###### Jennifer R. Dunn

##### Department of Management

##### Michigan State University

N475 North Business Complex

East Lansing, MI 48823

(517) 353-7229

dunn@broad.msu.edu

**ACADEMIC POSITIONS**

Michigan State University, Department of Management

Assistant Professor, Fixed-Term, 2012-present

Assistant Professor, Tenure System, 2007-2012

**EDUCATION**

University of Pennsylvania

Ph.D. in Operations and Information Management (Decision Processes Program), 2007

University of Michigan

M.S., Industrial and Operations Engineering, 1999

B.S., *summa cum laude*, Industrial and Operations Engineering, 1998

## TEACHING EXPERIENCE

Michigan State University

Negotiations (UG, MS ACCT, FTMBA, EMBA, MSMSL), 2007-2019

Social Issues in Management (FTMBA), 2013-2017, 2019

University of Pennsylvania

Negotiations, undergraduate level, 2004-2006

Negotiations and OB teaching assistant, 2002-2005

### University of Michigan

Introduction to Industrial Engineering (graduate instructor), 1998-1999

### **TEACHING AWARDS**

### Outstanding Professor Award, Full Time MBA Program, Michigan State University, 2019

### Outstanding Professor Award, Full Time MBA Program, Michigan State University, 2017

### Outstanding Professor Award, Full Time MBA Program, Michigan State University, 2016

### Outstanding Professor Award, Full-Time MBA Program, Michigan State University, 2014

### Outstanding Professor Award, Full-Time MBA Program, Michigan State University, 2013

### Outstanding Professor Award, Full-Time MBA Program, Michigan State University, 2012

Graduate Student Instructor of the Year, Industrial and Operations Engineering, 1999

# PROFESSIONAL EXPERIENCE

Bain & Company. Associate Consultant. Chicago, IL. 1999 – 2001.

Tauber Manufacturing Institute Summer Consulting Projects University of Michigan, 1998-1999.

**EXECUTIVE EDUCATION**

Strategic Negotiations Online 8-week Course, 2014-2019

Conflict Management, Healthcare Leadership Academy, 2015-2019

Power, Influence and Negotiation 2-day Program, 2016-2019

Effective Negotiation, Supply Chain Logistics Management Program, 2017-2019

Negotiation, West Michigan Supply Chain Program, 2017-2019

Deal Value vs. Real Value, Purchasing and Supply Chain Executive Program, 2017-2019

Negotiating for Execution, Parker Hannifin Leadership Program, 2018-2019

Negotiation, Railway Management Institute, 2019

Strategic Negotiation, FCA, 2019

**PRESENTATIONS AND WORKSHOPS**

“Ethics in the MBA”, FTMBA Orientation, 2018

“Negotiating Effectively”, Broad Employee Summit, 2018

“Effective Negotiation”, Spectrum Health, 2017

“Career Negotiations”, Female Athletes in Business, 2017

“Negotiation Workshop”, Broad Advancement Group

“Negotiating Effectively”, Women@Bosch, 2016

“Women and Negotiation”, Broad WMBA Group, 2015, 2017, 2018

“Effectively Communicating for Career Advancement”, Infrastructure Planning and Facilities Group, 2015

“Career Negotiations”, Women in Engineering, 2015

“Upward Negotiations”, Women’s Advisory Committee for Support Staff, 2015

“Negotiating MBA Job Offers”, Full-time MBA students, 2011-2015

“Negotiating Job Offers”, Graduate School Financial Wellness Program, 2014-2015

“Negotiation Strategies for Women”, Women’s Networking Association, 2014

“Practical Ethics and Everyday Decision-Making”, Hospitality Management Group, 2014

“Ethical Decision-Making”, Business & Bagels, 2013

**RESEARCH**

***Refereed articles***

Peng, C., Dunn, J. R., and Conlon, D. (2015)*.* When vigilance prevails: Regulatory focus in negotiations with external goals. *Organizational Behavior and Human Decision Processes.*

Dunn, J., Ruedy, N., & Schweitzer, M. E. (2012). It hurts both ways: How social comparisons harm affective and cognitive trust. *Organizational Behavior and Human Decision Processes, 117,* 2-14*.*

Dunn, J. R. & Schweitzer, M. E. (2005). Feeling and believing: The influence of emotion on trust. *Journal of Personality and Social Psychology, 88, 736-748.*

***Book chapters***

Dunn, J. R. & Schweitzer, M. E. (2006). Green and mean: Unfavorable comparisons, envy, and social undermining in organizations. In A. Tenbrunsel, B. Mannix, & M. Neale (Eds.), *Research on Managing Groups and Teams: Ethics and Groups*. Elsevier.

### Dunn, J. R. & Schweitzer, M. E. (2005). Why good employees make unethical decisions: The role of reward systems, organizational culture, and managerial oversight. In R. Kidwell and C. Martin (Eds), Managing Employee Deviance, pp. 39-60. Thousand Oaks: Sage.

***Conference proceedings***

Dunn, J. R. (2008). A multidimensional view of personal reputations. In G. T. Solomon (Ed.), *Proceedings of the Sixty-eighth Annual Meeting of the Academy of Management (CD)*, ISSN 1543-8643.

Dunn, J. R. & Schweitzer, M. E. (2004). Too good to be trusted? Relative performance, envy, and trust. In R. Weaver (Ed.), *Proceedings of the Sixty-fourth Annual Meeting of the Academy of Management (CD)*, ISSN 1543-8643.

Dunn, J. R. & Schweitzer, M. E. (2003). Feeling and believing: The influence of emotion on trust. In D.H. Nagao (Ed.), *Proceedings of the Sixty-third Annual Meeting of the Academy of Management (CD)*, ISSN 1543-8643.

#### **Conference presentations**

Dunn, J. R. (2009). Effects of reputation favorableness, breadth and consensus on trust. Annual Meeting of the Academy of Management, Chicago, IL.

Dunn, J. R. (2008). A multidimensional view of personal reputations. Annual Meeting of the Academy of Management, Anaheim, CA.

Dunn, J. R. & Sinclair, J. (2008). For better or worse? Examining the effectiveness of envy mitigation strategies. International Association for Conflict Management Conference, Chicago, IL.

Dunn, J. R. & Sinclair, J. (2008). Snuffing or fanning the flames of envy? Annual Meeting of the Society for Industrial and Organizational Psychology, San Francisco, CA.

Dunn, J. R. (2007). Reputation and trust: A multidimensional perspective. Fourth Workshop on Trust Within and Between Organizations. Vu University, Amsterdam, the Netherlands.

Dunn, J. R. (2007). Glorious or Notorious? Personal reputations in the workplace. Annual Meeting of the Academy of Management, Philadelphia, PA.

Dunn, J. R. (2006). Rising to fame or infamy? Domain as a moderator in reputation formation processes. International Association for Conflict Management Conference, Montreal, QB.

Dunn, J. R. & Schweitzer, M. E. (2005). Invidious comparisons and insidious behaviors: Envy and social undermining at work. Annual Meeting of the Academy of Management, Honolulu, HI.

Dunn, J. R. & Schweitzer, M. E. (2004). Too good to be trusted? Relative performance, envy and trust. Annual Meeting of the Academy of Management, New Orleans, LA.

Dunn, J. R. (2004). The affective grapevine: Emotion-laden communication and reputation formation. International Association for Conflict Management Conference, Pittsburgh, PA.

Dunn, J. R. & Schweitzer, M. E. (2004). Lose today, harm tomorrow: Envy and untrustworthiness in cooperative contexts. Behavioral Decision Research in Management Conference, Raleigh-Durham, NC.

Dunn, J. R. & Schweitzer, M. E. (2003). Green, mean and mistrusting: Envy’s effect on trust and trustworthiness. Society for Judgment and Decision Making Conference, Vancouver, BC.

Dunn, J. R. & Schweitzer, M. E. (2003). Feeling and believing: The influence of emotion on trust. Annual Meeting of the Academy of Management, Seattle, WA.

Dunn, J. R. & Schweitzer, M. E. (2002). Incidental emotion and trust. Society for Judgment and Decision Making Conference, Kansas City, MO.

Dunn, J. R. & Schweitzer, M. E. (2002). The role of emotion in the trust decision process. Behavioral Decision Research in Management Conference, Chicago, IL.

**AFFILIATIONS**

Academy of Management

International Association of Conflict Management

American Psychological Association

Society for Judgment and Decision-making.

**PROFESSIONAL SERVICE**

Member, Management Curriculum Committee, 2018

Member, Masters Program Committee, 2014-2018

Advisor, MSU MBA Net Impact Group, 2014-2018

Advisor, MSU MBA Human Resource Association, 2011-2014

Member, University Committee on Faculty Affairs, 2014

Member, Strategic Integrative Teaching and Learning Committee, 2013

Member, Faculty Senate and University Council. 2011-2014

Editorial Board Member, *Organizational Behavior and Human Decision Processes*

Ad-Hoc Reviewer, *Academy of Management Review, Administrative Science Quarterly, Communications Research, European Journal of Social Psychology, Evolution and Human Behavior, Journal of Behavioral Decision Making, Journal of Trust Research, Management Science, Negotiation and Conflict Management Research, Production and Operations Management, and Social Science Quarterly*

Member, Best Student Paper Committee, 2009 Academy of Management Conference (HR)

Doctoral student representative, Operations and Information Management Department 5-Year

Review Committee, University of Pennsylvania, 2005

**RESEARCH AWARDS and HONORS**

Best Paper Proceedings, Academy of Management 2003, 2004, 2008

CIBER Grant for International Travel, MSU-CIBER, 2007

Russell Ackoff Research Award, The Wharton School, 2005

Outstanding Reviewer, Organizational Behavior Division, Academy of Management, 2005

Best Empirical Paper, Conflict Management Division, Academy of Management, 2003

Outstanding Scholar Award, Operations and Information Management Department, 2003