

James A. Wall, Jr.

ADDRESS

Department of Management
Graduate School of Business
University of Missouri
Columbia, MO 65211
Telephone: (573) 882-7374

and

Center for the Study of Dispute Resolution
Law School
University of Missouri
Columbia, Missouri
(573) 882-2052

EDUCATION and CERTIFICATIONS

Ph.D., University of North Carolina, Organizational Behavior, 1972

M.B.A., University of North Carolina, Organizational Theory, 1969

A.B., Davidson College, Economics, 1967

ACADEMIC EXPERIENCE

Curators' Teaching Professor, College of Business, University of Missouri, 2002 - present

Professor, College of Business, University of Missouri, 1982 - 2002.

Visiting Professor, Sabanci University, Istanbul, Turkey, Winter 2001.

Chair, Department of Management, College of Business and Public Administration, University of Missouri, 1989 - 1994.

Senior Fellow, Center for the Study of Dispute Resolution, Law School, University of Missouri, 1984 — present.

Visiting Professor of Management, Nanjing University, People's Republic of China, Spring, 1988.

Visiting Professor of Policy, Graduate School of Business, Indiana University, 1984.

Professor, College of Business and Public Administration, University of Missouri, 1982 — 1984.

Associate Professor, College of Business and Public Administration, University of Missouri, 1978 — 1982.

Associate Professor, (tenured) Graduate School of Business, Indiana University, 1976 — 1978.

Assistant Professor, Graduate School of Business, Indiana University, 1972 — 1976.

Graduate Instructor, School of Business Administration, University of North Carolina, Chapel Hill, 1970 — 1972.

BUSINESS/PROFESSIONAL EXPERIENCE

PUBLICATIONS

Peer reviewed journal articles (specify: learning and pedagogical research, contributions to practice, and/or discipline-based scholarship)

- Wall, James A., Jr., and Adams, J. Stacy, (1974) Some variables affecting a constituent's evaluations of and behavior toward a boundary role occupant. Organizational Behavior and Human Performance, 11, 390-408.
- Wall, James A., Jr., (1975) Effects of constituent trust and representative bargaining orientation on intergroup bargaining. Journal of Personality and Social Psychology, 31, 1004-1012.
- Wall, James A., Jr., (1975) The effects of constituent trust and representative bargaining visibility on intergroup bargaining. Organizational Behavior and Human Performance, 14, 244-256.
- Wall, James A., Jr., (1975) Managing negotiators. Business Horizons, 18, 41-44.
- Wall, James A., Jr., (1976) Effects of sex and opposing representative's bargaining orientation on intergroup bargaining. Journal of Personality and Social Psychology, 33, 55-61.
- Wall, James A., Jr., and Virtue, Robert, (1976) Women as negotiators. Business Horizons, 19, 67-68.
- Wall, James A., Jr., (1977) The intergroup bargaining of mixed-sex groups. Journal of Applied Psychology, 62, 208-213.
- Wall, James A., Jr., (1977) Operantly conditioning a negotiator's concession-making. Journal of Experimental Social Psychology, 13, 431-440.
- Wall, James A., Jr., (1977) Intergroup bargaining; effects of opposing constituent stances, opposing representative's bargaining, and representative's locus of control. Journal of Conflict Resolution, 21, 459-474.
- Wall, James A., Jr., (1977) Effective negotiation. Business Horizons, 19, 20-22.
- Wall, James A., Jr., (1978) A negotiator's bargaining; the effects of representation and the opponent's sex. Contributions to Experimental Economics: Bargaining Behavior, 7, 270-283.

- Wall, James A., Jr., (1979) The effects of mediator rewards and suggestions upon negotiations. Journal of Personality and Social Psychology, 37, 1554-1560.
- Wall, James A., Jr., (1981) Mediation: an analysis, review, and proposed research. Journal of Conflict Resolution, 25, 157-180.
- Wall, James A., Jr., (1981) Mediation within the organization. Business Horizons, 23, 34-38.
- Wall, James A., Jr., (1981) An investigation of reciprocity and reinforcement theories of bargaining behavior. Organizational Behavior and Human Performance, 27, 367-385.
- Schiller, Lawrence F. and Wall, James A., Jr., (1981) Judicial settlement techniques. Journal of Trial Advocacy, 5, 39-61.
- Wall, James A., Jr. and Schiller, Lawrence F., (1981) Judicial involvement in pre-trial settlement: A judge is not a lump on a log. Journal of Trial Advocacy, 6, 27-45.
- Harnett, Donald L. and Wall, James A., Jr., (1983) Aspiration/competitive effects on the mediation of bargaining. Contributions to Experimental Economics, 8, 8-21.
- Wall, James A., Jr. and Schiller, Lawrence F., (1983) The judge off the bench: a mediator in civil settlement negotiations. Bargaining Inside Organizations (Edited by Bazerman and Lewicki) Sage Publications, 177-192.
- Ebert, Ronald J. and Wall, James A., Jr., (1983) Voluntary adoption of negotiation processes. Bargaining Inside Organizations (Edited by Bazerman and Lewicki) Sage Publications, 91-113.
- Wall, James A., Jr., Rude, Dale E., and Schiller, Lawrence F., (1984) Judicial participation in settlement. Missouri Journal of Dispute Resolution, 1, 25-44.
- Wall, James A., Jr., (1984) Mediation: The effects of mediator proposals, number of issues, and altered negotiator aspirations. Journal of Management, 10, 293-304.
- Wall, James A., Jr., Schiller, L.F. and Ebert, R.J., (1984) Should judges grease the slow wheels of justice? A survey on the effectiveness of judicial mediary techniques. Journal of Trial Advocacy, 8, 83-114.
- Wall, James A., Jr., and Rude, Dale E. (1985) Judicial mediation; techniques strategies, and situational effects. Journal of Social Issues, 41, 47-64.
- Wall, James A., Jr., and Rude, Dale E. (1987) Judges' mediation of settlement negotiations. Journal of Applied Psychology, 72, 234-239.

- Wall, James A., Jr., and Rude, Dale. (1988) The judge's role in settlement; opinions from Missouri judges and Attorneys. Journal of Dispute Resolution, 163-174.
- Rude, Dale E. and Wall, James A., Jr., (1988) Judges and settlement. Judicature, 1988, 175-178.
- Wall, James A., Jr., and Rude, Dale E. (1989) Judicial mediation in settlement negotiations, in Kressel and Pruitt (Eds.) Mediation, Jossey-Bass: San Francisco 190-212.
- Wall, James A., Jr., (1990) Mediation in the People's Republic of China, Theory and Research in Conflict Management, Rahim (Ed.) Praeger, 109-119.
- Wall, James A., Jr. (1990) Managers in the People's Republic of China, Academy of Management Executive, 4, 19-32.
- Dougherty, Thomas W. and Wall, James A., Jr., (1991) Teaching OB in China During the Age of Reform, Journal of Management Education, 15, 232-243.
- Wall, James A., Jr., and Blum, Michael E. (1991) Community Mediation in the People's Republic of China, Journal of Conflict Resolution, 35, 3-20.
- Wall, James A., Jr. and Rude, Dale E., (1991) The Judge as a Mediator, Journal of Applied Psychology, 76, 54-59.
- Wall, James A., Jr., (1991) Impression Management in Negotiation, in Applied Impression Management: How Image Making Affects Managerial Decisions, Giacalone, R. and Rosenfeld, P. (Ed.) Sage, 133-156.
- Wall, James A., Jr., and Blum, Michael E. (1991) Negotiation, Journal of Management, 17, 273-303.
- Wall, James A., Jr., and Lynn, A. (1993) Mediation: A current review, Journal of Conflict Resolution, 36, 160-194.
- Kim, N., Wall, James A. Jr., Sohn, D-W, and Kim, J. (1993) Community and industrial mediation in South Korea. Journal of Conflict Resolution, 37, 361-382.
- Sohn, D-W and Wall, James A., Jr. (1993) Korean community mediation: A city-village comparison. Journal of Conflict Resolution, 37, 536-543.
- Wall, James A. Jr. (1993) Community Mediation in China and Korea: Some similarities and differences. Negotiation Journal, 9, 141-153.

- Wall, James A. Jr., Sohn, D.-W., Cleeton, N. and Jin, D.J. (1995) Community and family mediation in the People's Republic of China. International Journal of Conflict Management, 6, 30-47.
- Wall, J.A. and Callister, R.R. (1995). Ho'oponopono: Some lessons from Hawaiian mediation. Negotiation Journal, 11, 45-54.
- Wall, J.A. and Callister, R.R. (1995). Conflict and its management. Journal of Management, 21, 515-558.
- Wall, J.A. and Stark, J.B. (1996). Techniques and sequences in mediation strategies: A proposed model for research. Negotiation Journal, 12, 231-240.
- Diehl, P., Druckman, D. and Wall, J.A.(1997). New military missions, in Enhancing Organizational Performance, Druckman, D., Singer, J.E. and VanCott, H. (Eds.) Washington: National Academy Press, 153 - 165.
- Wall, J.A., Diehl, P. and Druckman, D. (1997). Conflict management training for changing missions, in Enhancing Organizational Performance, Druckman, D., Singer, J.E. and VanCott, H. (Eds.) Washington: National Academy Press, 166 - 210.
- Blum, M.E. and Wall, J.A. (1997). HRM: Managing conflicts in the firm. Business Horizons, 40, 84 - 87.
- Callister, R.R. and Wall, J.A. (1997). Japanese community and organizational mediation. Journal of Conflict Resolution, 41, 311 - 328.
- Wall, J.A., Blum, M., Callister, R.R., Kim, N-H, and Sohn, D-W. Mediation in the USA, China, Japan and Korea. (1998) Security Dialogue, 29, 235 - 248.
- Diehl, P., Druckman, D. and Wall, J.A. (1998). Linking peacekeeping with conflict resolution: A taxonomic analysis with implications. Journal of Conflict Resolution, 42, 33 - 55.
- Arunachalem, V., Wall, J.A. and Chan, C. (1998). Hong Kong versus U.S. negotiations: Effects of culture, alternatives, outcome scales, and mediation. Journal of Applied Social Psychology, 28, No. 14, 1219 - 1244.
- Wall J.A. and Stark, J.B. (1998). North American conflict management, in Conflict Management in the Pacific Rim, Tjosvold, D. & Leung, K. (Eds). New York: Wiley, 303 - 333.
- Reitz, H.J., Wall, J.A. and Love-Stuart, M-S. (1998). Ethics and negotiation: Oil and Water or Good Lubrication? Business Horizons, 41, 5 - 14.

- Wall, J.A., Druckman, D., Diehl, P.F. (1999). International peacekeeping as mediation, Bercovitch, J. (Ed.) Studies of International Mediation: Essays in Honor of Jeffrey Z. Rubin. New York: St. Martin's Press.
- Wall, J.A. and Callister, R.R. (1999). Malaysian community mediation. Journal of Conflict Resolution, 43, 343-365.
- Kim, N-H, Sohn, D-W, and Wall, J.A. (1999). Korean leaders' (and subordinates') conflict management. International Journal of Conflict Management, 10, 130-153.
- Dialdin, D.A. and Wall, J.A. (1999). Third parties and cultures. Negotiations Journal, 15, 381-387.
- Druckman, D., Wall, J.A., and Diehl, P. (1999). Conflict resolution roles in international peacekeeping missions. In Jeong, H-W. The New Agenda for Peace Research. London: Ashgate.
- Wall J.A. Jr., Blum, M.E. & Jin, D. (2000). A response to Diamant's conflict and conflict resolution in China. Journal of Conflict Resolution, 44, 547-551.
- Arunachalem, V., Lytle, A.L., & Wall, J.A. Jr. (2001). An evaluation of two mediation techniques, negotiation power, and culture in negotiation. Journal of Applied Social Psychology, 31, 951-980.
- Callister, R.R. & Wall, J.A. Jr. (2001). Conflict across organizational boundaries: Managed care organizations versus health care providers. Journal of Applied Psychology, 86, 170-181.
- Wall, J.A. Jr., Stark, J. & Standifer, R.L. (2001). Mediation: a current review and theory development. Journal of Conflict Resolution, 45, 370-391.
- Wall, J.A. & Druckman, D. (2003). Mediation in peacekeeping missions. Journal of Conflict Resolution, 47, 693-705.
- Wall, J.A. Jr., Druckman, D., & Diehl, P.F. (2002). International peacekeeping as mediation. In J. Bercovitch (Ed.) Studies of International Mediation: Essays in Honor of Jeffrey Z. Rubin. New York: St. Martin's Press.
- Standifer, R.L. & Wall, J.A. (2003). New issues, necessary solutions: Managing conflict in B2B e-commerce. Business Horizons, 46, 65-70.
- Callister, R.R. & Wall, J.A. (2004). Thai and U.S. Community Mediation. Journal of Conflict Resolution, 48, 573-598.
- Wall, J.A. (2004). The joys of field research. International Negotiation, 9, 345-358.

- Chan-Serafin, S. & Wall, J.A. Tripartite mediations. Conflict Resolution Quarterly, 24, 71-86.
- Zarankin, T.G. & Wall, J.A. (2007). Israeli and U.S. community mediations. International Negotiation, 12, 275-293.
- Wall, J.A. & Chan-Serafin, S. (2007). Liens in civil case mediations. Dispute Resolution, 13, 28-32.
- Wall, J.A. & Chan-Serafin, S. (2008). Dispute resolution. Liens in civil case mediations. GPSOLO; Best Article Published by the ABA, 25, 30-31.
- Wall, J.A., Arunachalem, V. & Callister, R.R. (2008). Third-party dispute resolution in India and the United States. Journal of Applied Social Psychology, 38, 3075-3100.
- Tubucanon, G.M.P., Wall, J.A. & Yan, W. (2008). Philippine community mediation, Katarungang Pambarangay. Journal of Dispute Resolution.
- Wall, J.A., Yan, W., Druckman, D. & Cheung, T. (2009). Philippine and Taiwanese community mediation. International Mediation. (Eds.) Bercovitch, J. and Gartner, S., 265-289. New York: Routledge.
- Wall, J.A. & Chan-Serafin, S. (2009). Processes in civil case mediations. Conflict Resolution Quarterly, 27, 261-292.
- Wall, J.A. & Chan-Serafin, S. (2009). Dual influence in civil case mediations. Dispute Resolution, 25-28.
- Wall, J.A. & Chan-Serafin, S. (2009). Civil case mediations: Some observations and conclusions. Jury Expert, September 5-7.
- Wall, J.A., Beriker, N. & Wu, S. (2010). Turkish community mediations. Journal of Applied Social Psychology, 40, 2021-2044.
- Wall, J.A. & Chan-Serafin, S. (2010). Do mediators walk their talk in civil cases? Conflict Resolution Quarterly, 28, 3-21.
- Standifer, R. & Wall, J.A. (2010). Conflict in business-to-business e-commerce (B2B): A study of B2B relational structure and perceptions of conflict, power and relationship success. Negotiation and Conflict Management Research, 3, 205-231.
- Wall, J.A., Dunne, T. & Chan-Serafin, S. (2011). The effects of neutral, evaluative and pressing mediator strategies. Conflict Resolution Quarterly, 29, 127-150.
- Wall, J.A., Chan-Serafin, S. & Dunne, T. (2012) Mediator pressing techniques: A theoretical model of their determinants. Group Decision and Negotiation, 21, 601-619.

- Wall, J.A. & Dunne, T. (2012). Mediation: A current review. Negotiation Journal, 28, 217-244.
- Zarankin, T. & Wall, J.A. (2012). The effects of previous negotiators' performance, negotiation self-efficacy, cognitive style and goal orientation on negotiators' risk taking. Negotiation and Conflict Management Research, 5, 162-181.
- Kressel, K. & Wall, J.A. (2012). Mediation style: An introduction. Negotiation and Conflict Management Research, 5, 334-339.
- Wall, J.A. & Kressel, K. (2012). Research on mediator style: a summary and some research suggestions. Negotiation and Conflict Management Research, 5, 403-421.
- Wall, J.A. & Chan-Serafin, S. (2014) Friendly persuasion in mediation. Conflict Resolution Quarterly, 31, 285-304.
- Zarankin, E., Zarankin, T. & Wall, J.A. (2014) Mediators' cognitive role schema. Negotiation and Conflict Management Research.

Research Monographs (teaching/pedagogical, practice/applied and/or discipline-based research)

Peer reviewed proceedings from teaching/pedagogical meetings, professional/practice meetings, and/or scholarly meetings

- Organ, Dennis W., and Wall, James A., Jr., "Decision-making behavior in organization boundary exchanges." Paper presented at Annual Midwestern Academy of Management Meetings, Kent, Ohio, 1974.
- Wall, James A., Jr., "Intergroup bargaining studies as a dynamic process; the effects of constituent trust and representative bargaining visibility." Paper presented at Annual American Psychological Association Meetings, New Orleans, Louisiana, August, 1974.
- Wall, James A., Jr., "Some determinants of competitive constituent directives to a representative." Paper presented at Annual Academy of Management Meetings, Seattle, Washington, August, 1974.
- Wall, James A., Jr., "Effects of sex and opposing representative's bargaining orientation on intergroup bargaining." Paper presented at Annual Midwestern Academy of Management Meetings, Ann Arbor, Michigan, May 1975.

- Hamilton, J. Ogden, and Wall, James A., Jr., "The achievement motive and interpersonal competition: bargaining behavior." Paper presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1975.
- Wall, James A., Jr., "Effects of constituent trust and representative bargaining orientation on intergroup bargaining." Paper presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1974.
- Wall, James A., Jr., "A general theory of negotiation." Paper presented at Conference of Negotiation, Center for Creative Leadership, Greensboro, North Carolina, July, 1975.
- Wall, James A., Jr., "Intergroup bargaining: effects of constituent expectations and outsider bargaining orientation." Paper presented at Annual American Psychological Association Meetings, Chicago, Illinois, August, 1975.
- Wall, James A., Jr., "The intergroup bargaining of mixed-sex groups." Paper presented at the Annual Academy of Management Meetings, New Orleans, Louisiana, August, 1975.
- Wall, James A., Jr., "A representative's bargaining; the effects of constituent directives, constituent trust, and expectation of future negotiation." Paper presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1976.
- Wall, James A., Jr., "Operantly conditioning the concession making of male and female negotiators." Paper presented at Annual Midwestern Academy of Management Meetings, St. Louis, Missouri, May, 1976.
- Wall, James A., Jr., "Intergroup bargaining; effects of opposing constituent stances and opposing representative bargaining." Paper presented at Annual American Psychological Association Meetings, Washington, September, 1976.
- Wall, James A., Jr., "Organization boundary roles: the core experiments." Paper presented at Annual American Psychological Association Meetings, Washington, September, 1976.
- Wall, James A., Jr., "Operantly conditioning an opponent's concession making." Paper presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1977.
- Wall, James A., Jr., "The effects of mediator rewards and suggestions upon negotiator concessions." Paper presented at Annual Academy of Management Meetings, Orlando, Florida, August, 1977.

- Wall, James A., Jr., "The effects of an opponent's concessions; a reinforcement versus reciprocity explanation." Paper presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1978.
- Wall, James A., Jr., "Intergroup bargaining: effects of interconstituent threats." Paper presented at Annual Academy of Management Meetings, San Francisco, California, August, 1978.
- Wall, James A., Jr., "Basketball scalper prices; the effects of scalper sex and the passage of time." Presented at Annual Midwestern Psychological Association Meetings, Chicago, Illinois, May, 1979.
- Wall, James A., Jr., "The effects of mediator rewards and suggestions upon negotiations." Paper presented at Annual Academy of Management Meetings, Atlanta, Georgia, August, 1979.
- Wall, James A., Jr., "Mediation: a categorical analysis and a proposed framework for future research." Paper presented at Annual Academy of Management Meetings, Chicago, Illinois, 1980.
- Wall, James A., Jr., "A negotiator's bargaining: the effects of opponent and constituent reinforcements." Paper presented at Annual Midwestern Psychological Association, St. Louis, Missouri, 1980.
- Wall, James A., Jr., "Reciprocity and negotiator expectations in bargaining." Paper presented at Annual Midwestern Psychological Association, St. Louis, Missouri, 1980.
- Wall, James A., Jr., and Schiller, Lawrence, "Mediation in judicial settings." Paper presented at Annual Midwestern Academy of Management Meetings, Detroit, Michigan, 1981.
- Wall, James A., Jr., "Mediation: The effects of mediator proposals and penalties." Paper presented at Annual National Academy of Management Meetings, San Diego, California, 1981.
- Harnett, Donald, and Wall, James A., Jr. "Negotiations: effects of strategies and target points." Paper presented at Annual National American Institute of Decision Sciences Meetings, Boston, Massachusetts, 1981.
- Griffin, Betsy and Wall, James A., Jr. "The effects of multiple mediation techniques on negotiation." Paper presented at Annual Midwestern Psychological Association, Chicago, Illinois, 1982.
- Schiller, Lawrence and Wall, James A., Jr. "Judicial involvement in pretrial settlement," Annual Midwest Business Administration Association Meeting, Chicago, Illinois, 1982.

- Wall, James A., Jr. and Ebert, Ronald J., "Policy capturing in negotiation-decision processes," Paper presented at Annual Midwestern AIDS Meeting, Kansas City, Missouri, 1983.
- Wall, James A., Jr., "Mediation; the effects of mediator proposals, number of issues and altered negotiator aspirations," Paper presented at Annual Midwestern Academy of Management Meeting," Kalamazoo, Michigan, 1983.
- Wall, James A., Jr. and Schiller, Lawrence, "Judges as mediators: how involved should they be?" Paper presented at Annual Midwest Business Administration Meeting, Chicago, Illinois, 1983.
- Wall, James A., Jr., "Negotiation; the effects of mediator proposals and alteration of negotiator aspirations," Paper presented at Annual Midwestern Psychological Association Meeting, Chicago, Illinois, 1983.
- Wall, James A., Jr. and Griffin, Betsy, "Mediation: the effects of a split the difference suggestion," Paper presented at Annual Midwestern Psychological Association Meeting, Chicago, Illinois, 1983.
- Wall, James A., "The judge in pretrial settlement," Paper presented at National Law and Society Meeting, Denver, Colorado, 1983.
- Wall, James A., Jr., Schiller, Lawrence F., and Ebert, Ronald J., "Should judges grease the slow wheels of justice? a survey of effectiveness of judicial mediary techniques." Paper presented at Arizona Supreme Court's Annual Judicial Conference, Phoenix, Arizona, December, 1983.
- Wall, James A., Jr. "The judicial role in civil settlements." Paper presented at Annual Workshop for Judges of the Ninth Federal Circuit, Tempe, Arizona, February, 1984.
- Wall, James A., Jr., "Strategies for successful invention in conflict." Paper presented at Annual Academy of Management Meeting, Boston, Massachusetts, 1984.
- Wall, James A., Jr., "Judicial mediation strategies." Paper presented at Annual American Psychological Association Meeting, Toronto, Canada, 1984.
- Wall, James A., Jr., "Judicial mediation: effects of case size, trial length and trier of the case," Paper presented at Interdisciplinary Conference on Social Conflict and Intergroup Relations, Nags Head, North Carolina, 1985.
- Wall, James A., Jr., "Advances in judicial mediation," Paper presented at American Bar Foundation Meeting, Chicago, 1985.

- Wall, James A., Jr., "Mediation melodies," Paper presented at Midwestern Academy of Management Annual Meeting, Champaign-Urbana, 1985.
- Wall, James A., Jr., "Judicial mediation," Paper presented at Annual Meeting of International Society of Political Psychology, Amsterdam, 1986.
- Wall, James A., Jr. and England, Diane, "Criminal leadership," Paper presented at Midwestern Academy of Management Annual Meeting, Bloomington, 1986.
- Wall, James A., Jr. and Rude, Dale E., "Judges' mediation of settlement negotiations," Paper presented at Academy of Management Annual Meeting, New Orleans, 1987.
- Wall, James A., Jr. and Rude, Dale E. "Judicial mediation of settlement negotiations," Paper presented at Academy of Management Annual Meeting, Anaheim, 1988.
- Wall, James A., Jr. and Jin, Deng J. "Mediation in the People's Republic of China," Paper presented at International Association for Conflict Management Meeting, Athens, 1989.
- Wall, James A., Jr. and Blum M. "Taxonomies and tactics in Chinese community mediation," Paper presented at European Congress of Psychology, Amsterdam, 1989.
- Wall, James A., Jr. and Jin, Deng J. "Community mediation in the People's Republic of China," Paper presented at Academy of Management Annual Meeting, Washington, 1989.
- Wall, James A., Jr. and Rude, D.E. "The Judge as a mediator," Paper presented at International Association for Conflict Management Meeting, Vancouver, 1990.
- Wall, James A. Jr. "Judicial mediation; A policy capturing approach," Paper presented at International Association for Conflict Management meeting, Amsterdam, 1991.
- Kim, N., Wall, James A., Jr., Sohn, D-W., Kim, J. "Community and industrial mediation in South Korea." Paper presented at International Association for Conflict Management meeting, Minneapolis, 1992.
- Wall, James A. and Callister, R. "Ho'oponopono: Mediation in Hawaii." Paper presented at International Association for Conflict Management meeting, Hengelhoef-Houthallen, Belgium, 1993.
- Wall, James A. Jr, Sohn, D.-W., Cleeton, N. and Jin, D.J. "Community and family mediation in the People's Republic of China." Paper presented at International Association of Conflict Management meeting, Hengelhoef-Houthallen, Belgium, 1993.
- Callister, R.R. and Wall, J.A., "Japanese community mediation". Paper presented at International Association of Conflict Management meeting, Eugene, Oregon, 1994.

- Kim, N.H. and Wall, J.A. "Korean leaders' conflict management". Paper presented at Academy of Management Meeting, Vancouver, 1995.
- Callister, R.R. and Wall, J.A. "Japanese community and workplace mediation". Paper presented at International Association of Conflict Management Meeting, Elsinore, Denmark, 1995.
- Wall, J.A. "North American conflict management". Paper presented at International Association of Conflict Management Meeting, Ithaca, N.Y., 1996.
- Wall, J.A. "Changing Missions". Paper presented at Academy of Management Meetings, Cincinnati, Ohio, 1996.
- Diehl, P., Druckman, D. and Wall, J.A. "Linking peacekeeping with conflict resolution; A taxonomic analysis with implications". Paper presented at International Studies Association, Toronto, Canada, 1997.
- Blum, M. and Wall, J.A. "Conflict management by human resource managers." Paper presented at Tenth Annual Conference of the International Association for Conflict Management. Bonn, Germany. June, 1997.
- Wall, J.A., Blum, M., Callister, R.R., Jin, D., Kin, N-H., and Sohn, D-W. Mediation in the U.S., China, Korea, and Japan. Paper presented at Tenth Annual Conference of the International Association for Conflict Management. Bonn, Germany. June, 1997.
- Arunachalam, V., Lytle, A. and Wall, J. An evaluation of two mediation techniques, negotiator power, and culture in interpersonal negotiations. Paper presented at Eleventh Annual Conference of the International Association of Conflict Management. Washington, D.C. June, 1998.
- Wall, J., Druckman, D. and Diehl, P. Mediation by international peacekeepers. Paper presented at Eleventh Annual Conference of the International Association of Conflict Management. Washington, D.C. June, 1998.
- Callister, R.R. and Wall, J. Conflict at the interface between organizations. Paper presented at Eleventh Annual Conference of the International Association of Conflict Management. Washington, D.C. June, 1998.
- Callister, R.R. and Wall, J. Managed care organizations versus health care providers. Paper presented at Academy of Management Meeting. San Diego, CA. August, 1998.
- Wall, J.A. and Callister, R.R. Malaysian community mediation. Paper presented at Academy of Management Meeting. Chicago, ILL, August, 1999.

- Standifer, R. and Wall, J.A. Mediation: A review and theory. Paper presented at Twelfth Annual Conference of the International Association of Conflict Management. St. Louis, MO. June 2000.
- Standifer, R. and Wall, J.A. New issues, necessary solutions: Managing conflict in B2B e-commerce. Paper presented at Thirteenth Annual Conference of International Association of Conflict Management, Paris, June 2001.
- Wall, J.A. & Druckman, D. Mediation in peacekeeping missions. Paper presented at the Fourteenth Annual Conference of International Association of Conflict Management. Salt Lake City, Utah, June 2002.
- Wall, J.A. The joys of field research. Paper presented at the Fourteenth Annual Conference of International Association of Conflict Management. Salt Lake City, Utah, June 2002.
- Wall, J.A. and Callister, R.R. Indian community mediation. Paper presented at Fifteenth Annual Conference of International Association of Conflict Management. Sydney, Australia, June 2003.
- Chan, S. & Wall, J.A. Tripartite Mediation. Paper presented at Sixteenth Annual Conference of International Association of Conflict Management. Pittsburgh, June 2004.
- Callister, R.R. & Wall, J.A. Thai and U.S. Community Mediation. Paper presented at Academy of Management Meeting. New Orleans, LA, 2004.
- Standifer, R. & Wall, J.A. B2B E-Commerce conflict. Paper presented at Academy of Management Meeting. Atlanta, GA, 2006.
- Wall, J.A. Case studies in mediation. Paper presented at Seventeenth Annual Conference of International Association of Conflict Management. Montreal, 2006.
- Chan-Serafin, S. and Wall, J.A. Mediation in civil cases. Paper presented at Seventeenth Annual Conference of International Association of Conflict Management. Montreal, 2006.
- Zarankin, T. and Wall, J.A. Israeli and U.S. community mediation. Paper presented at Seventeenth Annual Conference of International Association of Conflict Management. Montreal, 2006.
- Wall, J.A., Druckman, D., Chung, T. and Yan, W. Philippine and Taiwanese community mediation. Paper presented at Eighteenth Annual Conference of International Association of Conflict Management. Budapest, 2007.

- Wall, J.A., Beriker, N. and Wu, S. Turkish community mediation. Paper presented at Nineteenth Annual Conference of International Association of Conflict Management. Chicago, 2008.
- Wall, J.A. and Carnevale, P. Agreements in mediation. 19th Annual Conference of International Association of Conflict Management, Chicago, 6/27/08.
- Wall, J.A. and Chan-Serafin, S. Do mediators walk their talk? 21st Annual Conference of International Association of Conflict Management, Boston 6/21/10.
- Zarankin, T. and Wall, J.A. The effects of previous negotiators' performance, negotiation self-efficacy, cognitive style, and goal orientation on negotiators' risk taking. 21st Annual Conference of International Association of Conflict Management, Boston 6/21/10.
- Zarankin, T. and Wall, J.A. Risk Taking in Negotiations: The Effects of Opponent Behavior and Information about Past Negotiators' Performance. Academy of Management Annual Meeting in Montreal, Canada, 8/8/10.
- Wall, J.A. Mediation – anything new? 23rd Annual Conference of International Association of Conflict Management. South Africa 7/12/12.
- Wall, J.A. Friendly persuasion in mediation. 24th Annual Conference of International Association of Conflict Management. Tacoma, Washington, 6/30/2013.
- Wall, James A., Jr., "Review of Looking Out For Number One" by Robert Ringer. Business Horizons, 1978, 21, 93-94.
- Wall, James A., Jr., "Review of Managing by Negotiations" by Earl Brooks and George S. Odiorne. Academy of Management Review, 1985, 10, 639.
- Wall, James A., Jr., "Review of Teaching Module for Tartan Negotiation Game" by George T. Duncan and Sanda Kaufman. The International Journal of Conflict Management, 1990, 1, 123-124.
- Wall, James A., Jr., "Review of The Frustrated Supervisor" by Allen R. Solem. The International Journal of Conflict Management, 1990, 1, 125-126.
- Wall, James A., Jr. "Review of The Smith Company: A Strike Role Play" by Lawrence B. Nadler and Marjorie K. Nadler. The International Journal of Conflict Management 1990, 1, 227-229.

Wall, James A., Jr., "Review of The Carrera Task-Force Simulation--Strategic Marketing Decisions at Porsche of America" by Leonard Greenhalgh. The International Journal of Conflict Management 1990, 1, 225-227.

Wall, James A., Jr., "Review of Videomasters, Inc.: Group Decision Making as a Problem Solving Negotiation" by Roy J. Lewicki. The International Journal of Conflict Management, 1990, 1, 319-321.

Non-peer reviewed journals (learning and pedagogical, contributions to practice, and/or discipline-based scholarship). School must provide substantive support for quality

Books (textbooks, professional/practice/trade, and/or scholarly)

Wall, James A., Jr., Negotiation: Theory and Practice. Scott Foresman, 1985.

Wall, Jim, Bosses. D.C. Heath, 1986.

Chapters in books (textbooks, professional/practice/trade, and/or scholarly)

Others (peer reviewed cases with instructional materials, instructional software, publicly available material describing the design and implementation of new curricula or courses, technical reports related to funded projects, publicly available research working papers, etc. please specify)

Unpublished Submissions

Research in Progress

Mediator Thinking

PRESENTATIONS

Peer reviewed paper presentations at teaching/pedagogical meetings, professional/practical meetings, and/or academic meetings

Faculty Research Seminar (teaching/pedagogical, practice oriented, and/or discipline-based research seminar)

Other

PROFESSIONAL MEMBERSHIPS/COMMITTEES/OFFICES

PROFESSIONAL SOCIETIES

Academy of Management

American Psychological Association

Midwestern Academy of Management

Midwestern Psychological Association

International Association for Conflict Management

Society for Industrial and Organizational Psychology

PROFESSIONAL SERVICE

Governing Board, International Association of Conflict Management, 2006-2008

Advisory Board Member, International Studies, 2006-2008

External Reviewer, Hong Kong University Grants Committee, 2002-present

External Assessor, Lingnan University, Hong Kong, 2000-present

External Reviewer, K.U. Leuven University, Belgium, 2008

External Reviewer, National Science Foundation, 1999

External Reviewer, Research Council of Norway, 2001

External Evaluator, Social Sciences and Humanities Research Council of Canada, 1998

President, International Association for Conflict Management, 1995 - 1996

President - Elect, International Association for Conflict Management, 1994 - 1995

Executive Officer, International Association for Conflict Management, 1991 - 1994

Chair, Conflict Management Division, Academy of Management, 1992-1993

Chair-Elect, Conflict Management Division, Academy of Management, 1991-1992

Program chair; Power, Negotiation, Conflict Management Interest Group; Academy of Management Meeting, 1991, Miami, Florida.

Program chair; International Association for Conflict Management Meeting, 1990, Vancouver, B.C., Canada.

Board member; International Association for Conflict Management, 1991 - 1997.

Paper reviewer, discussant, session chair; Power, Negotiation, Conflict Management Division, Academy of Management, 1985 - present.

Paper reviewer, discussant, session chair; International Association for Conflict Management, 1987 - present.

HONORARY SOCIETIES

Beta Gamma Sigma

Delta Phi Alpha

Sigma Iota Epsilon

Omicron Delta Epsilon

PROFESSIONAL ACTIVITIES

Editor

Editorial Board, Negotiation and Conflict Management Research, 2007 - present

Editorial Board, The International Journal of Conflict Management, 1993 - 2001

Editorial Board, Harvard Negotiation Journal, 2001 - present

Associate Editor, The International Journal of Conflict Management, 1989 - 1993

Reviewer

Academy of Management Executive

Academy of Management Journal

Academy of Management Review

Administrative Science Quarterly

Asian Perspective

Conflict Management Quarterly

Decision Sciences

Group Decision and Negotiation

Human Relations

International Journal of Conflict Management

International Negotiation

Journal of Applied Psychology

Journal of Asian Business Studies

Journal of Conflict Resolution

Journal of Personality and Social Psychology

Journal of Peace Research

Judicature

Organizational Behavior and Human Decision Processes

Organization Science

Personality and Social Psychology Bulletin

Political Psychology

Psychological Bulletin

Thunderbird International Journal

Prof. Development/Training

Other

GRANTS

TEACHING

Undergraduate

“Organizational Behavior”

“Introduction to Management”

“Organizational Theory”

“Honors: Organizational Behavior”

“Strategic Management”

Graduate

Doctoral Seminar, “Organizational Behavior”

MBA, “Organizational Behavior”

MBA, “Organizational Theory”

MBA, “Strategic Management”

MBA, “Negotiation”

Dissertation Committees

A dozen or so

Other

UNIVERSITY ACTIVITIES

University Strategic Planning Committee
University Extension Evaluation Committee
University Grievance Committee
University Diversity Committee
Law School ADR Institute Founding Committee
College Undergraduate Policy Committee
College MBA Policy Committee
College Graduate Policy Committee
College Promotion and Tenure Committee
College Executive Committee
College Dean Search Committee

AWARDS AND RECOGNITIONS

MU Alumni Faculty Award, 2008
Senior Class Recognized Professor, 2006
Most Inspiring Professor, Student-Athlete Advisory Council, 2006
Senior Class Recognized Professor, 2006
Senior Class Recognized Professor, 2004
Senior Class Recognized Professor, 2003
Byler Distinguished Professor, 2002
Zeta Tau Alpha Excellent Professor, 2002
Curators' Teaching Professor, 2002
B&PA Faculty Member of the Year, 2000
Panhellenic Teaching Award, 2000
Omicron Delta Epsilon, Honor Faculty Tap, 1999
Henry Latane Distinguished Alumnus, (University of North Carolina), 1998
William T. Kemper Fellow for Excellence in Teaching, 1998
Outstanding Greek Faculty Award, 1998
B&PA Faculty Member of the Year, 1998
Senior Class Outstanding Management Professor, 1998
O'Brien Teaching Award Nominee, 1997
B&PA Faculty Member of the Year, 1997
Outstanding Greek Faculty Award, 1997

O'Brien Teaching Award Nominee, 1996

Kansas City Alumni, B&PA Teacher of the Year, 1995

Best Article Award, International Association of Conflict Management, 1993.

Best Paper Award, International Association for Conflict Management meeting, 1989.

Harry Hall Trice Faculty Research Award, 1986

Harry Hall Trice Faculty Research Award, 1983

OTHER

President, Personal Energy Transportation, 2012-present

Board Member, Personal Energy Transportation 2007-present

Founder, Malaria Fini, Inc., 2007

Member, Boone County Council on Aging, 2004-present