

## LINDA E. GINZEL

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### EDUCATION

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

### PROFESSIONAL EXPERIENCE

Clinical Professor of Managerial Psychology, 1998 to present  
Academic Director of Corporate 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 and Operations  
Center, Purchase, New York

### RESEARCH INTERESTS

Leadership practices and managerial psychology, negotiation skills,  
organizational behavior and the social psychology of organizations; social  
cognition and interpersonal perception; ethical leadership; executive education  
and leadership development

### HONORS AND AWARDS

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

2000; 01 Two-time recipient of the James S. Kemper, Jr. Grant in Business  
Ethics, The James S. Kemper Foundation, Chicago, Illinois

## HONORS AND AWARDS (Continued)

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

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

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

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

## PROFESSIONAL ACTIVITIES (Continued)

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

## CUSTOMIZED NON-DEGREE EDUCATIONAL PROGRAMS

- Founded the Corporate Education Office (CEO) at the University of Chicago Booth School of Business and held the responsibility for establishing, growing and leading this educational enterprise from July 1995 to July 2004.
- Recognized by the *Financial Times*, in 2002, when Booth's customized 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, General Electric, International Paper, RSM McGladrey, Inc., The Securities Industry Association, The University of Chicago, William Blair & Company, Whirlpool Corporation, and WM. Wrigley Jr. Company.
- Taught in custom-designed, executive education seminars for companies such as: Abbott Laboratories, AMSTED Industries, Argonne National Laboratory, The City of Chicago, Dade Behring, Fermilab, General Electric, Lexis-Nexis, Merrill Lynch, Publicis Groupe, RSM McGladrey, Inc., The Securities Industry Association, Sterling Capital Partners, Underwriter Laboratories (UL), The University of Chicago, UOP, US Food Service, USG, Whirlpool Corporation, and WM. Wrigley Jr. Company.

## PAPERS AND PUBLICATIONS

Zivan, D. (2002). "The Playskool Travel-Lite Crib," Edited by L. Ginzel is available at <http://www.chicagocdr.org/cases>. It has also been made available directly from CasePlace.org. This online service of The Aspen Institute's Business and Society Program (BSP) has over 10,000 subscribers: [http://www.caseplace.org/cases/cases\\_show.htm?doc\\_id=124280](http://www.caseplace.org/cases/cases_show.htm?doc_id=124280) The case is included in McGraw-Hill's electronic publishing system that allows instructors to choose selections from the Primis database to create a customized textbook. Also appears in:

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

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.

## PAPERS AND PUBLICATIONS (Continued)

- 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.

## INVITED TALKS, CONFERENCE PRESENTATIONS AND SYMPOSIA

- Ginzler, L. E. (May 2009; Chicago, Illinois). Everyday Negotiation Skills. Chicago Booth Recruiter's Conference, University of Chicago.
- Ginzler, L. E. (May 2009; Chicago, Illinois). Collaborative Negotiation Skills. The 57<sup>th</sup> Annual Management Conference at the University of Chicago Booth School of Business.
- Ginzler, L. E. (May 2007; Chicago, Illinois). Back to the Classroom: Sharpen Your Negotiation Skills. The 55<sup>th</sup> Annual Management Conference at the University of Chicago Graduate School of Business.
- Ginzler, 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, CONFERENCE PRESENTATIONS AND SYMPOSIA (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 46<sup>th</sup> 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 50<sup>th</sup> 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.

## INVITED TALKS, CONFERENCE PRESENTATIONS AND SYMPOSIA (Continued)

- Ginzel, L. E. (June 1995; Macomb, Illinois). You Say that you Teach Management Skills: What do you Mean? Organizational Behavior Teaching Conference.
- 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.

## TEACHING EXPERIENCE

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

*Courses taught in degree programs:*

- Managing in Organizations (MBA core course)
- Strategies and Processes of Negotiation (MBA elective)
- The Practice of Leadership in Business (MBA elective)
- Negotiations (Executive MBA core course, Chicago, Singapore and London)

## TEACHING EXPERIENCE (Continued)

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

*Courses taught in degree programs:*

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)

*Topics taught in executive education:*

High Performance Leadership; Self-awareness, Action and Insight Skills; The Social Psychology of Management; Ethical Leadership; Action Planning and Implementation; Motivation in the Workplace; Job Design and Reward Systems; Organizational Culture, Commitment and Socialization; Managerial Prophecy: The Effects of Expectations on Behavior; Overcoming Barriers to Individual and Organizational Decision Making; Team Building and Group Decision Making; Organizational (Un)Learning

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

*Courses taught in degree programs:* Organizational Behavior (MM core course)

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

*Courses taught in 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

Spertus College, Human Services Administration Program, Chicago, Illinois  
Adjunct Professor

*Courses taught in degree programs:* Organizational Principles (required MA course)

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

General Psychology, Social Psychology and Interpersonal Perception