

Brian C. Gunia

Johns Hopkins University

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Faculty Website: http://carey.jhu.edu/faculty_research/Faculty_Bios/brian_gunia.html

Negotiations Blog (*Life's Negotiable*): <http://briangunia.com/my-blog-lifes-negotiable/>

Academic Positions

Associate Professor, Johns Hopkins Carey Business School: August 2016-Present

Assistant Professor, Johns Hopkins Carey Business School: 2011-August 2016

Associate Faculty Member, Armstrong Institute, Johns Hopkins School of Medicine: 2013-Present

Fellow, Johns Hopkins Institute for Applied Economics, Global Health, and the Study of Business Enterprise: 2014-Present

Education

Ph.D., Management & Organizations, Kellogg School of Management, Northwestern University, 2011.

M.S., Management & Organizations, Kellogg School of Management, Northwestern University, 2008.

B.A. (Summa cum Laude), Economics & Finance, Washington University in St. Louis, 2003.

Articles

(Co-first authorship) Bhatia, N. & Gunia, B. C. (in press). "I was going to offer \$10,000 but...": The effects of phantom anchors in negotiation. Organizational Behavior and Human Decision Processes.

Gunia, B. C. (in press). Ethics in negotiation: Causes and consequences. Academy of Management Perspectives.

Gunia, B. C. (in press). Deceptive negotiating: The role of the environmental cue. Academy of Management Perspectives.

Sun, X., & Gunia, B. C. (in press). Economic resources and corporate social responsibility. Journal of Corporate Finance.

Gunia, B. C. (2018). The sleep trap: Do sleep problems prompt entrepreneurial motives but undermine entrepreneurial means? Academy of Management Perspectives, 32(2).

Brett, J. M., Gunia, B. C., & Teucher, B. M. (2017). Culture and negotiation strategy: A framework for future research. Academy of Management Perspectives, 31(4), 288-308.

Gunia, B. C. (2017). Batten down the anchors: Responding to another negotiator's first offer. Business Horizons, 60(4), 431-434.

Adler, A. B., Gunia, B. C., Bliese, P. D., Kim, P. Y., & LoPresti, M. L. (2017). Using actigraphy feedback to improve sleep in soldiers: An exploratory trial. Sleep Health: Journal of the National Sleep Foundation, 3(2), 126-131.

- Gunia, B. C. (2017). To move or to wait? Everything you need to know about making the first offer. Business Horizons, 60(1), 15-18.
- Gunia, B. C. & Kim, S. Y. (2016). The behavioral benefits of other people's deviance. Group Processes & Intergroup Relations, 19(5), 653-675.
- Gunia, B. C., Brett, J. M., & Gelfand, M. J. (2016). The science of culture and negotiation. Current Opinion in Psychology, 8, 78-83.
- Rousseau, D. M. & Gunia, B. C. (2016). Evidence-based practice. Annual Review of Psychology, 67, 667-692.
- Pascual-Ezama, D., Fosgaard, T. R., Cardenas, J. C., Kujal, P., Vesztag, R., Gil-Gomez de Liano, B., Gunia, B. C., et al. (2015). Context-dependent cheating: Experimental evidence from 16 countries. Journal of Economic Behavior & Organization, 116, 379-386. (Top-10 download on Social Science Research Network).
- Gunia, B. C., Sipos, M. L., LoPresti, M., & Adler, A. B. (2015). Sleep leadership in high-risk occupations: An investigation of soldiers on peacekeeping and combat missions. Military Psychology, 27(4), 197-211.
- Barnes, C., Gunia, B. C., Wagner, D. T. (2015). Sleep and moral awareness. Journal of Sleep Research, 24, 181-188.
- Gunia, B. C. & Murnighan, J. K. (2015). The tell-tale look: Viewing time, preferences, and prices. [PLOS ONE](#).
- Gunia, B. C., Barnes, C. M., & Sah, S. (2014). The morality of larks and owls: Unethical behavior depends on chronotype in addition to time-of-day. Psychological Science, 25(12), 2272-2274. (Top-10 download on Social Science Research Network).
- Barnes, C. M., Gunia, B. C., Sah, S. (6/23/2014). Morning people are less ethical at night. Harvard Business Review.
- Gunia, B. C., Brett, J. M., & Nandkeolyar, A. (2014). Trust me, I'm a negotiator: Using cultural universals to negotiate effectively, globally. Organizational Dynamics, 43, 27-36.
- Gelfand, M. J., Brett, J. M., Gunia, B. C., Imai, L., Huang, T. J., & Hsu, B. F. (2013). Toward a culture-by-context perspective on negotiation: Negotiating teams in the U.S. and Taiwan. Journal of Applied Psychology, 98(3), 504-513.
- Gunia, B. C., Swaab, R. I., Sivanathan, N. & Galinsky, A. D. (2013). The remarkable robustness of the first-offer effect: Across culture, power, and issues. Personality and Social Psychology Bulletin, 39(12), 1547-1558 (lead article).
- Simon, M., Gunia, B. C., Martin, E. J., Foucar, C. E., Kundu, T., & Emanuel, L. L. (2013). Path toward economic resilience for family caregivers: Mitigating household deprivation and the health care talent shortage at the same time. The Gerontologist, 53(5), 861-873.
- Gunia, B. C., Wang, L., Huang, L., Wang, J., & Murnighan, J.K. (2012). Contemplation and conversation: Subtle influences on moral decision making. Academy of Management Journal, 55(1), 13-33 (lead article).
- Gunia, B. C., Brett, J. M., & Nandkeolyar, A. (2012). In global negotiations, it's all about trust. Harvard Business Review. December Issue.

- Gunia, B. C., Brett, J. M., Nandkeolyar, A., & Kamdar, D. (2011). Paying a price: Culture, trust, and negotiation consequences. Journal of Applied Psychology, 96(4), 774-789. (Winner of 2013 Best Published Paper Award, International Association of Conflict Management).
- Thompson, L. L., Wang, J., & Gunia, B. C. (2010). Negotiation. Annual Review of Psychology, 61, 491-515. (Reprinted in Group Processes, J. M. Levine, Ed.).
- Corgnet, B. & Gunia, B. C. (2010). Did I do that? Group positioning and asymmetry in attributional bias. Negotiation and Conflict Management Research, 3(4), 358-378.
- Cohen, T., Gunia, B. C., Kim, S. Y., & Murnighan, J. K. (2009). Do groups lie more than individuals? Honesty and deception as a function of strategic self-interest. Journal of Experimental Social Psychology, 45(6), 1321-1324.
- Gunia, B. C., Sivanathan, N., & Galinsky, A.D. (2009). Vicarious entrapment: Your sunk costs, my escalation of commitment. Journal of Experimental Social Psychology, 45(6), 1238-1244.

Books

- Gunia, B. C. (in press). The Bartering Mindset: A Mostly-forgotten Framework for Mastering your Next Negotiation. University of Toronto Press.

Book Chapters

- Gunia, B. C., Kim, S., & Sutcliffe, K. M. (2018). Trust and safety. Routledge Companion to Trust. Abingdon, UK: Routledge.
- Rousseau, D. M., & Gunia, B. C. (2016). The psychology of evidence-based management and new applications. In A. Kovner & T. D'Aunno (Eds.). Evidence-Based Management in Healthcare, 2nd Ed. Chicago: Health Administration Press.
- Teucher, B. M., Brett, J. M., & Gunia, B. C. (2013). Negotiation. In J. Oetzel & S. Ting-Toomey (Eds.). The SAGE Handbook of Conflict Communication: Integrating Theory, Research & Practice, 2nd Ed. Thousand Oaks, CA: Sage.
- Thompson, L. L., Wang, J., & Gunia, B. C. (2013). Negotiation. In J. M. Levine (Ed.), Group Processes (pp. 55-84). New York: Psychology Press. (Reprinted from Annual Review of Psychology.)
- Teucher, B. M., Brett, J. M., & Gunia, B. C. (2009). Culture and negotiation: Three models. In K. Sycara, M. J. Gelfand, & A. Allison (Eds.). Modeling Intercultural Negotiation. Lecture Notes in Computer Science. Springer.

Conference Proceedings

- Gunia, B. C., Corgnet, B., Hernan-Gonzalez, R. (2014). Surf's up: Reducing internet abuse without demotivating employees. Academy of Management Best Paper Proceedings.
- Gunia, B. C., Brett, J. M., & Teucher, B. M. (2014). Culture and negotiation: Resolving three enigmas. Academy of Management Best Paper Proceedings.
- Gunia, B. C., & Kim, S. Y. (2013). The behavioral benefits of other people's failures. Academy of Management Best Paper Proceedings.
- Gunia, B. C. (2011). The blame-taker's dilemma. Academy of Management Best Paper Proceedings.

Popular Press Articles

- Gunia, B. C. (2016). Does Trump know business? Op-ed in The Baltimore Sun.
- Gunia, B. C. (2013). Congress flunks negotiation 101. Op-ed in The Baltimore Sun.
- Gunia, B. C. (2012). On the fiscal cliff, neither side should compromise. Op-ed in The Baltimore Sun.
- Gunia, B. C. (2011). The cult of compromise. Washington Business Journal and Baltimore Business Journal.
- Gunia, B. C., Wang, L., Huang, L., Wang, J., & Murnighan, J. K. (2011). How to make people choose right over wrong. Forbes (online).
- Galinsky, A. D., Gunia, B. C., & Sivanathan, N. (2009). The insider succession trap. Forbes (online).
- Gunia, B.C. (2007). When what you know is not enough: Expertise and gender dynamics in task groups. Kellogg Insight.

Other Publications

- Securing our Society (2014). Government-focused negotiation case published by the Northwestern University Dispute Resolution Research Center.
- Hexagon Hotel. (2014). Government-focused negotiation case published by the Northwestern University Dispute Resolution Research Center.
- Benham, A., Benham, L., Gunia, B. C., Jaramillo, M., Shirley, M., & Zylbersztajn, D. (2004). Questionnaire on costs of exchange: Registering a new business officially. Ronald Coase Institute Working Paper Series.
- Gunia, B.C. (2003). Examining the short-term impact of capital gains taxation on the U.S. Economy. The Annals of the American Academy of Political and Social Science.
- Gunia, B.C. (2003). Change that works. Deloitte Consulting publication.
- Gunia, B.C. (2003). Talent management point-of-view for the manufacturing industry. Deloitte Consulting publication.

Working Papers and Under Review

- Gunia, B. C. & Levine, E. E. Deception as competence: The effect of occupational stereotypes on the perception and proliferation of deception.
- Gunia, B. C., Adler, A. B., Bliese, P. D. & Sutcliffe, K. M. How are you sleeping? Sleep leadership, sleep health, and emotion regulation.
- Gunia, B. C., Carriere, K., & Pei, Y. “You don’t want to do that”: Economic self-sacrifice in service of self-interest.
- Gunia, B. C., Gish, J. J., & Mensmann, M. The weary founder: Sleep problems and entrepreneurial motives.
- Gunia, B. C. The bartering mindset.
- Gunia, B. C., & Shim, S. Falling on the sword: Blame-taking as proactivity.

Gunia, B. C., & Helzer, E. The rights-based, interest-based disputant: Empathy gaps in disputing strategy.

Gunia, B. C., Bhatia, N., & Pinkley, R. Accounting for your anchor: Toward an overarching theory of offering and explaining in negotiation.

Gunia, B. C. Morality and reactance.

Gunia, B. C., & Suslow, V. Y. Socially undesirable negotiations.

Tsai, M.-H., & Gunia, B. C. Sleep and negotiation.

Academic Honors and Awards

Outstanding Reviewer Award, Academy of Management Perspectives, 2018.

Dean's Award for Faculty Excellence. 2015-2018.

Outstanding Reviewer Award, Academy of Management Perspectives, 2017.

Fellow, Johns Hopkins Institute for Applied Economics, Global Health, and the Study of Business Enterprise. 2014.

Best paper proceedings. Academy of Management Conference, Philadelphia. 2014.

Best paper proceedings. Academy of Management Conference, Orlando. 2013.

Best Published Paper, International Association of Conflict Management Conference, Tacoma. 2013. Paying a price: Culture, trust, and negotiation consequences (Gunia, Brett, Nandkeolyar, & Kamdar, 2011).

Winner, Kenneth E. Clark Student Research Award, Center for Creative Leadership and International Leadership Association. 2011.

Best Student Paper, Conflict Management Division, Academy of Management Conference, San Antonio. 2011. The blame-taker's dilemma.

Finalist, William H. Newman Award. Academy of Management Conference, San Antonio. 2011.

Best paper proceedings. Academy of Management Conference, San Antonio. 2011.

Best Student Paper, International Association of Conflict Management Conference, Istanbul. 2011. The blame-taker's dilemma.

Summa cum Laude, Washington University in St. Louis. 2003.

Phi Beta Kappa. 2003.

Keynote Addresses

Leuphana University. Lüneburg, Germany. Leuphana Psychology Conference: Negotiation Research Congress. July 2017.

Invited Presentations

University of Virginia. Batten School of Leadership and Public Policy. Charlottesville, VA. March 2019.

Warwick Business School. Coventry, UK. March 2019

IESEG School of Management. Lille, France. March 2019.

Melbourne Business School. December 2018.

DC Management Research Consortium. Washington. November 2018.

Army War College. Carlisle, PA. October 2018.

Northwestern University. Kellogg School of Management. Evanston, IL. April 2018.

Singapore Management University. February 2018.

London Business School. February 2018.

Johns Hopkins University. Institute for Applied Economics, Global Health, and the Study of Business Enterprise. Baltimore. November 2017.

Georgetown University. Department of Psychology. Washington. October 2017.

Rice University. Jones Graduate School of Business. Houston. November 2016.

Washington University. Olin School of Business. St. Louis. November 2016.

University of Maryland. Smith School of Business. College Park, MD. December 2015.

Universidade Católica Portuguesa. Católica Lisbon School of Business & Economics. Lisbon, Portugal. April 2015.

Chapman University. Economic Science Institute. Orange, CA. November 2014.

Next Generation of Government Training Summit, Arlington, VA. July 2014.

Training Officers Consortium. Professional Development Program. Washington. May 2014.

Training Officers Consortium. Annual Institute. Norfolk. April 2014.

University of Pennsylvania. The Wharton School. Philadelphia. January 2013.

New York University. Stern School of Business. New York. December 2012.

Walter Reed Army Institute of Research. Silver Spring, MD. October 2012.

Society for Clinical and Translational Science. Washington. April 2012.

Chapman University. Economic Science Institute. Orange, CA. February 2012.

Georgetown University McDonough Business School. Washington. January 2012.

Johns Hopkins University Medical School. Armstrong Institute for Patient Safety and Quality. Baltimore. December 2011.

Johns Hopkins University. Institute for Applied Economics, Global Health, and the Study of Business Enterprise. Baltimore. December 2011.

University of Maryland. Psychology Department. College Park, MD. October 2011.

Invited Discussant and/or Chair

Academy of Management Conference. Chicago. August 2018.

Academy of Management Conference. Vancouver. August 2015.

Academy of Management Conference. Orlando. August 2013.

Conference Symposium Organizer

2017

Academy of Management Conference, Atlanta.

Conference Paper and Symposia Presentations

2019

Society for Industrial and Organizational Psychology Conference, Washington.
International Convention of Psychological Science, Paris.

2018

Academy of Management Conference, Chicago.
International Association of Conflict Management Conference, Philadelphia.
Behavioral Decision Research in Management Conference, Boston.

2017

Academy of Management Conference, Atlanta.
International Association of Conflict Management Conference, Berlin.
China International Conference in Finance, Hangzhou, China.

2016

Financial Management Association International, Las Vegas.
Academy of Management Conference, Anaheim.
Conference on Proactive Behaviors, Hong Kong.
International Association of Conflict Management Conference, New York.

2015

Academy of Management Conference, Vancouver.
International Association of Conflict Management Conference, Clearwater Beach, FL.

2014

Technology Transfer Conference, Baltimore.
Academy of Management Conference, Philadelphia.
American Political Science Associational Conference, Washington.
International Association of Conflict Management Conference, Leiden.
Society for Industrial and Organizational Psychology Conference, Honolulu.
Co-chaired symposium at Society for Personality and Social Psychology Conference, Austin.

2013

Academy of Management Conference. Orlando.
International Association of Conflict Management Conference, Tacoma.
Society for Personality and Social Psychology Conference, New Orleans.

2012

Gerontological Society of America Conference, San Diego.
Academy of Management Conference, Boston.
International Association of Conflict Management Conference, Cape Town.

2011

International Leadership Association Conference, London.

Academy of Management Conference, San Antonio.
International Association of Conflict Management Conference, Istanbul.
Society for Personality and Social Psychology Conference, San Antonio.

2010

Academy of Management Conference, Montreal.
International Association of Conflict Management Conference, Boston.
Trans-Atlantic Doctoral Conference, London.

2009

Academy of Management Conference, Chicago.
International Association of Conflict Management Conference, Kyoto.
Trans-Atlantic Doctoral Conference, London.

2008

Society for Judgment and Decision Making Conference, Chicago.
Academy of Management Conference, Anaheim.
International Association of Conflict Management Conference, Chicago.
Fundacion Urrutia Elejalde Summer School on Social Norms, San Sebastian, Spain.
Trans-Atlantic Doctoral Conference, London.

Grants

Negotiation & Team Resources-Peterson Research Grant, 2018.

Johns Hopkins Carey Business School Supplementary Funds Award, 2018.

Black & Decker Research Fund, 2016-2018.

Speaker series grant by major nonprofit policy organization, 2011-2019.

Johns Hopkins Carey Business School, Behavioral Experiment Research Fund, 2017.

Dispute Resolution Research Center Grants, Kellogg School of Management, 2007-2015.

Klein Family Fund Grant for research on civility in healthcare, 2014.

Johns Hopkins PhD Innovation Initiative, 2013.

Teaching Interests

Negotiations, Organizational Behavior, Organizational Problem-Solving, Leadership, and Ethics.

Teaching Honors and Awards

MPH/MBA Faculty Recognition Award, 2016.

The Johns Hopkins University Alumni Association Excellence in Teaching Award, 2015.

Johns Hopkins EMBA Leadership and Management Teaching Award (first recipient), 2013.

Nominee, Lavengood Professor of the Year Award (Kellogg), 2011.

Kellogg Graduate Student Teaching Award, 2009 and 2010.

Teaching Experience

Johns Hopkins University, Carey Business School

Custom executive course, Strategic Team Leadership
Custom executive course, Strategic Negotiations
Custom executive course, Cross-cultural Negotiations
Executive MBA, Organizational Behavior
Executive MBA, Cross-Cultural Negotiations
MBA, Negotiation (Online)
MBA, Negotiation
MBA, Advanced Business Negotiations
MBA, Organizational Problem-Solving

Northwestern University, Kellogg School of Management
MBA, Negotiations

Service to Field

Program Chair, 2019 International Association of Conflict Management Conference, 2017-present.

Editorial Review Board, Academy of Management Perspectives, 2015-present.

Co-Organizer of Baltimore IO-OB Consortium, 2018-present.

Ad hoc reviewer for numerous management, organizational behavior, and psychology journals, 2011-present.

Service to University and School

Co-organizer of Johns Hopkins Institute Seminar in Political Economy and Economic History, 2011-present.

Founder of Johns Hopkins Business in Government (BIG) Initiative, 2012-present.

Course leader for all Johns Hopkins Carey Business School Negotiation (2011-present), Organizational Problem-Solving (2014-present), and Leadership in Organizations (2011-2012) courses.

Member of multiple Carey Business School committees, 2011-present.

Coordinator of Carey Business School Management Speaker Series (2013-2015) and Leadership & Negotiations Interest Group (2014-2015).

Board Memberships

International Association of Conflict Management, 2018-present.

Professional Affiliations

Academy of Management

International Association of Conflict Management

Industry Experience

Walter Reed Army Institute of Research. Research collaboration, 2013-present.

Multiple government, non-profit, and for-profit organizations. Negotiations, leadership, and teamwork consulting, 2011-2017.

United States Patent and Trademark Office. Research collaboration, 2014-2016.

Deloitte Consulting. Human Capital Consultant, 2003-2006.

The White House, Intergovernmental Affairs Intern, 2001.

Media Mentions

2018

BBC
National Affairs

2017

Forbes India

2016

BizEd Magazine
Business News Daily
The Financial Times
Johns Hopkins Health Review
The Hub, Johns Hopkins University
Manager Online (Italy)
Success Magazine

2015

Business Insider
Huffington Post
Johns Hopkins Health Review
The New Yorker
The Wall Street Journal

2014

Baltimore Business Journal
BBC News
Bloomberg Businessweek
Boston Globe
Business Insider Australia
Cardhub.com
Dispute Resolution Magazine
Fast Company
The Hub, Johns Hopkins University
Huffington Post
Incomm
National Public Radio
NDTV
Seattle Post-Intelligencer
Smithsonian Magazine
The Telegraph
The Washington Post
Yahoo! Finance
Zip Trials

2013

Baltimore Internet Radio
The Hindu
Men's Health News
The Montreal Gazette
National Defense Magazine
New York Times online
Smithsoniancom
The Times of London
The Wall Street Journal
The Washington Times
WBAL Radio

2012

Charlotte Observer
The Economist
Economist Intelligence Unit
The Globe and Mail
Harvard Business Review
I/O at work
Johns Hopkins Magazine
MIT Sloan Management Review
The Wall Street Journal

2011

The Baltimore Sun
National Public Radio
Psych Central
SmartBlog on Leadership
Yahoo! News

2009

BNET
Boston Globe
Chicago Tribune
The Globe and Mail
Human Resource Executive
Los Angeles Times
ScienceNOW Daily News
Training + Development Magazine