

LINDA E. GINZEL

The University of Chicago, Booth School of Business
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EDUCATION

PhD Princeton University, Social Psychology, 1989
MA Princeton University, Social Psychology, 1986
BA University of Colorado *with distinction & summa cum laude*, Psychology, 1984

PROFESSIONAL EXPERIENCE

Clinical Professor of Managerial Psychology, 1998 to present
Academic Director of Corporate Executive Education, 1995-2004
Senior Lecturer in Behavioral Sciences, 1992-1998
Booth School of Business, The University of Chicago, Chicago, Illinois

Visiting Assistant Professor of Organization Behavior, 1991-1992
Kellogg Graduate School of Management, Northwestern University, Evanston, Illinois

Assistant Professor of Organizational Behavior, 1989-1992
Graduate School of Business, Stanford University, Stanford, California

Senior Consultant, Training and Development, 1986-1987
Mutual of New York, MONY Financial Services, Group Pensions & Operations
Center, Purchase, New York

INTERESTS

Leadership practices and managerial psychology, negotiation and decision making skills, organizational behavior and the social psychology of organizations; executive education and leadership development

HONORS AND AWARDS

- 2014 Class of 2014 Impact Professor as voted by full-time students at the Booth School of Business
- 2013 Inaugural Global Hillel Einhorn Teaching Award as voted by Executive MBA students at the Booth School of Business across three campuses: Singapore, London and Chicago
- 2011 Faculty Excellence Award as voted by Evening and Weekend MBA students at the Booth School of Business for exceptional commitment to teaching, Chicago, Illinois

HONORS AND AWARDS (Continued)

- 2007-2008 Finalist, Faculty Pioneer Award, The Aspen Institute Center for Business Education, Washington, DC
- 2000 The President's Service Award, the nation's highest honor for volunteer service directed at solving critical social problems from President Clinton, Washington, DC
- 2000; 01 Two-time recipient of the James S. Kemper, Jr. Grant in Business Ethics, The James S. Kemper Foundation, Chicago, Illinois
- 1998 Chicagoan of the Year
Chicago Magazine, Chicago, Illinois
- 1992 Honorable Mention, "Professor of the Year"
The Manager's Program, Kellogg Graduate School of Management
Northwestern University, Evanston, Illinois
- 1990 General Electric Foundation Faculty Grant
Stanford University, Stanford, California
- 1990 Dispute Resolution Research Center Grant, with M. Bazerman
Northwestern University, Evanston, Illinois
- 1989 Teaching Award for Excellence in Undergraduate Instruction
Association of Princeton Graduate Alumni
Princeton University, Princeton, New Jersey
- 1985 Princeton University Merit Fellowship
Princeton University, Princeton, New Jersey
- 1984 The Outstanding Graduate, College of Liberal Arts and Sciences
The University of Colorado, Denver, Colorado
- 1984 Nell G. Fahrion Award for Excellence in Psychology
The University of Colorado, Denver, Colorado
- 1983; 84 Two-time recipient of the Colorado Scholars Award
The University of Colorado, Denver, Colorado

PROFESSIONAL ACTIVITIES

Fellow of the Association for Psychological Science (APS) since 2007

Director of the Social and Behavioral Sciences Institutional Review Board (IRB) at the University of Chicago since January 2004

PROFESSIONAL ACTIVITIES (Continued)

Director of Consumer's Union, the nonprofit publisher of *Consumer Reports*
2005-2007

Member of the Consumer Products Committee F15 of ASTM International
(American Society for Testing and Materials) consumer representative
since 1998

Cofounder and President Kids In Danger, a nonprofit organization dedicated to
protecting children by improving children's product safety since June
1998

Contributing Reviewer: *Academy of Management Journal, Administrative Science
Quarterly, American Journal of Sociology, Journal of Experimental Social
Psychology, Symbolic Interaction*

CUSTOMIZED NON-DEGREE EXECUTIVE EDUCATION PROGRAMS

- Founded Corporate Executive Education at the University of Chicago Booth School of Business and held the responsibility for establishing, growing and leading this custom-design, executive education business from July 1995 to July 2004.
- Recognized by the *Financial Times*, in 2002, when Booth's custom-designed corporate education programs were rated among the top ten in North American and European business schools in three categories: Course design, New skills and learning, and Star faculty.
- Designed a wide range of customized educational programs for companies including: Accenture, ABB, Abbott Laboratories, The City of Chicago, Exelon, General Electric, International Paper, Kraft Foods, RSM McGladrey, Inc., The Securities Industry Association, SRAM, State Farm Insurance, Takeda Pharmaceuticals, The University of Chicago, William Blair & Company, Whirlpool Corporation, and WM. Wrigley Jr. Company.
- Taught in custom-designed, executive education programs for companies such as: Abbott Laboratories, AMSTED Industries, Argonne National Laboratory, Chicago Urban League, The City of Chicago, Dade Behring, Exelon, Fermilab, General Electric, Jefferson Lab, Human Resource Association Management Institute (HRMAC), Kraft Foods, Lexis-Nexis, Merrill Lynch, Publicis Groupe, RSM McGladrey, Inc., The Securities Industry Association, SRAM, State Farm Insurance, Sterling Capital Partners, Takeda Pharmaceutical Int'l, Underwriter Laboratories (UL), The University of Chicago, UOP, US Food Service, USG, Whirlpool Corporation, and WM. Wrigley Jr. Company.

INVITED TALKS AND CONFERENCE PRESENTATIONS

Ginzel, L.E. (November 2014; Dallas, TX). Executive Edition: Negotiation Skills. The Dallas Morning News and One Day University.

Ginzel, L.E. (July 2014; Chicago, Illinois). Negotiation: Interpersonal Problem Solving. Annual Retreat Medicine and Biomedical Sciences, University of Chicago.

Ginzel, L.E. (May 2014; Chicago, Illinois). Women in Leadership. The 62nd Annual Management Conference, University of Chicago Booth School of Business.

Ginzel, L.E. (March 2014; New York, NY). No Bad Deals: Six Essential Negotiation Skills to Increase Effectiveness. The Wall Street Journal and One Day University.

Ginzel, L. E. (October 2013; Chicago, Illinois). Action and Insight Skills. Booth Women Connect Conference, University of Chicago Booth School of Business.

Ginzel, L. E. (May 2013; Chicago, Illinois). Action and Insight Skills. Chicago Booth Recruiter's Conference, University of Chicago.

Ginzel, L. E. (September 2012; Chicago, Illinois). Insight Skills: Negotiation. Booth Women Connect Conference, University of Chicago Booth School of Business.

Ginzel, L. E. (October 2010 and October 2012; Chicago, Illinois). Negotiation Skills. Chicago Women in Business Fall Conference, University of Chicago Booth School of Business.

Ginzel, L. E. (May 2009; Chicago, Illinois). Everyday Negotiation Skills. Chicago Booth Recruiter's Conference, University of Chicago.

Ginzel, L. E. (May 2009; Chicago, Illinois). Collaborative Negotiation Skills. The 57th Annual Management Conference at the University of Chicago Booth School of Business.

Ginzel, L. E. (May 2007; Chicago, Illinois). Back to the Classroom: Sharpen Your Negotiation Skills. The 55th Annual Management Conference at the University of Chicago Graduate School of Business.

Ginzel, L. E. (May 2004; Chicago, Illinois). What's Your Managerial Default Setting? The Annual Recruiter's Conference at the Graduate School of Business, University of Chicago.

INVITED TALKS AND CONFERENCE PRESENTATIONS (Continued)

- Ginzel, L. E. (January 2004; Chicago, Illinois). Leadership . . .It's About People. Keynote address at the annual meeting of the University of Chicago Women's Business Group (UCWBG).
- Zivan, D. and Ginzel L. E. (April 2003; St. Louis, Missouri). Case Colloquium: Beyond the Bottom Line: Addressing Social, Human and Ethical Issues in Cases. The 46th annual meeting of the Midwest Academy of Management.
- Ginzel, L. E. (May 2003; Chicago, Illinois). Panel Discussion: cap-i-tal (kap ' i -tl) n. An Asset or Advantage; Human, Social, and Organizational Capital. The 51st Annual Management Conference at the University of Chicago Graduate School of Business.
- Ginzel, L. E. (October 2002; Chicago, Illinois). Creating High Performance Organizations. Panel discussion hosted by Towers Perrin.
- Ginzel, L. E. (May 2002; Chicago, Illinois). Panel Discussion: What Do We Mean by Business Ethics?: A Case Study. The 50th Annual Management Conference at the University of Chicago Graduate School of Business.
- Ginzel, L. E. (October 2001; San Francisco, California). Injury Prevention. The 2001 National Conference and Annual Meeting of the American Academy of Pediatrics (AAP).
- Ginzel, L. E. and D. Zivan (October 2001; Chicago, Illinois). The Ethics of Recalls. The Eighth Annual International Conference Promoting Business Ethics.
- Ginzel, L. E. (February 2001; Itasca, Illinois). Educating Consumers About Product Safety. The 32nd Annual Conference of Illinois Consumer Education Association.
- Ginzel, L. E. (December 2000; Chicago, Illinois). Rethinking Management Education: A View from Chicago. International University Consortium for Executive Education (UNICON).
- Ginzel, L. E. (April 1998; Chicago, Illinois). Customized Instruction: Collaborative Approaches to Developing Continuing Education Programs. The 83rd Annual Conference of the University Continuing Education Association.
- Ginzel, L. E. (May 1997; Chicago, Illinois). Panel Discussion: Educating Executives: Taking Time to Learn. The 45th Annual Management Conference at the University of Chicago Graduate School of Business.
- Ginzel, L. E. (June 1995; Macomb, Illinois). You Say that you Teach Management Skills: What do you Mean? Organizational Behavior Teaching Conference.

INVITED TALKS AND CONFERENCE PRESENTATIONS (Continued)

Ginzel, L. E. (May 1995; Chicago, Illinois). Panel Discussion: Money Isn't Everything: Non-monetary Incentives in Organizations. The 43rd Annual Management Conference at the University of Chicago Graduate School of Business.

Ginzel, L. E. (April 1995; Chicago, Illinois). Increasing Internal Validity in the Classroom. Enhancing the Teaching of Management Conference, The Academy of Management.

Ginzel, L. E. (April 1992; Champaign-Urbana, Illinois). Biased Inquiry Strategies: Overattribution and Self-presentational Goals. The University of Illinois, College of Commerce and Business Administration.

Co-chairperson with R. Sutton (August 1991; Miami, Florida). Impression Management: A Social Psychological Perspective on the Construction of Individual and Organizational Images. Symposium presented at the National Academy of Management Meetings.

Noe, A., and Ginzel, L. E. (August 1991; Miami, Florida). Self-presentation by Proxy: The Effects of Negative Information and Writing Style in Letters of Recommendation. The National Academy of Management Meetings.

Ginzel, L. E. (March 1991; Stanford, California). Evaluator-induced Constraint: Overattribution in a Performance Setting. Stanford University, Department of Sociology Seminar Series.

Ginzel, L. E. (December 1990; Cambridge, Massachusetts). Macro Changes and Micro Issues: Old Interpersonal Needs in New Roles? The Harvard Business School Symposium: Organizational Behavior Research in the Nineties.

PAPERS AND PUBLICATIONS

Zivan, D. (2002). "The Playskool Travel-Lite Crib," Edited by L. Ginzel is available at <http://www.chicagocdr.org/cases>.

Also from: The National Academy of Engineering, Online Ethics Center: <http://ethics.iit.edu/eelibrary/node/6460>; and

CasePlace.org the online service of The Aspen Institute: http://www.caseplace.org/cases/cases_show.htm?doc_id=124280; and

McGraw-Hill's electronic publishing system, the Primis database.

Also appears in:

Ferrell, Fraedrich and Ferrell (2005) Business Ethics: Ethical Decision Making and Cases. Houghton Mifflin Co, pp. 144-169.

PAPERS AND PUBLICATIONS (Continued)

McAlister, Ferrell and Ferrell (2005) Business and Society: A Strategic Approach to Social Responsibility. Houghton Mifflin Co, pp. 167-189.

Nash, de Bettignies and Goodpaster (2006) Business Ethics: Policies and Persons. McGraw-Hill/Irwin, Inc., pp. 287-303.

Keysar, B., Ginzler, L. E., and Bazerman, M. H. (1995). "States of Affairs and States of Mind: The Effect of Knowledge about Beliefs." Organizational Behavior and Human Decision Processes, 64, 283-293.

Ginzler, L. E. (1994). "The Impact of Biased Inquiry Strategies on Performance Judgments." Organizational Behavior and Human Decision Processes, 57, 411-429.

Ginzler, L. E., Kramer, R. M., and Sutton, R. I. (1993). "Organizational Impression Management as a Reciprocal Influence Process: The Neglected Role of the Organizational Audience." In L. L. Cummings and B. M. Staw (Eds.), Research in Organizational Behavior, (Vol. 15, pp. 227-266). Greenwich, CT: JAI Press.

Also appears in: M. J. Hatch and M. Schultz (Eds.), Organizational Identity: A Reader. Oxford University Press, 2004, pp. 223-261.

Hogarth, R. M., and Ginzler, L. E. (February, 1993). "Soft Skills and Hard Knowledge." Training Today, pp. 6-8.

Kirby, P., and Ginzler, L. E. (August 1989). "A Trainer's Dozen: Critical Professional and Program Issues." Training and Development Journal, pp. 69-72.

Ginzler, L. E., Jones, E. E., and Swann, W. B. Jr. (1987). "How 'Naive' is the Naive Attributor?: Discounting and Augmentation in Attitude Attribution." Social Cognition, 5, 108-130.

MEDIA MENTIONS

"Negotiate Like a Boss: 6 Secrets From an Award Winning Booth School Prof" October 15, 2014, *Inc.*

<http://www.inc.com/michael-rovner/negotiate-like-a-boss-6-secrets-from-an-award-winning-booth-school-prof.html?cid=sf01001>

"An MBA in a day? Not exactly. But One Day University Executive Edition is a start" August 30, 2014, Dallas Morning News

<http://www.dallasnews.com/business/columnists/cheryl-hall/20140830-an-mba-in-a-day-not-exactly.-but-one-day-university-executive-edition-is-a-start.ece>

MEDIA MENTIONS (Continued)

"10 Questions – Linda Ginzel" November 1, 2011, *Financial Times*
<http://www.ft.com/cms/s/2/cf99f84c-048d-11e1-ac2a-00144feabdc0.html#axzz1cNoZ82cc>

"Web chat – Linda Ginzel" November 3, 2011, *Financial Times*
<http://www.ft.com/intl/cms/s/2/67223b8c-0490-11e1-ac2a-00144feabdc0.html#axzz1ckOXLMS5>

"Training tips: How to return to work" May 10, 2010, *Financial Times*
<http://www.ft.com/intl/cms/s/0/012bbef2-59c4-11df-ab25-00144feab49a.html#axzz1mSOjc2IM>

"Five steps to a best workplace" March 2, 2009, *Crain's Chicago Business*
<http://www.chicagobusiness.com/cgi-bin/multiMedia.pl?mmId=632>

"How adults learn, now," May 2008, *PCMA Convene Magazine*
www.pcma.org/Convene/Issue_Archives/May_2008/Articles.htm

"Back to business school" August 2007, *Today's Chicago Woman (TCW) Magazine* www.luc.edu/gsb/pdf/backtobusschool_24.pdf

"Leading by example" December 2007, *PCMA Convene Magazine*
www.pcma.org/Convene/Issue_Archives/December_2007.htm - 20k

"To the contrary" November 23, 2002, *Public Broadcasting System*

"Custom suits" June 1, 1999, *Chief Financial Officer Magazine*
<http://www.cfo.com/article.cfm/2987654?f=search>

"The new college try" October 1, 1998, *Corporate Meetings and Incentive Magazine*
http://meetingsnet.com/corporatemeetingsincentives/meetings_new_college_try/index.html

"CEOs rarely choose to exit the merry-go-round" November 11, 1997, *The Charlotte Observer*

"Workforce psychology" September 1996, *Crain's Small Business*

"Down to business at City Hall: Management professors aid local governments with new roles" August 6, 1996, *The Washington Post*
<http://www.highbeam.com/doc/1P2-791241.html>

"The meetings marathon: What's the point of all this togetherness?" July 14, 1996, *Chicago Tribune Magazine* http://articles.chicagotribune.com/1996-07-14/features/9607140321_1_first-meeting-theater-andy-warhol

"Saving Time" August 14, 1994, *Daily News (Los Angeles, CA)* and *Chicago Tribune*
http://articles.chicagotribune.com/1994-03-27/features/9403270176_1_meetings-time-management-experts-planning

TEACHING EXPERIENCE

The University of Chicago, Booth School of Business, Chicago, Illinois
Clinical Professor of Managerial Psychology

Courses taught in MBA degree programs:

- Managing in Organizations (MBA core course)
- Strategies and Processes of Negotiation (MBA elective)
- The Practice of Leadership in Business (MBA elective)

Courses taught in Executive MBA degree programs:

- Leadership Capital (Executive MBA Core course, Singapore, London, Chicago)
- Negotiations (Executive MBA core course, Singapore and London)
- Essentials of Effective Leadership (Executive MBA core course, Chicago, Singapore and London)
- Organizational Behavior (Executive MBA elective, Chicago, Singapore and London)
- Managerial Psychology (Executive MBA core course, Chicago, Singapore and Barcelona, Spain)
- The Role of the General Manager (Executive MBA core course, Chicago and Barcelona, Spain)

Program Offerings taught in Open-enrollment Executive Education:

- Essentials of Effective Management
- High Performance Leadership
- Personal Leadership Insight
- Chicago Management Institute
- Executive Development Program

Northwestern University, Kellogg Graduate School of Management,
Evanston, Illinois, *Visiting Assistant Professor*

Courses taught in MBA degree programs:

- Organizational Behavior (MBA core course)

TEACHING EXPERIENCE (Continued)

Stanford University, Graduate School of Business, Stanford, California
Assistant Professor

Courses taught in MBA and PhD degree programs:

- Organizational Behavior (MBA core course)
- Seminar in Interpersonal Perception (MBA elective)
- Experimental Approaches: Attribution Theory (Ph.D. seminar)

Topics taught in Executive Education:

- Understanding Organizational Behavior

Princeton University, Department of Psychology, Princeton, New Jersey
Preceptor

- General Psychology with John Darley
- Social Psychology with Joel Cooper
- Interpersonal Perception with Ned Jones