The current global economic crisis has revealed how intricately interconnected developed and developing economies are. To confront global economic challenges, government officials and managers are going to have to negotiate globally. Negotiation is a form of decision making in which negotiating parties are interdependent. Problems often arise, however, in efforts to reach solutions because not everyone around the world negotiates the same way. Brett will present a model explaining how culture contributes to differences that can complicate all forms of social interaction, including negotiation.

For more information, please visit events.psych.missouri.edu/lecture-series/

Brett received a bachelor of arts degree from Southern Methodist University, and an AM degree and a PhD in industrial and organizational psychology from the University of Illinois, Champaign–Urbana. She is a Distinguished Professor of Dispute Resolution and Organizations, and director of the Dispute Resolution Research Center, at Northwestern’s Kellogg School of Management. Brett is the author of numerous journal articles, negotiation teaching materials and two award-winning books: Getting Disputes Resolved (with William Ury and Stephen Goldberg) and Negotiating Globally. Brett initiated Kellogg’s MBA program in negotiations in 1981 and one in cross-cultural negotiations in 1994. She has received several career awards, including the David L. Bradford Outstanding Educator Award in Organizational Behavior and the Academy of Management Outstanding Educator Award.