



Jingjing YAO

Ph.D., Business Administration, Organizational Behaviour

Assistant Professor, International Negotiation

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EDUCATION

2015 Ph.D., Business Administration, Organizational Behaviour, Peking University, China

RESEARCH INTERESTS

Cross-cultural Studies, Negotiation, Organizational Behavior

EMPLOYMENT EXPERIENCE

ACADEMIC:

2015 - Present Assistant Professor, IESEG School of Management, France

2013 - 2014 Visiting Scholar, Northwestern University, USA

COURSES TAUGHT

- Applied negotiation essentials, Grande ecole
- Cultural negotiation strategies : part 2, Grande ecole
- Negociation et culture, Grande ecole
- Negotiating in new markets countries, Msc in negotiation for organisations
- Negotiation for international managers, Msc in international business
- Negotiation research seminar, Grande ecole
- Practical negotiation skills, Grande ecole

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

Yao J., Ma L., Zhang L., (2018), From Lab Experiments to Real Negotiations: An Investigation of International Iron Ore Negotiations, *Negotiation Journal*, 34(1), pp. 69-87

Yao J., Ramirez Marin J., Brett J., Aslani S., Semnani-Azad Z., (2017), A Measurement Model for Dignity, Face, and Honor Cultural Norms, *Management and Organization Review*, 13(4), pp. 713-738

Yao J., Zhang Z.-X., Brett J., (2017), Understanding Trust Development in Negotiations: An Interdependent Approach, *Journal of Organizational Behavior*, 38(5), pp. 712-729

Yao J., Zhang Z.-X., Brett J., Murnighan J. K., (2017), Understanding the trust deficit in China: Mapping positive experience and trust in strangers, *Organizational Behavior and Human Decision Processes*, 143, pp. 85-97

Ramirez Marin J., Aslani S., Brett J., Yao J., Semnani-Azad Z., Zhang Z., Tinsley C., Weingart L., Adair W., (2016), Dignity, face, and honor cultures: A study of negotiation strategy and outcomes in three cultures, *Journal of Organizational Behavior*, 37, pp. 1178-1201

Forthcoming

Hu Q., Zhang Y., Yao J., (2017), Family Involvement in Middle-Level Management and Its Impact on Firm Productivity, *Management and Organization Review*

Papers in non-refereed journals

Published

Zhou Y., Hu Q., Yao J., Qin X., (2016), The determinants of family business owners' intrafamily succession intention: An interplay between business owners and institutional environment, *Chinese Management Studies*, 10(4), pp. 710-725

Communications in refereed conferences

International

Yao J., Zhang Z.-X., Ma L., Shang Z., (2018), *The Influence of Different Phrasings on Negotiators' Competitiveness* International Association for Chinese Management Research, Wuhan, China

Ramirez Marin J., Yao J., Brett J., Aslani S., Semnani-Azad Z., (2016), *What Strategy Negotiators Commonly Use? Predicting Negotiation Strategies with Cultural Norms* International Academy of Conflict Management Conference, New York, USA

Yao J., Ma L., Zhang L., (2016), *Bargaining in Worldwide Commodity Trade: What Determined Price in the Dynamic Iron Ore Negotiations?* International Academy of Management Conference, New York, USA

Yao J., Zhang Z.-X., Liu L. A., (2016), *Making the Impossible Possible: Cognitive Energy, Creative Behavior, and Negotiation Agreement* International Academy of Conflict Management Conference, New York, USA

Other conference and seminar presentations

International

Yao J., Brett J., Zhang Z.-X., (2017), *Multi-issue Offers: A Low-trust Path to Joint Gains in Negotiations* International Association for Conflict Management Conference, Berlin, Germany

Yao J., Zhang Z.-X., Brett J., Murnighan K., (2016), *Understanding the Trust Deficit in China: Mapping Positive Experience and Trust in Strangers* International Academy of Conflict Management Conference, New York, USA

Zhou Y., Hu Q., Yao J., (2016), *The determinants of family business owners' intrafamily succession intention: An interplay between business owners and institutional environment* International Academy of China Management Research Conference, Hangzhou, China

Aslani S., Ramirez Marin J., Yao J., Semnani-Azad Z., Brett J., Zhang Z.-X., Tinsley C., Weingart L., Adair W., (2013), *Honor, face and dignity cultures: A tri-cultural study of negotiations* International Association for Conflict Management, Tacoma, USA

Chapters in books

Forthcoming

Brett J., Yao J., Zhang Z.-X., (2018), Offer: behaviorally coding indirect and direct information exchange in negotiations, in: Elisabeth Brauner, Margarete Boos, & Michaela Kolbe(Eds.), *The Cambridge Handbook of Group Interaction Analysis*, 9781107533875, Cambridge University Press, Cambridge

