

CURRICULUM VITAE

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Born: 1955, Bergen, Norway

Present Position: Professor (Full),
Norwegian School of Economics,
1996 -.

Previous Positions: Adjunct Professor (Professor II),
Nord University
1998 – 2002.

Researcher (1996-1997),
Center for Applied Research(SNF).

Research Scholar (for qualification to full professor (1994-
1996), Associate Professor (1987-1994), Assistant professor
(1986-1987), Ph.D. Research Scholar (1983-
1986), Research Assistant (1981-1983), Norwegian School of
Economics

Assistent Researcher for professor Jeanne Brett,
Kellogg School of Management,
Northwestern University, 1984-1986.

Assistant Researcher, Center for Applied
Research (SNF), 1980-1981.

Administrator, Norwegian School of Economics, 1980
(Conducted organizational analysis of Norwegian School of
Economics).

Visiting Research Scholar:

The Kenan-Flagler Business School
The University of North Carolina at Chapel Hill,
1994-1995.

The Program on Negotiation
Harvard Law School, USA, Spring,1992.

Education: Ph. D. (Organization Behavior and Psychology),
 Department of Organization Behavior,
 Kellogg School of Management, Northwestern
 University, 1987.

M. Sc. (Research Master),
 Norwegian School of Economics, 1982.

B. Sc. (Honours) in Management Sciences,
 University of Manchester Institute of Science
 and Technology (UMIST), 1979.

Sociology (1 year, basic course) University of Bergen,
 1975.

Honors: Excellent teacher award, Norwegian School of Economics,
 2003.

The teaching award, Department of Strategy and Management,
 Norwegian School of Economics, 2001-2003 and 2018.

Outstanding Applied Paper Award, International Association for
 Conflict Management, 1999.

Fibe-prisen, (National research price in business studies) 1996.

Dissertation Award, National Institute for Dispute Resolution
 (USA), 1986.

Teaching: Presently: Negotiation Workshops, Master Level.
 Previously: Various Organization Behavior courses at all levels.

Administrative and Elective
 Positions: Various positions at Norwegian School of Economics including
 positions as Board Member, Department Chair, and many
 standing and ad hoc committees. Previous member of Cems
 committee for organization behavior.

Chair and member of evaluation committees for several Ph.D.
 students.

Papers: Research Conferences:
 American Psychological Association, International Association
 for Conflict Management, European Association for Work and
 Organizational Psychology, ORSA/TIMS (Operation Research
 Society of America/Teaching in Management Sciences,
 European Surveyors Congress og International Conference on
 Land Management.

Articles, book chapters and books:

- * Schei, V. og Rognes, J.K. (2019). Female groups are not like others. *Beta*, 1, 2019
- * Schei, V. og Rognes, J.K. (2017). Påvirker kjønn forhandlinger? (How gender influences negotiations). *Magma*, 2, 2017.
- * Mykland S. og Rognes, J.K. (2017). Om toppledere og konflikthåndtering. (Management and Conflict Handling). I A. Rønne (red.) «Fred, forsoning og mægling». (Peace, reconciliation and mediation). Copenhagen: Jurist- og økonomiforbundets Forlag. (Danisk Book).
- * Rognes, J.K. (2015). *Forhandlinger*. (Negotiation), 4. utg. Oslo: Universitetsforlaget.
- * Rognes, J.K. (2013). Konfliktledelse. (Conflict Management) I R. Rønning, W. Brochs-Haukedal og S. Berge Matthisen (Red.), *Liver som leder. Lederundersøkelsen 3.0*. Bergen: Fagbokforlaget.
- * Schei, V., Rognes, J.K. og Shapiro, D.L. (2011). Can individualists and cooperators play together: A test of the effects of mixed motivational orientations in negotiations. . *Journal of Experimental Social Psychology*, 47, 371-377.
- * Rognes, J.K. og Schei, V. (2010). Understanding the integrative approach to conflict management. *Journal of Managerial Psychology*, 25, 1, 82-97.
- * Mykland, S., Rognes, J., Sky, P.K., Hoddevik, C.L. og Laskemoen, L.M. (2009). En studie av rettsforlik in norske tingretter – om konfliktransformasjon i rettsmeklingsprosessen. (A study of mediated settlements in Norwegian courts) *Kart og Plan*, 4, 236-244.
- * Rognes, J.K. og Sky, P.K. (2008). Rettsmekling i norske eiendomstvister. (Mediated settlements in land conflicts in Norway) *Kart og Plan*, 4, 228-234.

- * Schei, V., Rognes, J.K. og De Dreu, C.K.W. (2008). The invisible hand in negotiations: Are individualistic orientations collectively valuable? *Group Processes and Intergroup Relations*. 11, 3, 371-385.
- * Rognes, J.K. (2008). *Forhandlinger*. (Negotiation) 3. utgave. Oslo: Universitetsforlaget.
- * Rognes, J.K., Mykland, S. og Sky, P. K..(2008). ”Mediacion legal en ei Tribunal de Concentracion: desde el conflicto a la resolucio.” (Consolidation Court: from conflict to resolution.) (billedmateriale, pictures). Høgskolen i Bergen.
- * Rognes, J.K. og Sky, P.K. (2007). Konfliktløsning og fast eiendom – eksisterende og nye arenaer.(Conflict resolution in land disputes – existing and new applications) I Ø. Ravna (Red.). *Areal og eiendomsrett*. 511-530. Oslo: Universitetsforlaget.
- * Schei, V. og Rognes, J.K. (2007). Egoister og kollektivister i forhandlinger. (Egoists and collectivists in negotiation). *Magma*.2007/5, 29-37.
- * Schei, V., Rognes, J.K. og Mykland, S. (2006). Thinking deeply may sometimes help: Cognitive motivation and role effects in negotiation. *Applied Psychology*, 55 (1), 73-90.
- * Rognes, J.K. og Sky, P.K. (2005). Mekling i konflikter om fast eiendom. (Mediation in land disputes) *Kart og Plan*, 65,1, 33-45.
- * Schei, V. og Rognes, J.K. (2005). Small group negotiation – when members differ in motivational orientation. *Small Group Research*, 36 (3), 289-320.
- * Rognes, J.K. and Sky, P.K. (2004). Mediation in land consolidation and in boundary disputes. In M. Deakin, R. Mansberger, og R.W. Dixon-Gough, (Eds.). *Methodologies, Models and Instruments for Rural and Urban Development*. 59-74. Aldershot, Hants: Ashgate.
- * Rognes, J.K. and Sky, P.K. (2003). Intervention Methods in Land Disputes.

European Planning Studies, 11 (8), 965-978.

- * Schei, V. og Rognes, J.K. (2003). Knowing me, knowing you: Own orientation and information about the opponents orientation in negotiation. *International Journal of Conflict Management*. 14 (1), 43-59.
- * Rognes, J.K. and Sky, P.K. (2002). Intervention in Land Disputes. *Land Tenure Center Newsletter*. 83. University of Wisconsin-Madison, US ISSN 0276-0282.
- * Rognes, J.K. (2001). *Forhandlinger*. (Negotiation) 2. utgave. Oslo: Universitetsforlaget.
- * Falkgård, S.M., Rognes, J.K. & Sky, P.K. (2001). Mediating Land Disputes: Experiences from the Norwegian Land Consolidation Courts. *Kart og Plan*, 61, 43-52.
- * Rognes, J.K. & Sky, P.K. (2000). Megling i domstolene, særlig i jordskifteretten. (Mediation in courts with a focus on land consolidation courts). *Lov og Rett*, 2, 101-112.
- * Kalleberg, A.L. og Rognes, J.K. (2000). Employment relations in Norway: Some dimensions and correlates. *Journal of Organizational Behavior*, 21 (3), 315-335.
- * Rognes, J.K. & Sky, P.K. (1999). Megling innenfor domstolene. (Mediation in Courts) *Jussens Venner*, 4, 241-250.
- * Rognes, J.K. og Sky, P.K. (1999). Meglingsaktivitet og –teknikk i jordskifteretten. (Mediation activities and techniques in land consolidation courts). *Kart og Plan*, 59, 76-84.
- * Rognes, J. og Sky, P.K. (1998). Mediation in the Norwegian Land Consolidation Courts. Land Tenure Center, The University of Wisconsin at Madison. Working paper nr. 14, *North America series*.

- * Rognes, J., Bjerkan, J.M., og Ingerø, B.B. (1998). Forhandlinger i fusjoner og oppkjøp. (Negotiation in integration and acquisitions of firms). I K. Boye og C.B. Meyer (Red.). *Fusjoner og Oppkjøp*. 162-178. Oslo: Cappelen.
- * Rognes, J. (1998). Are cooperative goals necessary for constructive conflict processes? *Applied Psychology*, 47 (3), 331-336.
- * Rognes, J. og Sky, P.K. (1998). Tvistemegling og skifteplanforhandlinger i jordskifteretten – sammendrag av en intervjuundersøkelse. (Mediation of disputes in disputes and land consolidation in courts). Institutt for landskapsplanlegging, Norges landbrukshøgskole (ISBN 82-557-0425-6).
- * Rognes, J. (1997). Lederen som mekler. (Managers as mediators). *Lederbulletin*. (Kvartaltidskrift AFF Lederforum), 1, 4-8.
- * Rognes, J., Lunde, V. og Baardsen, T.Ø. (1997). Leverandørutvikling (Developing firm suppliers). *SNF-rapport* 30/97. Bergen: Senter for samfunns og næringslivsforskning.
- * Rognes, J. og Baardsen, T.Ø. (1996). Forsyningsstrategisk arbeid i staten. (Strategies for developing of suppliers to the government sector). *SNF-rapport*. 37/96. Bergen: Senter for samfunns og næringslivsforskning.
- * Shapiro, D. og Rognes, J. (1996). Can a Dominating Orientation enhance the integrativeness of negotiated agreements? *Negotiation Journal*, 12 (1), 81-90.
- * Rognes, J. (1995). Negotiating Cooperative Supplier Relationships: A planning framework. *International Journal of Purchasing and Materials Management*, 31, 12-19.
- * Natlandsmyr, J.H. og Rognes, J. (1995). Culture, behavior, and negotiation outcomes: A comparative and cross-cultural study of Mexican and Norwegian negotiators. *The*

International Journal of Conflict Management, 6 (1), 5-29.

- * Rognes, J. (1994). Norway. I A. Rahim og A. Blum (Red.). *Global Perspectives on Organizational Conflict*. New York: Praeger.
- * Rognes, J.K. (1994). *Forhandlinger*. (Negotiation) 1. utgave. Oslo: Tano.
- * Rognes, J. (1994). Samarbeidsavtaler. (Cooperative agreements between firms). *SNF-rapport 16/94*. Bergen: Senter for samfunns og næringslivsforskning.
- * Rognes, J. (1993). Innkjøpsforhandlinger: Utfordringer knyttet til etablering av samarbeidsrelasjoner med leverandører. (Negotiating supplier relations) *Praktisk Økonomi og Ledelse*, 3, 105-114.
- * Rognes, J.K. (1992). Forhandlinger og kontraktsformer: Fra konkurransestrategier til samarbeidsstrategier. (Negotiations and contracts : from competition to cooperation) *SNF-rapport 4/92*. Bergen: Senter for samfunns og næringslivsforskning.
- * Skjærstad, T., Kåveland, A. og Rognes, J.K. (1992). Samarbeidstrategier og forhandlinger: Analyse av leverandørrelasjoner. (Cooperative relations with suppliers) *Arbeidsnotat nr. 31/92*. Bergen: Senter for samfunns og næringslivsforskning.
- * Rognes, J.K. (1991). Intraorganisatoriske forhandlinger. (Intraorganizational negotiations) *Praktisk Økonomi og Ledelse*, 2, 13-21.
- * Rognes, J.K. (1991). Forhandlinger i planprosessen. (Negotiation in land consolidation processes). *Kart og Plan*, 2.
- * Rognes, J.K. (1990). Møter som arbeidsform: Beslutninger i grupper. (Meetings as a way of working together: decision making in groups). i A. Greve og G. Kaufman (Red.), *Ledelse. Strategiske og Psykologiske Perspektiv*. Oslo: TANO.
- * Rognes, J.K. (1990). Forhandlinger. (Negotiation). *Praktisk Økonomi*, 2, 63-71.
- * Rognes, J.K. (1990). Forhandlinger og Ledelse. (Negotiation and Management). i O. Nordhaug (Red.). *Strategisk*

Personalledelse. Oslo: TANO.

- * Rognes, J.K. og Rognes, E. (1990). Konfliktåndtering i frivilige organisasjoner. Conflict management in NGOs). *Emnehefte*, 5. Bergen: Norges Musikkorps Forbund.
- * Rognes, J.K. & Rognes, E. (1990). Møter og beslutninger i frivilige organisasjoner. (Meetings and decision making in NGOs). *Emnehefte*, 4. Bergen: Norges Musikkorps Forbund.
- * Rognes, J.K. (1987). Intergroup Management in Organizations: A test of a negotiation strategy model. *Ph.D. Dissertation*, Department of Organization Behavior, Kellogg School of Management, Northwestern University.
- * Brett, J.M. og Rognes, J.K. (1986). Intergroup Relations. i P.Goodman (Ed.), *Designing Effective Work Groups*, San Francisco: Jossey Bass.
- * Rognes, J.K. og Reve, T. (1983). Økonomi og Kommunikasjon. (Management and communication). *Bedriftsøkonomen*.
- * Rognes, J.K. og Reve, T. (1982). Økonomistyring og Kommunikasjon. (Business management and communication). *Rapport*. Bergen: Senter for Anvendt Forskning.
- * Rognes, J.K. (1982). Økonomi, ledelse og kommunikasjon. (Economics, management and communication). *Arbeidsnotat*. Bergen: Senter for Anvendt Forskning.
- * Rognes, J.K. (1980). Organisasjonsanalyse av Norges Handelshøyskole. (Organizational analysis of Norwegian School of Management). Administrasjonen. Norges Handelshøyskole.