



Steve Weiss, an international negotiation specialist, is a tenured associate professor of policy/strategy and international business at the Schulich School of Business, York University, in Toronto. In 2015, he received the Outstanding Educator Award of the Academy of Management, International Management Division. He has also received the top honors for graduate-level teaching at the Schulich School and at York University, delivered faculty development workshops on teaching, and created a variety of teaching materials. He teaches courses on negotiation, international business, cross-cultural management, strategy field studies, and management skills. In research, he focuses on complex, international negotiations and covers contextual and macro-strategic considerations as well as the behavior and interactions of individuals. His best-known work includes case studies of multinational enterprises, analytic frameworks for cultural factors, and comprehensive surveys of the field of international business negotiation.

In the administrative arena, from 2012-15, Professor Weiss served as the academic director for Schulich's MBA, a program with 1,000 students. Before that, he directed the Schulich IMBA, an intensive study-and-work program in international business. Prior to joining Schulich, he held positions on the faculties of the University of Pennsylvania (where he received his Ph.D.) and New York University's Stern School of Business. His visiting appointments have included Aalto University (Finland), BI Norwegian Business School, Dartmouth College (USA), Eindhoven University of Technology (the Netherlands), HEC Paris (France), and IDEA (Argentina).

Selected Publications and Research (by topic—international negotiation, cultural factors, and negotiation)

- "Analysis of Complex Negotiations in International Business: The RBC Perspective," *Organization Science*, 1993.
- "Explaining Outcomes of Negotiation: Toward a Grounded Model for Negotiations between Organizations" (the Ford-Toyota, GM-Ford JV talks) in *Research on Negotiation in Organizations*, JAI Press, 1997.
- "The Long Path to the IBM-Mexico Agreement: An Analysis of the Microcomputer Investment Negotiations, 1983-86," *Journal of International Business Studies*, 1990.
- "Perspective d'analyse en négociation : Le cas de l'alliance Renault-Nissan" (with C. Marjollet & C. Bouquet), *La revue française de gestion*, 2004.
- "International Business Negotiations Research: Revisiting 'Bricks, Mortar and Prospects'" in *Handbook of International Management Research*. 2nd ed. Eds. B.J. Punnett & O. Shenkar. U of Michigan Press, 2004.
- "International Business Negotiations in a Globalizing World: Reflections on the Contributions and Future of a (Sub) Field," *International Negotiation*, 10th Anniversary Edition, 2006.
- "Negotiating the Renault-Nissan Alliance: Insights from Renault's Perspective" in *Negotiation Excellence: Successful Deal Making*. Ed. M. Benoliel. 2nd ed. World Scientific Publishing, 2014.
- "Japan: The Changing Logic of a Former Minor Power" (with N.B. Thayer) in *National Negotiating Styles*. Ed. H. Binnendijk. U.S. Dept. of State (USGPO), 1987.
- "Negotiating with 'Romans'" (2 parts), *Sloan Management Review*, 1994. Trans. into Spanish and reprinted in *Harvard Deusto Business Review* (Best of Business Schools), 1995.
- "Opening a Dialogue on Negotiation and Culture: A 'Believer' Considers Skeptics' Views" in *Negotiation Eclectic: Essays in Memory of Jeffrey Z. Rubin*, PON (Harvard) Books, 1999.
- "Teaching the Cultural Aspects of Negotiation: A Range of Experiential Techniques," *Journal of Management Education*, 2003.
- "Models of Conflict, Negotiation and Third Party Intervention" (with R. Lewicki & D. Lewin), *Journal of Organizational Behavior*, 1992.
- "Mega-Simulations in Negotiation Teaching: Extraordinary Investments with Extraordinary Benefits," *Negotiation Journal*, 2008.
- "Negotiators' Effectiveness with Mixed Agendas: An Empirical Exploration of Tasks, Decisions, and Performance Criteria," *Group Decision and Negotiation*, 2012.