



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. For over 30 years, he has delivered negotiation training in academic and corporate settings. In 2015, he was honored with the Outstanding Educator Award of the Academy of Management, International Management Division. He has also received the top awards for graduate-level teaching at the Schulich School and at York University. His international negotiation course at Schulich, which he introduced, features month-long negotiation “mega-simulations.” In corporate settings, where he has delivered a variety of programs in over 20 organizations, his repeat clients include American Express Canada, AT&T, Babcock & Wilcox, Celestica, Dassault Aviation and Purolator. He has also worked with government agencies, not-for-profit organizations, and executive programs at business schools in North America, Europe and Asia.

Prior to joining the Schulich School, Weiss served on the faculties of the University of Pennsylvania (where he received his Ph.D.) and New York University’s Stern School of Business. He has held visiting positions in Argentina, Finland, the Netherlands, Norway, and the USA. From 2002-11, he taught annually at HEC Paris (France).

Weiss is the author of several influential articles on international and cross-cultural negotiation. One example is “Negotiating with Romans,” which was originally published by *Sloan Management Review*. His case studies of real international negotiations (e.g., GM-Toyota joint venture, Renault-Nissan alliance) have also been widely read by both academics and practitioners. Most recently, he has written a series of negotiation teaching exercises and cases about giant panda negotiations.

Selected Publications (listed 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 – Toyota-Ford, GM-Toyota JV talks) in *Research on Negotiation in Organizations*, JAI Press, 1997.
- “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*. 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.