

EDWARD G. WERTHEIM

Associate Professor
Management and Organizational Development
D'Amore-McKim School of Business
Northeastern University
Boston, MA. 02115
(last updated: March 2014)

(617) 969-4782 (Home)
(617) 373-4725 (Work).... FAX 617 373 2491 E-Mail e.wertheim@neu.edu

- EDUCATION** Ph.D Ferkauf Graduate School of Social Sciences, Yeshiva University, 1973
B. S. Tufts University, 1966
- Other Educational Activities** Harvard Program on Negotiation, Class on Mediation, Spring 1999
Mediation Works, Inc., 36 hour certificate program on mediation
Mediation Works, Inc., 36 hour program on Summary Process
- EMPLOYMENT HISTORY** 2012- Group Coordinator (Chair), Management and Organizational Development Group
1977- Northeastern University, Associate Professor
1970-1976 Boston U., Assistant Professor, School of Management
- Adjunct Associate Professor, Tufts University School of Medicine, 1996-2010
Adjunct Associate Professor, Heller School of Brandeis University, 1997-1999
- International Experience**
2011: Vietnam (taught both organizational behavior and negotiation in Hanoi, HCM City)
2007: Vietnam (taught both organizational behavior and negotiation in Hanoi, HCM City)
2003: France, (Reims)-taught International Human Resources Management at Sup. de Co. Business School, Reims, France
2001: Singapore, Kuala Lumpur, Bangkok, Northeastern University in Southeast Asia
1998: Budapest and Prague, Northeastern University in Eastern Europe
1990: Egypt, (Alexandria)- Took part in a Northeastern University faculty exchange program at Alexandria University
1987: France, (Reims)-taught International Human Resources Management at Sup. de Co. Business School, Reims, France
1973-74 Brussels, Belgium, research and teaching
- COURSES TAUGHT** Organizational Behavior (Undergraduate, MBA, Executive MBA, High-Tech MBA, Negotiation, Human Resources Management, Personnel, Labor Relations, Performance Appraisal, Selection....(Awarded "Top Ten Teachers of CBA" 1994, 1995, 1996)
- RECENT AWARDS** 2008: Teaching Excellence Award (Tufts University/ Northeastern MD/MBA Program)
1999: Named one of three Northeastern faculty for "Excellence in Teaching" award
- NON-PROFIT ACTIVITY** 2012- Overseer, Boston Conservatory
2015- Corporator, All Newton Music School
2001- 2011 Treasurer and Board Member, Baritone, Metropolitan Chorale
2002- Present: Board of Overseers, Boston Baroque
1994-2000, Treasurer, All Newton Music School, (currently Corporator)
1993- Present, Mediator, Quincy and Dorchester District Court
1995-2005, Audit Committee, United Way Massachusetts Bay
1990- Present, Math Tutor, Boston Public Schools, Boston Partners in Education

**RECENT
JOURNAL
ARTICLES
AND
PUBLICATIONS**

2013 (Submitted), Bargaining with the Devil: Teaching students about Negotiation with Difficult Bargainers, *The Business Education Innovation Journal*

2012, Kahneman's Contribution to our Language, *New England Association for Conflict Resolution*,

2011, Making Oral Presentations, (Chapter in *Oral Skills*, Reka Clausen, USC (editor).

2011, Tragedy of the Commons: An Exercise using Clickers, March 2011, [Proceedings of the American Society for Business Simulations](#),

2011, "Can Conflict Resolution Models Save Business Schools, [Newsletter of the New England Association for Conflict Resolution](#), May 2011

2010, "Predictably Irrational by Dan Aieley, a book review, [Newsletter of the New England Association for Conflict Resolution](#)."

2010, "Going for a Ride," Case and Teaching Notes accepted for publication in [Negotiations, Prentice Hall.. \(textbook\)](#)

2009, "Wright Airplane Case," Proceedings of the organizational Behavior Teaching Conference, Charleston, SC.

2009, "Mediation and the Manager: Teaching Mediation to MBA Students," Report of the Association for Conflict Resolution, September, 2009.

2009, "Teaching Negotiation in One Day," Proceedings of the Organizational Behavior Teaching Conference, Charleston, SC.

2008, "Historical Background of Organizational Behavior" Chapter in *Understanding Organizational Culture in the Construction Industry*, Vaughan Coffee, editor, Taylor and Francis, Publisher, Brisbane, Australia.

2007, "Conflict Resolution", in [Powerful Wisdom for Powerful Writing](#), Richard Kelsey Editor, Authorhouse Publishing.

2007 "Resolving Conflict through Negotiation," Chapter in Department of Defense Institute for Security Cooperation, Fort Benning, Georgia.

2007 "Negotiations: An Overview," Chapter in textbook, The US Army Command and General Staff College, Ft. Leavenworth, KS.

2007 "Negotiations: A Toolkit," Technical Note, Northeastern University College of Business Administration

2005 (Original Chapter) "Negotiation", in **Conflict Resolutions Techniques** (V. Subbulakshmi, editor) (ICFAI University Press, 2005)

2005 "Bounded Rationality in Mediation," *New England Association for Conflict Resolution* (Technical Report)

"Surviving the Group Project," Chapter in Kieso and Weygandt, **Intermediate Accounting**, Wiley 2003.

Manuscripts available on the WEB

"Technical Notes for Negotiation," unpublished manuscript, 2001

"Guide to Mediation," 2001

"Negotiations and Resolving Conflicts: An Overview"

published in **Communicating Effectively** 6/e by Sandra Hybels and Richard L. Weaver II, McGraw-Hill 2001.

"Working in Teams" a chapter in **Intermediate Accounting**, Donald Kieso, Jerry Weygandt,

RECENT PRESENTATIONS

Integrating Peer Coaching into a Negotiation Class, Organizational Behavior Teaching Society, 2014

Using Film to teach Negotiations, National Business and Economic Research, Hawaii, March 2014

Tragedy of the Common Student What Should We Teach about Lying, National Business and Economic Research, March 8, 2013

“Case: Hardball Negotiation”, NACRA, Boston, October 25, 2012

“Underlying Emotions in Negotiations,” Radcliffe Institute for Advanced Study, Harvard University, June 2012

“Tragedy of the Commons: A Business Simulation,” Association of Business Simulations and Experiential Learning, Pensacola, FL., March 25, 2011

“Teaching ways of Dealing with Unethical Negotiators,” Organizational Behavior Teaching Conference, Albuquerque, NM, June 2010

“Using Clickers in the Classroom,” Educational Technology Conference, Boston, May 2010.

“Managing the Professional Services Firm,” National Association of Black Accountants National Meeting, Houston, TX, June 2010.

“Negotiation Skills for Community Organization Administrators,” HUD, Dallas TX, May 2009.

“Should we be teaching Mediation to Managers,” Harvard Program on Negotiation, May 2009

“Integrating Mediation into your Negotiation Course,” Northwestern University Conference on Teaching Negotiation, Chicago, IL, November 1, 2008

“Manager as Mediator,” National Association of Black Accountants,” Atlanta, GA. June 2008

“HR Guiding the Way,” IPMA-HR Eastern Region Conference, Hyannis, MA., May 14, 2008

“Teaching Dispute Resolution at the Executive Level,” Northeastern University Russian Exchange Program, May 2, 2008.

“Online instructional technology in Classroom Instruction,” Northeastern University, Educational Technology Forum, September 27, 2007.

“Creating Personal and Longer-Lasting Learning Outcomes: Innovations in Organizational Behavior Design,” (with B. Bannister, C. Fontaine, P. Croke) Organizational Behavior Teaching Conference, Boston, MA., June 2008.

“Negotiating for Success,” National Association of Black Accountants, Philadelphia, PA., June 20, 2007.

“Bounded Rationality in Mediation” New England Association for Conflict Resolution, 2005.

“Mediation and the Accounting Profession,” National Association of Black Accountants, Detroit Michigan, 2005

“A Distress Signal at Beacon Industries,” The North American Case Research Association National Meeting, San Francisco, CA, November, 2003.

“Hardball in Software,” Parts (A) and (B), The North American Case Research Association National Meeting, New Orleans, November, 2001

Negotiation and Conflict Resolution, Health Care Symposium, Harvard-Pilgrim Health Plan, Boston, MA. May 1996

**SOME RECENT
COLLEGE AND
UNIVERSITY
COMMITTEES**

2009/2010, CBA Committee on Innovation
2009 and 2010, Teaching Excellence Award Committee
2009/2010, Faculty Policy Committee, CBA
1998 to Present: Faculty Representative on the University's Benefits Committee
2008-9 Member Faculty Policy Committee
2007-8 Member of the Financial Affairs Committee, NU Faculty Senate
2007-8 Member of the Evaluation Committee for the Dean of the Law School
2005-6 Chair of the Faculty Senate's Faculty Development Committee
2003- Present, Member of University's Educational Technology Advisory Committee
2004- Present, Member of the Graduate Curriculum Committee
2004-5 Chair of Faculty Senate's Faculty Development Committee
Member, Financial Affairs Committee of the Faculty Senate, (1987-present; Chair, 1992/3)
Member, Faculty Senate, 1987-9, 1992-, Agenda Committee (1989)
Teaching Excellence Committee, 1992/3
Member of the Dean Evaluation Committee, 1992,
Faculty Advisor, MBA Alumni Association
Chair, Teaching Excellence Committee, 1990-1991
Committees: Faculty Policy Committee, Teaching Excellence Committee, Tenure and Promotion
Committee

**SOME
OTHER
ACTIVITIES**

1998 to Present: Mediator, Quincy and Dorchester Court System, 1998 to Present
2003 to Present: Tutor for Math Students who have failed MCAS, Boston Public Schools
1995 to Present: Corporator, All Newton Music School
1992 to 1998: Treasurer Board Member, All Newton Music School, 1992-1998
2001 to Present: Board of Overseers, Boston Baroque
1999 to Present: Treasurer and Board Member, Brookline Chorus
2002 to Present: Member, Back Bay Chorale
2005 to Present: Member Newton Squash and Tennis Club
1988 to Present: Member, Community Rowing Club, 1988- (Board Member 1992-4)
Treasurer, Newton Pride Committee, 1992-95
Board, Newton Cultural Affairs Commission, 1992-present
Newton Girls Soccer League, Coach 1985-1990
Board, Northeastern University Hillel (1985-1990)
Tutor, Boston Latin School, 1996-