



# Library of Social Science

Tel: (718) 393-1075 Fax: (413) 832-8145 E-mail: [LSSBookExhibits@earthlink.net](mailto:LSSBookExhibits@earthlink.net)

## **23<sup>rd</sup> Annual Conference of the International Association for Conflict Management ❖ Boston, MA ❖ June 24-27, 2010**

The **International Association for Conflict Management** was founded to encourage scholars to develop theories and research on conflict management in organizational, societal, familial and international settings. IACM's annual conference stresses dialogue between theory and practice, encompassing communication and negotiation, decision processes, organizational conflict and third-party intervention, international and inter-group conflict, terrorism and social justice from the vantage points of psychology, economics, and political science. This is one of the best meetings of the year to promote your titles on all aspects of conflict, management, communications and politics.

**The 2010 Keynote Speaker is Max H. Bazerman** (Professor of Business Administration at the Harvard Business School), whose address is titled "Bounded Ethicality: Implications for the Moral Negotiator."

**Panels and Papers at the 2010 IACM conference include:** Did I Do That? Group Positioning & Asymmetry in Attributional Bias ★ The Effect of Negotiator Creativity on Outcomes in Bilateral Negotiation ★ Conflicts in Buyer-Seller Relationships ★ Memorialization & Social Justice Transformation ★ Ripeness, Readiness & Grief in Conflict Analysis ★ When Talking to Buyers Increases Skepticism ★ Functional & Dysfunctional Strategies for Managing Conflict ★ The Art & Economics of International Negotiations ★ Bringing Ethics into Focus ★ Understanding Women's Reluctance to Improve Their Negotiation Skills ★ Leaders' Political Skill, Organizational Politics Savvy & Change in Organizations ★ Asymmetry in Dual Career & Commuting Couples ★ Goals & the Use of Deception: Lying for the Greater Good ★ Interests & Exploitation in Negotiations ★ The Route to Employability: Individually Designed or Relationally Negotiated? ★ Intergenerational Conflict in Organizations ★ Context & Conflict Management in the Workplace ★ When Understanding Your Feelings Hurts Performance ★ The Power of Nice ★ Reducing Conflict-Related Strain ★ Can Nervous Nelly Negotiate? ★ Anticipated Happiness & Negotiation Decisions ★ Group Identity & Intergroup Violence ★ The Cultural Determinants of Strategic Bias in Conflict Resolution ★ Conflict Resolution Strategy of US Presidents: Clinton to Obama ★ China as a Threat or an Opportunity: A Cross-Cultural Negotiation Study ★ Cross-Cultural Analysis of Social Motives, Strategy Sequences, Joint Gains & Negotiator Satisfaction ★ Communication Patterns in Email Negotiation & Their Effect on Results ★ Mediation Not Leading to Peace: When Finished Business Remains Unfinished ★ Negotiating Karma: Catalysts for Cooperative Behavior in Negotiation

**The Library of Social Science is once again organizing the book exhibit**, which will be at the center of the meeting space, near registration, coffee breaks and keynote presentations. Our exhibit will be a major attraction of the conference, offering participants an opportunity to select from a comprehensive collection of the latest and most significant books and journals in the field.

Our professional exhibit managers will be on-site from the beginning of the conference to its conclusion. **We actively promote your books** by discussing them with conferees, distributing promotional material, selling books on-site using publisher-supplied order forms and urging attendees to consider titles for course adoption and library acquisition.

**Please fill in and fax your reservation now to hold a place for your press.**

# Exhibit Reservation Form

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**THE FOLLOWING PUBLISHERS PARTICIPATED IN THE PREVIOUS IACM BOOK EXHIBIT ORGANIZED BY LIBRARY OF SOCIAL SCIENCE:** Adams Media, AEI, AMACOM, American Bar Association, Aspen Publishers, Berrett-Koehler Publishers, Cengage Learning, Charles C. Thomas Publisher, Continuum International Publishing Group, Emerald Group, Greenwood Publishing Group, Guilford Publications, Hampton Press, Harvard Business Press, Harvard U. Press, Information Age Publishing, John Wiley & Sons Journals, Jossey-Bass, Kendall/Hunt Publishing, Looseleaf Law Publications, McGraw-Hill, Michigan State U. Press, U. Press of New England, Northwestern U. Press, Princeton U. Press, Psychology Press, Routledge, Sage UK, Stanford U. Press, Taylor & Francis Journals, W.W. Norton.

**LIBRARY OF SOCIAL SCIENCE PROFESSIONAL EXHIBIT MANAGERS HANDLE YOUR DISPLAY AND PROMOTE YOUR BOOKS:** Our staff will be present throughout the conference to discuss your books with attendees and take orders. We will urge faculty members to adopt your books for courses, and ask them to recommend your titles to their acquisitions librarians.

### RATES:

___ 5 titles plus literature \$195	___ 10 titles plus literature \$315
___ 15 titles plus literature \$405	___ 20 titles plus literature \$495
___ 30 title "full table display" \$615	___ 40 titles plus literature \$715
___ 50 titles plus literature \$795	___ 60 titles plus literature \$895

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Name: \_\_\_\_\_ Publisher: \_\_\_\_\_

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**Please ship books, order forms and promotional materials to arrive no earlier than June 15 and no later than June 21 to:**

Sara Empey  
Boston Marriott Cambridge  
Two Cambridge Center, 50 Broadway  
Hold for Int'l. Assoc. for Conflict Mgmt. Book Exhibit, June 24  
Cambridge, MA 02142