

ALEXANDRA MISLIN

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ACADEMIC EMPLOYMENT

Assistant Professor, American University, Washington, D.C. 2010- present
Visiting Scholar, Interdisciplinary Center for Economic Science, George Mason University Fall 2009
Assistant Professor, SUNY at Buffalo, Buffalo, NY 2006-2010

EDUCATION

Ph.D., Organizational Behavior, Washington University in St. Louis 2006
M.S.B.A., Organizational Behavior, Washington University in St. Louis 2003
B.A., Economics, Mathematics minor, Kenyon College 1995

RESEARCH INTERESTS

My research investigates how negotiated agreements and later cooperation are influenced by social and economic factors including emotions, trust, the tracking of obligations, and financial incentives.

PUBLICATIONS

REFEREED JOURNAL ARTICLES & PROCEEDINGS

Johnson, N.D., & Mislin, A.A. (*In Press*). How Much Should We Trust the World Values Survey Trust Question? *Economic Letters*.

Mislin, A., Campagna, R., Bottom, W.P. (2011). After the Deal: Talk, Trust Building, and the Implementation of Negotiated Agreements. *Organizational Behavior and Human Decision Processes*, 115: 55-68.

Johnson, N. & Mislin, A. (2011). Trust Games: A Meta-Analysis. *Journal of Economic Psychology*, 32: 865-889.

Bottom, W. P., Holloway, J., Miller, G., Mislin, A., & Whitford, A. (2006). Building a Pathway to Cooperation: Negotiation and Social Exchange between Principal and Agent. *Administrative Science Quarterly*, 51: 29-58.

PROCEEDINGS

Mislin, A. (2006). A Happy Coincidence: Complementarities between Incentives and Emotions in Agency Problems. *Academy of Management Meeting Best Paper Proceedings*.

CONTRIBUTIONS TO EDITED BOOKS

Bottom, W.P, Kong, D.T. & Mislin, A. (2011). Judgment Bias and Decision Making in Negotiation. M. Benoliel (Ed.), *Negotiation Excellence: Successful Deal Making* (p.211-227). Hackensack, NJ: World Scientific Publishing.

ARTICLES UNDER REVIEW & WORKING PAPERS

Campagna, R., Kong, D., Mislin, A. & Bottom, W. Of Machiavelli and Mad Men: Relational and economic consequences of strategic emotion expressed by negotiators. *Under Review*

Williams, L., Mislin, A. & Shaughnessy, B. Trusting blindly: Can incentives motivate interpersonal trust? *Under Review*

Mislin, A., Bottom, W. P., Boumgarden, P., Jang, D. Aspects of Mental Accounting for Reciprocity, Bargaining, and Social Exchange. *Under Review*

Shaughnessy, B. & Mislin, A. Who should chitchat? Gender effects on the value of negotiator small talk. *Under Review*.

Bottom, W. P., Boumgarden, P., Mislin, A. Mental Accounting for Negotiation and Exchange. Working Paper.

RESEARCH IN PROGRESS

Williams, L.V. & Mislin, A. Does the trust game measure trust? A quantitative and qualitative study on the validity of the trust game. *Analyzing Data*.

Mislin, A., Johnson, N.D., Yang, J. Buying a car on a sunny day: The effects of emotions on negotiated car prices. *Analyzing Data*.

Mislin, A. Temporal influences of obligations on bargaining. *Designing study*.

CONFERENCE PRESENTATIONS

Campagna, R., Kong, D., Mislin, A., Bottom, W. (2011) Of Machiavelli and Mad Men: The Effects of Strategic Emotion on Trust and Negotiation Outcomes. To be presented at Academy of Management (AOM) Conference, San Antonio, Texas.

Shaughnessy, B. & Mislin, A. (2011) Who should chitchat? Gender effects on the value of negotiator small talk. To be presented at Academy of Management (AOM) Conference, San Antonio, Texas.

Shaughnessy, B. & Mislin, A. (2010) Should she chit-chat? Engendering post-negotiation success through small talk. Southern Management Association (SMA) Meeting, St Pete Beach, Florida.

Campagna, R., Kong, D., Bottom, W., Mislin, A. (2010) Flying Bagels and Social Graces: The Impact of Strategic Expressions of Emotion on Distrust and Post Settlement Behavior. International Association of Conflict Management (IACM) Conference, Boston, Massachusetts.

Mislin, A. & Johnson, N.D. (2009) Cultures of Kindness: A Meta-Analysis of Trust Game Experiments. International Society for New Institutional Economics (ISNIE) Conference, Berkeley, California.

Mislin, A., Bottom, W. P., Boumgarden, P. (2009) Mental Accounting for Negotiation and Exchange. International Association of Conflict Management (IACM) Conference, Kyoto, Japan .

Mislin, A., & Williams, L. (2008) Understanding trust: Bridging the divide between rational-choice and psychological approaches to studying trust. Academy of Management (AOM) Conference, Anaheim, CA.

Mislin, A., & Williams, L. (2007) Do happy people trust more regardless of expected gains? Accepted for presentation at the European Institute for Advanced Studies in Management (EIASM) 4th Annual Conference on Trust in Organizations, Amsterdam, Netherlands.

Bottom, W.P., Mislin, A., Boumgarden, P. (2007) Behavioral Theory of Negotiation. International Association for Conflict Management (IACM) Conference, Budapest, Hungary.

Mislin, A. (2007) Who trusts strangers? Findings and Implications from Behavioral Trust Experiments. Accepted for presentation at International Association for Conflict Management (IACM) Conference, Budapest.

Mislin, A. (2006). A Happy Coincidence: Complementarities between Incentives and Emotions in Agency Problems. Academy of Management (AOM) Meetings, Atlanta, GA.

Long, C. & Mislin, A. (2006). Fairness in the face of adversity: How superior-subordinate conflicts affect managers' efforts to promote fairness. Academy of Management (AOM) Meetings, Atlanta,

GA.

Mislin, A. (2005). The Motivating Effect of Emotions in Post-negotiation Contract Implementation. Academy of Management (AOM) Meetings, Honolulu, HI.

Bunderson, J. S. and A. Mislin (2005). Leveraging Member Expertise in Groups: The Importance of Group Climate. Academy of Management (AOM) Meetings, Honolulu, HI.

Bottom, W. P., J. Holloway, G. Miller, A. Mislin, & A. Whitford (2004). Gift Exchange between Principal and Agent. International Association for Conflict Management (IACM) Conference, Pittsburgh, PA.

Bottom, W. P., J. Holloway, G. Miller, A. Mislin, & A. Whitford (2003). Gift Exchange and Outcome Based Incentives in Principal-Agent Negotiations. Academy of Management (AOM) Meetings, Seattle, WA.

Bottom, W. P., J. Holloway, G. Miller, A. Mislin, & A. Whitford (2002). Gift Exchange in Negotiations Between Principal and Agent. Society for Judgment and Decision Making, Kansas City, KS.

Bottom, W. P., J. Holloway, G. Miller, A. Mislin, & A. Whitford (2002). Trust in Principal-Agent Negotiations: Can Gift-Exchange Minimize Efficiency Loss? Interdisciplinary Conference on Trust in Experimental Economics, St. Louis, MO.

TEACHING EXPERIENCE

<i>Negotiation.</i> American University, Kogod School of Business.	2010 - Present
<i>Organizational Behavior.</i> SUNY Buffalo, School of Management.	2006 - 2010
<i>Industrial Organization.</i> Cal State University Long Beach, Department of Economics.	2005
<i>Negotiation.</i> Washington University, Olin Business School .	2005

RESEARCH GRANTS

Mislin, A., Williams, L. (2008). Can positive emotions solve social dilemmas? *SUNY Buffalo School of Management Research Committee.* \$4,200.

Mislin, A., Williams, L. (2007). Let there be trust: The effects of anticipated returns on willingness to trust. *SUNY Buffalo School of Management Research Committee.* \$6,000.

Long, C.P. and A. Mislin (2005). How Bad Comes Good: The Effects of Superior-Subordinate Conflicts on Managers' Control, Trust-Building, and Fairness-Building Activities. *Boeing Center for Technology, Information, and Management (BCTIM).* \$15,000.

Mislin, A. (2004). Experimental Research on Principal Agent Negotiations. *Center for Research in Economics and Strategy (CRES).* \$2,000.

AWARDS AND HONORS

<i>Kogod Faculty Award for Outstanding Research,</i> American University	2011
<i>Kogod Faculty Award for Outstanding Teaching,</i> American University	2011
<i>Best Student Paper,</i> Academy of Management Conflict Management Division	2006
<i>Danforth Scholar,</i> Washington University	2001-2006
<i>Invited Participant,</i> Doctoral Institute, Organizational Behavior Teaching Conference	2004

PROFESSIONAL SERVICE

REVIEWER

Academy of Management Conference, *Academy of Management Journal*, *Group Decision and Negotiation*, International Association of Conflict Management Conference, *Journal of Applied Social Psychology*, *Journal of Economic Behavior & Organization*, *Journal of Experimental Social Psychology*, *Journal of Socio-Economics*, *Organizational Behavior and Human Decision Processes*, *Organization Science*.

DISSERTATION COMMITTEES

Brooke Shaughnessy, *The negotiation of i-deals in organizations: A process model incorporating individual and relational motivations, political skill, and employee outcomes.* 2011-present

Lisa Williams, *A Model of Interpersonal Trust from an Individual Differences Perspective: The Effects of Cognition, Affect, and Behavior.* 2007-2010

PROFESSIONAL AFFILIATIONS

Academy of Management

International Association for Conflict Management

Society for Judgment and Decision Making

OTHER ACADEMIC & PROFESSIONAL EXPERIENCE

Teaching & Research Assistant, Washington University, St. Louis, MO 2001-2006

Freelance Consultant, Tucker Consultants LLC, St. Louis, MO 2005

Jr. Analyst - Client Principal, Weber & Associates Consulting, Columbus, OH 1997-2000
Managed project development, financial status, and client relationships