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Curriculum Vitae:
BLAIR H. SHEPPARD

Address: Duke University
The Fuqua School of Business
100 Fuqua Drive, Box 90120
Durham, North Carolina 27708-0120

Telephone: 919-660-4090
919-599-4019 (cell)
E-mail: blair.sheppard@duke.edu

Marital Status: Married

Education and Degrees

1980 PhD University of Illinois, Champaign, Illinois
 Major: Social Psychology
 Minors: Industrial/Organizational Psychology
 Quantitative Methods

1977 MA University of Western Ontario, London, Ontario
 Major: Social Psychology

1976 BA University of Western Ontario, London, Ontario
 Major: Psychology

Academic, Administrative and Research Experience

8/11 – current Special Advisor for development DKU and China
 - Responsible for financial, business, programmatic and regional
 development activities related to Duke Kunshan University and
 its surrounding area. Duke is one of two American universities
 with independent legal status in China. DKU sits on 200 acres
 with first 36 acres under development and is intended to
 involve educational programs, research and engagement
 activities across all aspects of Duke.

7/07 – current Chair of Board, Duke Corporate Education
 - Developing next generation of leadership and enhancing global
 presence of Duke Corporate Education.

7/83 – current Secondary appointment, Department of Psychology, Duke University

- 7/07 – 8/11 Dean, Fuqua School of Business, Duke University
- Improved at least two levels in all key rankings.
 - Developed new Masters of Management Studies Program, already considered one of the three best in the world.
 - Improved selectivity from 38% to 22% and placement success from 76% to 91% in daytime MBA.
 - Eliminated deficit while still retaining the most productive research faculty in the United States, making a significant global investment and improving rankings.
 - Redesigned global offerings developing meaningful presence in all locations our programs are offered: Shanghai, Delhi, Dubai, Saint Petersburg and London.
 - Conceived idea, identified partners and conducted initial negotiations for Duke Kunshan University. If treated as a gift, the support from the city of Kunshan to Duke would be leveled between \$600million and \$1billion.
- 12/06 – 12/08 Chair of Board, Duke Corporate Education India Private Limited
- Established partnership with India Institute of Management Ahmedabad, the leading business school in India.
- 9/03 – 4/09 Chair of Board, Duke Corporate Education Ltd United Kingdom
- Established partnership with the London School of Economics.
- 7/00 – 7/07 CEO and Founder, Duke Corporate Education
- Created entirely new form of Executive Education model as a subsidiary of Duke University.
 - Ranked #1 in the world for nine years in a row by BusinessWeek and Financial Times and remains #1 under new leadership.
 - Grew revenue from \$12million in first year to \$56million.
- 1/97 – 7/00 Senior Associate Dean for Academic Programs, Fuqua School of Business, Duke University
- All program rankings improved, all ranked in top ten, daytime MBA #5 in BusinessWeek.
 - Conceived Cross Continent MBA, first real alternative for fulltime MBA students around the world offered by top 20 business school.
- 7/93 – 1/97 Associate Dean and Director of Executive Education, Fuqua School of Business, Duke University
- Enhanced revenue and ranking of open and custom Executive Education.
 - Conceived Global Executive MBA, the first global MBA offered by a leading US business school and first blended

program, considered one of the greatest innovations in business education by Financial Times.

4/93 – current	Professor of Management, Fuqua School of Business, Duke University
1/87 – 5/87	Visiting Associate Professor, Amos Tuck School of Business Dartmouth College, Hanover, NH
8/86 – 4/93	Associate Professor, Organizational Behavior, Fuqua School of Business, Duke University
8/81 – 8/86	Assistant Professor, Organizational Behavior, Fuqua School of Business, Duke University
8/80 – 8/81	Assistant Professor, Personnel/Organizational Behavior, McGill University
8/79 – 8/80	Visiting Instructor, Industrial/Organizational Psychology, University of Illinois

Honors and Awards

2011	Businessperson of the Year: Education, <i>Triangle Business Journal</i>
2007	Eminent Scholar Award, Institute of Finance, Frankfurt University
2005	Duke University Psychology Majors' Union Faculty Award
1994	Outstanding Book Award, Presented by the International Association for Conflict Management
1986	Recipient of the 1st North Carolina National Bank Outstanding Faculty Award, The Fuqua School of Business
1977–1979	Canada Council Doctoral Fellowship

Grant Funding

1998	E. L. Weigand Foundation: Investigation of Manager Development Program Success. Principal Investigator - \$108,500.
1988 – 89	United States Postal Service: Executive Leadership. (Research Director, Faculty Coordinator for Education and Research). \$1,700,000.

- 1987 – 88 United States Postal Service: Executive Leadership.
(Research Director, Faculty Coordinator for Education and Research).
\$1,700,000.
- 1987 Northern Telecom: Employee Communications. Co-investigator
Bob Reimheimer- \$35,000.
- 1986 – 87 Control Data Corporation: Managerial Fairness - \$20,000.
- 1985 – 86 IBM Corporation: Employee complaint systems. Co-investigators Roy
Lewicki & Bob Reinheimer - \$85,000.
- 1985 Control Data Corporation: Managerial Fairness - \$10,500.
- 1984 Control Data Corporation: Procedural Justice - \$ 4,500.

Editorial Responsibilities

Occasional reviewer or Associate Editor for Academy of Management Executive,
Academy of Management Learning Journal, Academy of Management Journal, Academy
of Management Review, Administrative Science Quarterly, International Conflict
Journal, Journal of Applied Psychology, Journal of Applied Social Psychology, Journal
of Consumer Research, Journal of Experimental Social Psychology, Journal of
Personality and Social Psychology, National Science Foundation, Negotiation Journal,
Management Science, Organizational Behavior and Human Decision Performance,
Organization Science and Social Justice Review.

Accreditation Reviews

Johnson School of Business, Cornell University, 2009
Yale School of Management, Yale University, 2010
Haas School of Business, Berkeley University, 2011

Select Duke University Committees

- 2011 DKU Planning Committee
2008 – 2010 University China Strategy Committee
2008 – 2010 University India Strategy Committee
1996 – 1997 Appointments, Promotion and Tenure
1984, 1994 Fuqua School of Business Strategy Committee, Chair
1997 MBA Program Redesign Committee, Chair

Present Board Memberships

2000-	Chair, Duke Corporate Education Board of Directors
2007-	Graduate School of Management, Saint Petersburg State University
2008-	Duke Global Inc. Board
2010-	CasaNovo Partners Advisory Board
2010-	North Carolina Governor's China Advisory Council

PUBLICATIONS

Articles

1. Sheppard, B.H. & Sherman, D.M. (1998). The grammars of trust: A model and general implications. Academy of Management Review, 23, 3, 422-437.
2. Sheppard, B.H. & Tuchinsky, M. (1996). Inter-firm relationships: A grammar of pairs. In Staw, B.M. & Cummings, L.L. Research in Organizational Behavior. Greenwich, CT: JAI Press, Vol. 18, 331-373.
3. Putallaz, M., Hellstern, L., Sheppard, B.H., Grimes, C.L., & Glodis, K.A. (1995). Conflict, social competence and gender: Maternal and peer contexts. Early Education and Development, 6, 431-443.
4. Roth, J. & Sheppard, B.H. (1995). Opening the black box of framing research: The relationship between frames, communication and outcomes. Best Paper Proceedings, Fifty-Fifth Annual Meeting of the Academy of Management. Vancouver, British Columbia, Canada, 94-98.
5. Minton, J.W., Lewicki, R.J. & Sheppard, B.H. (1994) Unjust dismissal in the context of organizational justice. The Annals of the American Academy of Political and Social Science, November, 135-148.
6. Sheppard, B.H., Blumenfeld-Jones, K., Minton, J.W. & Hyder, E. (1994). Informal conflict intervention: Advice and dissent. Employee Responsibilities and Rights Journal, 7 (1), 53-72.
7. Shapiro, D.L., Sheppard, B.H. & Cheraskin, L. (1992). Business on a handshake. The Negotiation Journal. 8 (4), 365-377.
8. Sheppard, B.H. (1992). Conflict research as schizophrenia: The many faces of organizational conflict. Journal of Occupational Behavior, 13, 325-334.
9. Saunders, D.M., Sheppard, B.H., Knight, V. & Roth, J. (1992). Employee voice to supervisors. Employee Responsibilities and Rights Journal, 5 (3), 241-259.
10. Putallaz, M. & Sheppard, B.H. (1990). Social status and children's orientations to limited resources. Child Development, Vol. 61, 1086-1104.

11. Vollrath, D.A., Sheppard, B.H., Hinsz, V. & Davis, J.H. (1989). Memory performance by decision-making groups: An illustration with mock juries. Organizational Behavior and Human Decision Processes, 43, 289-300.
12. Sheppard, B.H. (1988). The art and science of mediation. Negotiation Journal, 4, 161-170.
13. Sheppard, B.H., Hartwick, J., & Warshaw, P. (1988). The theory of reasoned action: A meta-analysis of past research with recommendations for modifications and future research. Journal of Consumer Research, 15, 325-343.
14. Sheppard, B.H., Saunders, D.M., & Minton, J.W. (1988). Procedural justice from the third party perspective. Journal of Personality and Social Psychology, 54, 629-637.
15. Sheppard, B.H. & Lewicki, R.J. (1987). Toward general principles of managerial fairness. Social Justice Research, 1, 161-176.
16. Sheppard, B.H. & Minton, J. (1987). Research on procedural justice: Implications for industrial relations, Industrial Relations Research Association Series. 1, 368-374.
17. Dunn, S., Putallaz, M., Sheppard, B.H., & Lindstrom, R. (1987). Social support and adjustment in gifted adolescents, Journal of Educational Psychology, 4, 467-473.
18. Kolb, D.M., & Sheppard, B.H. (1985). Do managers mediate, or even arbitrate? The Negotiation Journal, 3, 377-388.
19. Sheppard, B.H. (1985). Justice is no simple matter: The case for elaborating our model of procedural justice. Journal of Personality and Social Psychology, 49, 953-962.
20. Lewicki, R.J. & Sheppard, B.H. (1985). Choosing how to intervene: Factors influencing the use of process and outcome control in third party dispute resolution. Journal of Occupational Behavior, 6, 49-64.
21. Sheppard, B.H. (1984). Third party conflict intervention: A procedural framework. In B.M. Staw & L.L. Cummings (eds.) Research in Organizational Behavior. Vol VI. Greenwich, CT: JAI Press. 141-190.
22. Lissak, R.I. & Sheppard, B.H. (1983). Beyond fairness: The criterion problem in dispute intervention. Journal of Applied Social Psychology, 13, 2, 45-65.
23. Sheppard, B.H. & Vidmar, N. (1980). Adversary pretrial procedures and testimonial evidence: Effects of lawyer's role and Machiavellianism. Journal of Personality and Social Psychology, 39, 2, 320-332.
24. Sorrentino, R.M. & Sheppard, B.H. (1978). Effects of affiliation-related motives on swimmers in individual versus group competition: A field experiment. Journal of Personality and Social Psychology, 36, 704-714.

Book

1. Sheppard, B.H., Lewicki, R.J. & Minton, J. (1992). Organizational Justice. Lexington, Mass: Lexington Books. (Winner book of the year Award, Conflict Management Division, Academy of Management.)

Book Chapters

1. Sheppard, B. H., & LeBouef. (2006). Leadership development needs of the business world. In Leboeuf & Siang (eds.), Leader to Leader: A Special Supplement. San Francisco, CA: Jossey Bass.
2. Houde, L., Sherman, D.M., White, T.B. & Sheppard, B.H. (2004). The four faces of trust: An empirical study of the nature of trust in relational forms. In Haslam, N. (ed.), Relational Models Theory: A Contemporary Overview. Mahwah, NJ: Lawrence Erlbaum Associates.
2. Sheppard, B.H. & Tuchinsky, M. (1996). Micro OB and the network organization. In Kramer, R. & Tyler, T. Trust in Organizations. Beverly Hills, CA: Sage Publications.
3. Sheppard, B.H. (1996). Negotiating in long term relationships among relative equals. In Bies, R., Lewicki, R.J. & Sheppard, B.H. (eds.). Research on Negotiations in Organizations. Greenwich, CT: JAI Press, Vol. 5.
3. Folger, R., Sheppard, B.H. & Konovsky, R. (1996). Three faces of social justice. In Rubin, J. & Bunker, B. Conflict, Cooperation and Justice: Essays in Honor of Deutsch. San Francisco, CA: Jossey-Bass.
4. Putallaz, M. & Sheppard, B.H. (1992). Conflict management and social competence. In C.U. Shantz and W.W. Hartup (eds), Conflict in Child and Adolescent Development. New York: Cambridge University Press.
5. Sheppard, B.H., Blumenfeld-Jones, K. & Roth, J. (1989). Informal thirdpartyship: Studies of everyday conflict intervention. In K. Kressel & D. Pruitt (eds.) Mediation Research. San Francisco, CA: Jossey-Bass.
6. Sheppard, B.H., Lewicki, R.J. & Minton, J. (1986). A new view of organizations: Some retrospective comments and integrative themes. In R.J. Lewicki, B.H. Sheppard & M. Bazerman (eds.) Research on Negotiation in Organizations. Greenwich CT: JAI Press.
7. Sheppard, B.H. (1983). Managers as inquisitors: Some lessons from the law. In M.H. Bazerman & R.J. Lewicki (eds.) Bargaining Inside Organizations. Beverly Hills, CA: Sage Publications.

8. Sheppard, B.H. & Davis, J.H. (1982). The current state of choice shift and related phenomena. In H. Brandstatter, J.H. Davis & G. Stocker-Kreichgauer (eds.), Group Decision Processes. Chichester, England: Wiley.
9. Hartwick, J., Sheppard, B.H. & Davis, J.H. (1982). Group remembering: Research and implications. In R. Guzzo (ed.) Improving Group Decision-making, New York: Academic Press.

Edited Series: Research on Negotiation in Organizations

1. Bies, R., Lewicki, R.J. & Sheppard, B.H. (eds.) (1999). Research on Negotiations in Organizations. Stamford, CT: JAI Press, Vol. 7.
2. Lewicki, R.J., Bies, R. & Sheppard, B.H. (eds.) (1998). Research on Negotiations in Organizations. Greenwich, CT: JAI Press, Vol. 6.
3. Bies, R., Lewicki, R.J. & Sheppard, B.H. (eds.) (1996). Research on Negotiations in Organizations. Greenwich, CT: JAI Press, Vol. 5.
4. Lewicki, R.J., Sheppard, B.H. & Bies, R. (eds) (1994). Research on Negotiations in Organizations. Greenwich, CT: JAI Press, Vol. 4.
5. Bazerman, M., Lewicki, R.J., & Sheppard, B.H. (eds) (1991). Research on Negotiation in Organizations. Greenwich, CT: JAI Press, Vol. 3.
6. Sheppard, B.H., Bazerman, M., & Lewicki, R.J. (eds) (1990). Research on Negotiation in Organizations. Greenwich, CT: JAI Press, Vol. 2.
7. Lewicki, R.J., Sheppard, B.H. & Bazerman, M. (eds) (1986). Research on Negotiation in Organizations. Greenwich, CT: JAI Press, Vol. 1.

Duke Corporate Education Leading From the Center Book Series

1. Translating Strategy into Action. Chicago: Kaplan, 2005.
2. Influencing and Collaborating for Results. Chicago: Kaplan, 2005
3. Building Effective Teams. Chicago: Kaplan, 2005.
4. Discovering Creative Solutions to Everyday Challenges. Chicago: Kaplan, 2006.
5. Staying Focused on Goals and Priorities. Chicago: Kaplan, 2006.
6. Coaching and Feedback for Performance. Chicago: Kaplan, 2006.

7. Changing Roles: Avoiding the Transition Traps. Chicago: Kaplan, 2006.
8. Inspiring Others. Chicago: Kaplan, 2006.

Business Case Studies

A&W Accounting
Central Travel Agency
North American Technologies
Seatcor Corporation
Canada Steel Mill
The Premature Interns

Presentations

Invited Addresses: including but not limited to Academy of Management, American Economic Association, American Psychological Association, American Association of Colleges and Schools of Business Global Dean's Forum, China Education Association for International Exchange Annual Meeting, China MBA Guidance Committee National MBA Reform and Innovation Conference, Chinese Academy of Sciences, Chinese Central Television Annual Economic Forum, CCTV Dialogue, Chinese Ministry of Commerce, Davos, European Foundation for Management Development Annual Dean's Conference, General Management Admissions Council Annual Conference, Latin Trade Annual Forum, Shanghai CBN New Year's Forum, UNICON, World Economic Forum: Saint Petersburg, Russia.

Invited Colloquia: Carnegie Mellon University, Duke University, Harvard University, London School of Economics, London Business School, McGill University, M.I.T., Ohio State University, Oxford University, Penn State University, Saint Petersburg State University, Shanghai Jiao Tong University, Skolkovo University, University of North Carolina at Chapel Hill, University of Toronto, University of Virginia, University of Western Ontario, and Yale University.