

VITA
Jeff Schatten
2021

Office

Washington and Lee University
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Education

Ph.D. Georgia State University, 2016, Managerial Sciences

- Concentration: Organizational Behavior
- Dissertation: Another Negotiator's Dilemma: Negotiating Against a Counterpart with a Bad Reputation

MBA. Georgia Institute of Technology, 2012.

B.A. University of Maryland, 2004, major: philosophy.

Academic Appointments

Assistant Professor of Business Administration, Washington and Lee University, 2016-present.

Visiting Professor, Sichuan University, Chengdu, China, Summer 2015.

Visiting Professor, Jiao Tong University, Xi'an, China, Summer 2013, Summer 2014.

Publications

["The Gender Paradox in Negotiations,"](#) *Journal of Business and Educational Leadership*. (2020), co-authors: Ed Miles, Elizabeth Chapman, Dina Leheta and Michael Knight.
Best paper award for Fall 2020 journal

["How Face Threat Sensitivity Affects Proactive Negotiation Behavior."](#) *Organization Management Journal*. (2020), co-authors: Edward Miles and Elizabeth Chapman.

"Leadership and the Lens of a Profession." [Considering Leadership Anew:](#) *Cambridge Scholars Publishing*, Gerardo Pederzini (Ed). (2019), co-authors: Edward Miles and A.J. Corner.

[“Human Resource Development and Human Resource Management Levers for Sustained Competitive Advantage: Combining Isomorphism and Differentiation.”](#) *Journal of Management and Organization*. (2018), co-authors: Elizabeth Chapman, Faye Sisk and Edward Miles.

[“The View Over One’s Shoulder: The Causes and Consequences of Leader’s Envy of Followers.”](#) *Leadership Quarterly*. (2017), co-authors: Dina Leheta and Nikos Dimotakis.

[“From the Research Lab to the Office: Making Negotiation Research More Accessible to Negotiators.”](#) *Negotiation Journal*. (2015), co-author: Edward Miles.

“Genetic Factors in Organizational Psychology.” [International Encyclopedia of Social and Behavioral Sciences, 2nd Edition](#). James Wright (Ed.). (2015), co-authors: Nikos Dimotakis and Richard Arvey.

Encyclopedia awards:

First prize for Excellence in Reference by the Association of American Publisher’s

PROSE award for Excellence in Reference Works 2016

PROSE award for Multivolume Reference- Humanities & Social Sciences

Popular Press

Host of [“Demystifying Organizations”](#) podcast, which features conversations with top thought leaders about management and other related areas, 47 episodes, 2019-present (4.8/5.0 rating on iTunes). The podcast is in partnership with McGraw Hill Education.

Inside Higher Ed, Op-Ed, [Prison: Where Undergrads and Inmates Take Classes Together](#), 2019.

Arianna Huffington’s Thrive Global, [Demystifying Organizations Podcast: Coordinating human activity toward a single goal](#), 2018.

[“Best Places to Flip Houses,”](#) expert opinion, Wallet Hub, 2017.

Refereed Published Conference Proceedings

[“Deception and Its Effects on Negotiation Outcomes.”](#) *Academy of Management Conference Proceedings* (2017).

Refereed Conference Presentations

“The Context IS the Case: When Inmates and Business Majors Study Teams in Prison.” *Management and Organizational Behavior Teaching Conference* (2019).

“When Negotiators Lie.” *Academy of World Business, Marketing and Management Development* (2018).

“Business Education Needs Great Literature: Teaching Leadership through Literature.” *Organizational Behavior Teaching Conference* (2017).

“Deception and Its Effects on Negotiation Outcomes.” *Academy of Management Conference* (2017).

“Interpreting Cooperation and Competition in Negotiation Contexts,” **Best Paper Award OB Track.** *Southern Management Association* (2015). Co-authors: Edward Miles and Deborah Butler.

“Another negotiator’s dilemma: shoot straight or act deceptively against a counterpart with a bad reputation.” *Southern Management Association* (2015). Co-author: Edward Miles.

“Perceptions of Job Mobility Moderating Psychological Contract Evaluation.” *Society for Industrial and Organizational Psychology Conference* (2014). Co-author: Lisa Lambert.

Lambert, L.S., **Schatten, J.**, Currie, R., & Goo, W. (2013). “Supervisors’ Trust in their Subordinates: A Qualitative Investigation of Trust and Trustworthiness.” *Southern Management Association* (2013). Co-authors: Lisa Lambert, Ryan Currie and Wongun Goo.

Research Interests

Negotiation
Leadership
Decision Making
Management

Teaching and Training

Washington and Lee University		
<u>Course</u>	<u>Semester</u>	<u>Effectiveness Rating</u>
Management and organizational behavior	Winter 2020	4.3/5
Management and organizational behavior	Winter 2020	4.5/5

Management and organizational behavior	Fall 2019	5.0/5
Management and organizational behavior	Fall 2019	4.5/5
Leading Teams	Spring 2019	4.8/5
Management and organizational behavior	Fall 2018	4.9/5
Management and organizational behavior	Fall 2018	4.9/5
Cross-cultural leadership	Fall 2018	5.0/5
Leading teams	Spring 2018	4.7/5
Management and organizational behavior	Winter 2018	4.7/5
Management and organizational behavior	Winter 2018	4.3/5
Cross-cultural leadership	Winter 2018	4.9/5
Management and organizational behavior	Fall 2017	4.8/5
Leading teams	Spring 2017	4.9/5
Decision making under pressure	Winter 2017	4.3/5
Leadership through literature	Winter 2017	4.9/5
Decision making under pressure	Fall 2016	4.7/5
Leadership through literature	Fall 2016	4.3/5

Georgia State University		
<u>Course</u>	<u>Semester</u>	<u>Effectiveness Rating</u>
Managing people in organizations	Spring 2016	4.9/5
Managing people in organizations	Fall 2015	N/A
Managing people in organizations	Spring 2015	4.5/5

Robinson College of Business, Teaching Excellence Award- College-level award, 2016
 Outstanding Teaching Award, Georgia State University, Spring 2015, Fall 2015, Spring 2016

Service to the business administration department and Washington and Lee

- Hillel chair of the advisory board- 2020-present
- Events committee, 2019-2020
- Hillel Vice Chair, 2019- present
- Organizational behavior search committee, 2018
- Chair teams AOL committee, 2018
- Business administration scholarship committee, 2018

- Associate advisor to the Venture Club, Washington and Lee University, 2017-present
- Writing AOL committee, 2018
- Curriculum committee, business administration, 2018-present
- Student pitch entrepreneurship selection committee, 2018
- Student pitch advisory committee, 2018, 2019
- Prison studies faculty cohort, 2018-2019
- “Blockchain” moderator, W&L entrepreneurship summit, 2018
- First year W&L discussion leader, 2016-2019
- Johnson scholarship interviewer, 2017-2019
- Hillel board member, Washington and Lee University, 2017-present
- Founder/faculty advisor UNTOLD storytelling- Washington and Lee, 2016-2017
- Mudd Ethics Fellow- Washington and Lee, 2016-2017
- Ethics curriculum committee member- Washington and Lee, 2016
- Bluegrass Ensemble, mandolin, Washington and Lee University, 2017
- Georgia State University Business Plan Competition Judge- 2015, 2016

Service to the community

- Host for Rockbridge Area Relief fundraiser “house tour”
- Lexington city council learning strategic committee, 2018
- Innovation consultation, PSB Research, 2018
- Main street Lexington business plan judge, 2018
- Children’s song writer and music leader, Yellow Brick Road, Lexington VA, 2016-2019
- Jamming with Jeff, twice a month song sessions with toddlers, Lexington VA- 2017
- Jewish Kids Group Advisor (non-profit), 2015-2017

Professional Activities

Journal Reviews and Editorial Board Activities

Ad hoc reviewer, Organizational Behavior Teaching Conference

Ad hoc reviewer, Southern Management Association

Ad hoc reviewer, Academy of Management Conference

Memberships

Senior Member, Academy of World

Member, Academy of Management

Member, Southern Management Association

Invited Presentations

- “Negotiation strategy,” employee leadership development program, Washington and Lee, 2020.
- “Conflict management in the workplace,” Winter Academy, Washington and Lee.

- “Negotiations in Venture capital” Washington and Lee University Venture Club, 2019.
- “Microfinance” General Development Initiative (GenDev), 2018.
- Expert opinion sought for “Innovation in business” project by PSB Research.
- “Long blockchain, short bitcoin” Washington and Lee University Venture Club and Williams Investment Society, 2018.
- “Venture capital” Washington and Lee University Venture Club, 2018.
- “Implicit bias,” Washington and Lee University HR training program, 2018.
- “Why we work?” Oxford Forum, Lexington VA, 2017.
- “Leveraging stories to create change,” Washington and Lee Environmental Conference, 2017.
- “Leadership Frameworks,” Leadership Development and Education (LEAD) Program, Washington and Lee University, 2017.
- “Conflict in the Middle East,” discussion leader, Hillel, Washington and Lee University, 2017.
- “Conflict management,” Washington and Lee University HR training program, 2017.
- “Israel and US Foreign Policy,” Oxford Forum, Lexington VA, 2017.
- “JFK’s Leadership,” B&P Real Estate and Financial Services’ Networking Event, 2016.
- “How to survive a PhD program,” Georgia State University, 2015.
- “Managing HR screening,” University of Georgia, Terry College of Business, guest lecture, 2012.
- “Ethics of Walmart,” presentation to Walmart executives, 2011.
- “Future of American Political Economy,” Emerging Technology, Georgia Tech, 2011.
- “Bottom Up Strategic Sourcing,” Delta Air Lines, 2011.
- “Organizational Development,” Heart Annual Training Conference, 2010.
- “How Growing Organizations Change,” Heart Conference on Social Entrepreneurship, 2010.
- “United States’ Cultural, Political and Economic Impact on Africa,” Heart Conference on Social Entrepreneurship, 2010.
- “Ethics in the Internet Age,” Weber School Lecture Series, 2009.
- “Obama and Foreign Policy” Weber School Lecture Series, 2009.
- “Philosophy of Nietzsche,” Emory School of Divinity, 2009.
- Commencement Address, The Weber School Graduation, 2009.
- “Innovations in the Classroom,” Georgia Independent School Association Conference, 2009.
- “Jihad and the US response,” Weber School Lecture Series 2008.
- Panelist, “Siblings with Special Needs,” Conference on Siblings with Special Needs, 2008.
- Panelist, “Ethics of Borat,” Ethics Summit in Atlanta, 2008.

Industry Experience

Schatten and Company, LLC, Atlanta, GA, Founder, President, 2011-2016

Schatten and Company was a small real estate investment group that focused on residential real estate investments. Exit in 2016.

Delta Air Lines, Supply Chain MBA Program, Procurement and Negotiation, 2011

Developed a bottom-up negotiation strategy that delivered a 3-year savings of \$2.38 million.

Heart, Cape Town, South Africa, Strategy Consultant, 2009-2010

Heart is a social enterprise incubator that takes start-ups through seed, venture and capital phases of business development

- Conducted strategy consulting services for 8 start-up enterprises.
- Managed direct reports who pioneered the Heart School for Social Entrepreneurship.
- Designed HR strategy for hiring, orientation and employee benchmark assessments

Radio Personality, 2010-2012

Hosted a regular talk-radio show on 91.1FM in Atlanta, Georgia called The North Avenue Lounge, which focused on business, economics and politics.