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J. Keith Murnighan is the Harold H. Hines Jr. Distinguished Professor of Risk Management at the Kellogg School of Management, Northwestern University. He earned his Ph.D. and MS degrees in social psychology and a BS in psychology from Purdue University. Prior to joining Kellogg in 1996, he taught at the Universities of Illinois and British Columbia. He has also had visiting appointments at the London Business School, the Center for Advanced Study in the Behavioral Sciences at Stanford, the University of Warwick, Coventry, England, Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC) outside Paris, and the Fuqua School of Business at Duke University. He teaches in Kellogg's Executive MBA programs around the world, including Hong Kong, Germany, Toronto, and Miami (the Latin American program). His courses address leadership, negotiation, team building, decision-making, trust, and conflict.

Professor Murnighan has received numerous awards including the Top Faculty Member Award from the Kellogg-Hong Kong Executive MBA program, Teaching Excellence Awards from the University of Illinois and the University of British Columbia, and the Professor of the Year Award from the MBA Association at the University of Illinois. In 2006 he received the Distinguished Educator Award from the Academy of Management, a Career Achievement award. In 2010 he received an Honorary Doctor of Science in Economics, in recognition of distinguished contributions to the field of Management and Organization Studies, from the London Business School, and the Clarence L. Ver Steeg Graduate Faculty Award from Northwestern University, recognizing outstanding graduate student mentoring.

His research has been published in many different academic journals, primarily in organizational behavior, psychology, and economics. His books include *The Dynamics of Bargaining Games* (Prentice Hall, 1991), *Bargaining Games: A New Approach to Strategic Thinking in Negotiations* (William Morrow, 1992), *Social Psychology in Organizations: Advances in Theory and Research* (Prentice Hall, 1993), *The Art of High-Stakes Decision-Making: Tough Calls in a Speed-Driven World* (with John Mowen; John Wiley & Sons, 2002), and *Social Psychology and Economics* (with David De Cremer and Marcel Zeelenberg; Lawrence Erlbaum,

2006). His sixth book, is titled Social Psychology and Organizations (with David De Cremer and Rolf van Dick: Psychology Press).

Professor Murnighan teaches regularly in executive programs in the US, Canada, the Middle East, Asia, and Europe. He is an active consultant and trainer and has worked with several major corporations, including the American Dental Association, Allscripts, Aon, Caterpillar, CDW, DHL, Ernst & Young, Jefferson Wells, Kraft, the Metro Achievement Center, Motorola, the National Wildlife Federation, Pfizer, ToysRUs, the United States Olympic Committee, and the Young Presidents Organization, among others.