

Call for Papers
Lessons from Practice:
Extensions of Current Negotiation Theory and Research
for special issue of *Negotiation and Conflict Management Research*

Special Issue Editors: Jimena Ramirez Marin, IESEG School of Business; Daniel Druckman, George Mason University, Macquarie University, University of Queensland; William Donohue, Michigan State University

The world economic forum established negotiation as one of the ten most important practical skills to have in 2020 (WEF, 2016). However, a search of titles from one of the top negotiation journals during the past 5 years yielded no papers that included practice in the title. Moreover, a Google Scholar search with the keywords negotiation and conflict and practice in the title, only yields 27 results, and 3 results if the search is limited to the past 5 years. This suggests that academics may need to consider lessons from practice as valuable for advancing negotiation theory.

Nonetheless, practitioners often consult with academics for advice on conflict and negotiations. Practice can be a resource for investigating the limits of current negotiation and conflict management theories. Practice can also help academics engage in a reality-check process that contributes to our understanding of the phenomenon. This issue is intended to bring various types of practices closer to ongoing and planned research.

The call for papers is focused on contributions from practice to current negotiation/ conflict management theory and research as well as from research to practice. Collaborations between researchers and practitioners are strongly recommended. We encourage various formats including full papers on the research-practice nexus, papers devoted primarily to practice with examples that are valuable for researchers, and case studies based on observations or interviews. All the submissions should respond the following questions:

- What are practitioners doing that is being overlooked by research? What are some unique contributions offered by particular types of practice?
- How does this paper build a bridge between theory and practice?
- How does this paper extend current negotiation theory or research?

Timeline:

Proposals due: October 15, 2020. Proposals are 800-1000 words describing the content of a potential paper for this special issue. Please send your proposal to Jimena Ramirez at j.ramirez@ieseg.fr. Proposals are highly recommended, but not required before the manuscript submission.

Manuscript submission: January 15, 2021

Initial decisions: March 30, 2021

First round revisions: May 30, 2021

Final manuscript: August 30, 2021

Please direct all proposals and special issue inquiries to Jimena Ramirez at j.ramirez@ieseg.fr.

Contact Qi Wang, NCMR Editor-in-Chief, at ncmr@villanova.edu with inquiries about NCMR.

Negotiation and Conflict Management Research (NCMR) publishes articles that develop theory and report research on negotiation and conflict management across levels, including interpersonal conflict, intergroup conflict, organizational conflict, and cross-cultural conflict, across a range of domains including environmental conflict, crisis negotiations, and political conflict, as well as across a variety of approaches, including formal and informal third party intervention, mediation and arbitration.