

GRANT R. ACKERMAN

ACADEMIC EXPERIENCE

Columbia University Graduate School of Business

Faculty Member, Executive Education, July 2013 – Present
Professor of Management, January 2007 – June 2013
Associate Dean for Executive Education and Professor of Management, August 2005 – December 2006
Faculty Member and Academic Director, Executive Education, January 2005 – August 2005
Faculty Member, Executive Education, July 2004 – January 2005

Rutgers University Business School -- Newark and New Brunswick

Assistant Professor, Department of Management and Global Business, 2000-2004
Adjunct Instructor, Department of Management and Global Business, 1998-2000

Pepperdine University School of Law

Visiting Associate Professor of Law, 1997-1998
Assistant Professor and Acting Associate Director, Institute for Dispute Resolution, 1989-1990

Educational Services Exchange with China, Inc.,

Director, Institute for International Trade, 1985-1989

EDUCATION

Columbia University Graduate School of Business, Ph.D., 2001. Recipient of competitive research fellowships from the Chazen Institute of International Business in 1994, 1995 and 1997 and a research grant from the Harriman Institute of the School of International and Public Affairs in 1994.

Columbia University Graduate School of Business, M.B.A., 1992. Concentration in Management and International Business. Member of editorial staff of the *Columbia Journal of World Business*.

University of Pittsburgh School of Law, J.D., 1982. Concentration in international commercial law.

Pennsylvania State University, B.A., Foreign Service and International Politics, Certificate in Russian Area Studies, 1978. President, Undergraduate Student Government.

PROFESSIONAL EXPERIENCE

Professional Development Center, Columbia University Graduate School of Business, Coordinator, Team Leadership Program, 1992 - 1996. Designed and taught team leadership programs for business school students.

Reinjohn, Clements and Burgess, Los Angeles, Associate 1983 - 1985. Private law practice emphasizing corporate, commercial and international business law.

Monteleone and McCrory, Los Angeles, Associate 1982 - 1983. Private law practice emphasizing corporate and commercial law.

PUBLICATIONS

Books

Ackerman, G.R. (Ed.) 1992. *CISG Annotated: Legislative History and Annotations to the United Nations Convention on Contracts for the International Sale of Goods* (New York: Warren, Gorham & Lamont).

Articles and Book Chapters

Brockner, J., Ackerman, G.R., & Fairchild, G., 2001. "When do elements of procedural fairness make a difference? A classification of moderating influences." in J. Greenberg & R. Cropanzano (Eds.), *Advances in Organizational Justice*. Stanford: Stanford University Press, pp. 179 - 212.

Brockner, J., Ackerman, G.R., Greenberg, J., Gelfand, M.J., Francesco, A.M., Chen, Z.X., Leung, K., Bierbrauer, G., Gomez, C., Kirkman, B.L., Shapiro, D., 2001. "Culture and procedural justice: The influence of power distance on reactions to voice." *Journal of Experimental Social Psychology*, Vol. 37, No. 4, pp. 300 - 315.

Ackerman, G.R., 1989. "UNCITRAL: Its documents and private practice." *The California International Practitioner* Vol. 1, No. 2.

Ackerman, G.R., 1988. "Scholarly commentary on the United Nations Convention on Contracts for the International Sale of Goods." 21 *Cornell International Law Journal* 248.

Papers and Presentations

Ackerman, G.R., 2007. "International Dispute Resolution and Cultural Differences: Cultural World Views and Perceptions of Fairness." (Rule of Law Conference, University of Richmond School of Law, April 2007)

Ackerman, G.R., 2001. "Cross-cultural dispute resolution." (American Society of Comparative Law 2001 annual meeting).

Ackerman, G.R., 2000. "Culture's influence on preferences for and reactions to elements of procedural justice: The effect of power distance in the People's Republic of China and the United States." (Society for Industrial and Organizational Psychology 2000 annual meeting).

Ackerman, G.R., 2000. "Treating subordinates with dignity and respect: Does it always matter? The moderating effect of power distance." (Academy of Management 2000 annual meeting).

Brockner, J. & Ackerman, G.R., 1998. "Moderating influences on elements of procedural justice." (Academy of Management 1998 annual meeting).

Ackerman, G.R., 1997. "Further evidence of culture's influence on employees' reactions to participation in decision making: The effects of uncertainty avoidance and power distance." (Academy of Management 1997 annual meeting).

Ackerman, G.R. & Brockner, J., 1996. "Comparing the role of voice in the People's Republic of China and the United States: The moderating effect of power distance." (Academy of Management 1996 annual meeting) Included as a Specially Selected Paper in the Electronic Proceedings. Published in Columbia University's Chazen Institute/Center for International Business Education monograph series.

Ackerman, G.R. & Honnold, J. 1986. "The United Nations Convention on Contracts for the International Sale of Goods." Report of the American Bar Association on Selected PIL Treaties.

OTHER PRESENTATIONS AND ACTIVITIES

United Nations Department of Peacekeeping Operations, Senior Induction Leadership Programme, "Managing Conflict." Half-day seminar. 2009

Cross-Cultural Dispute Resolution Seminar, Pepperdine University School of Law, Los Angeles, (Faculty Director) 1992, 1995-2000. Three-day program first presented in June 1992, six weeks after the Los Angeles riots. Participants included members of the various ethnic, racial and religious communities in the Los Angeles area.

"Cross-Cultural Conflicts and Overseas Business," Seoul, November 1997. (Visiting Lecturer) Korea University, Advanced Management Program.

United States Information Agency, Democracy and Human Rights Initiatives, Middle East, 1996, 1997. Mediation seminar presented to Israeli and Palestinian lawyers and professionals who mediate commercial disputes occurring within and between the Israeli and Palestinian communities.

"New Developments in China's Foreign Trade Policy and Practice" Los Angeles, October 1988. (Program Co-Chair) Sixth Annual United States - China Joint Legal Seminar.

"The New International Sales Convention: Its Impact on the Uniform Commercial Code" Los Angeles, May 1987. (Program Co-Chair) American Bar Association, Section of International Law and Practice.

Testimony before the United States Senate Committee on Foreign Relations, June 1986. Hearing on the United Nations Convention on Contracts for the International Sale of Goods and PIL Treaties.

Observer, United States Delegation to the meeting of National Reporters of the United Nations Commission on International Trade Law. (Vienna, June 1989; New York, July 1990).

MEMBERSHIPS

State Bar of California

American Bar Association, Vice-Chair, Section of International Law and Practice's Task Force on Cross-Cultural Negotiations and Dispute Resolution, 2001-2002, Chairman, Subcommittee on the United Nations Convention on Contracts for the International Sale of Goods, 1984 - 1987.

OUTSIDE ACTIVITIES 2006 – 2011

Columbia Business School requires faculty members to disclose any activities that might present a real or apparent conflict of interest. The list below complies with this requirement.

Consulting

Not-for-Profit Industry Association. Executive coaching and leadership development programs. 2011 – Present

Teaching

Pepperdine University School of Law, Straus Institute for Dispute Resolution. “Cross-Cultural Negotiation and Dispute Resolution” Two-credit seminar. 2008 – 2011, 2014

Financial Interest / Ownership

Innovative Performances. Owner Principal. Sole proprietorship producing shows that combine entertainment and education to explore lessons for leadership from the creative and performing arts. 2009 – present