

## Alice F. Stuhlmacher, Ph.D.

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Department of Psychology  
 DePaul University  
 2219 N. Kenmore Avenue  
 Chicago, IL 60614  
 773-325-2050  
[astuhlma@depaul.edu](mailto:astuhlma@depaul.edu)

### EDUCATION

- Ph.D. Purdue University,
- M.S. Purdue University  
 West Lafayette, Indiana  
 Industrial/Organizational Psychology
- B.A. Bradley University  
 Peoria, Illinois  
 Major: Psychology, Minor: Chemistry

### ACADEMIC POSITIONS

DePaul University Department of Psychology	
Department Chair (elected position, 2 terms)	January 2016-June 2022
Professor	2010 - present
Associate Professor with Tenure	1999 - 2010
Director, DePaul I-O Psychology (4 terms)	
Assistant Professor	1991 - 1999

### TEACHING

#### Undergraduate

- ISP 102 Explore Chicago & ISP 103 Discover Chicago courses: *Labor Unions in the City that Works*
- PSY 105 & 106 Introduction to Psychology I and II
- PSY 210 Psychology of Business and Industry
- PSY 340 Statistics 2
- PSY 343 Introduction to Psychological Measurement
- PSY 380/680 Introduction to Industrial/Organizational Psychology
- PSY 382 Organizational Behavior
- PSY 397 Experiential Learning/Psychology Research
- PSY 388 I-O Topics Seminar: Gender in the Workplace
- PSY 388 I-O Topics Seminar: Occupational Health Psychology

PSY 388 I-O Topics Seminar: Psychology of Negotiation  
 PSY 399 Independent Study  
**Online-FTF Hybrid format**  
 PSY 343 Introduction to Psychological Measurement

### Graduate

PSY 420 Advanced Research Methodology  
 PSY 444 Performance Appraisal  
 PSY 446 Psychological Theories of Organizations  
 PSY 450 Psychological Measurement  
 PSY 559 Topical Seminar in I/O Psychology: Conflict in Organizations  
 PSY 559 Topical Seminar: The Science and Practice of Negotiation  
 PSY 559 Topical Seminar: Occupational Health Psychology  
 PSY 594 Independent Study  
 PSY 586/587 Practicum in I/O Psychology

### UNDERGRADUATE SUPERVISION

45+ INDEPENDENT STUDIES/EXPERIENTIAL LEARNING  
 12 SENIOR HONORS PROJECTS (INCLUDING UNIVERSITY HONORS)  
 8 DUOS PROJECTS (Doctoral-Undergraduate Opportunities)

### GRADUATE STUDENT SUPERVISION

#### DISSERTATION AND THESIS SUPERVISION

**Total number of committees: 158+**

Chair: 57 (36 Masters, 21 dissertations)

Committee member: 101 (49 theses, 52 dissertations)

### SCHOLARSHIP

*Note: Student co-authors are underlined*

**Research in organizational psychology relating to conflict and negotiation, gender, and workplace effectiveness.**

### Publications

Brown, S. G. U., Stuhlmacher, A. F., & Keegin, M. M. (in press 2<sup>nd</sup> edition). Job role congruence and gender. In A. C. Michalos (Ed.) *Encyclopedia of Quality of Life and Well-Being Research* (pp 3448-3451). Springer, Dordrecht, Netherlands: Springer.

Mikels, J. A., & Stuhlmacher, A. F. (2020). This time with feeling: Aging, emotion, and decision making at work. *Industrial and Organizational Psychology*, 13, 395-398.  
<https://doi.org/10.1017/iop.2020.65>

- Brown, S. G., & Stuhlmacher, A.F. (2020). Affect and workplace judgment and decision-making. Chapter 13 in Yang, L., Cropanzano, R., Daus, C., & Martínez-Tur, V. (Eds.), *The Cambridge Handbook of Workplace Affect* (Cambridge Handbooks in Psychology). Cambridge: Cambridge University Press.
- Stuhlmacher, A. F. & Zervos, L. S. (2020). Role salience and context: The example of negotiation dyad gender composition. Chapter to appear in Olekalns, M., & Kennedy, J. (Eds.) *Handbook of Research on Gender and Negotiation*. London: Edward Elgar.
- Gallagher, K. R., Burns, T. H., & Stuhlmacher, A. F. (2020). Keeping our friends close: Friendship maintenance through the roles of gender and negotiation. Chapter to appear in Olekalns, M., & Kennedy, J. (Eds.) *Handbook of Research on Gender and Negotiation*. London: Edward Elgar.
- Keegin, M. M., Stuhlmacher, A. F., & Cotton, A. S. (2017). Embracing context in leadership theory: Lessons from negotiation research. In J. Storberg-Walker & P. Haber-Curran (Eds.) *Theorizing Women and Leadership: New Insights and contributions from Multiple Perspectives*. 89-100. Charlotte, NC: Information Age Publishing.
- Connolly, C., Stuhlmacher, A. F., Cellar, D. F. (2015). Be mindful of motives for mindfulness training. *Industrial and Organizational Psychology*, 8, 679-682 doi:10.1017/iop.2015.99
- Mazei, J., Hüffmeier, J., Freund, P. A., Stuhlmacher, A. F., Bilke, L., & Hertel, G. (2015). A meta-analysis on gender differences in negotiation outcomes and their moderators. *Psychological Bulletin*, 141(1), 85-104. doi:10.1037/a0038184
- Linnabery, E., Stuhlmacher, A. F., & Towler, A. (2014). From whence cometh their strength: Social support, coping, and well-being among Black women professionals. *Cultural Diversity and Ethnic Minority Psychology*, 20, 541-549.
- Brown, S. G. U., Stuhlmacher, A. F., & Keegin, M. M. (2014). Job role congruence and gender. In A. C. Michalos (Ed.) *Encyclopedia of Quality of Life and Well-Being Research* (pp 3448-3451). Springer, Dordrecht, Netherlands: Springer. (invited)
- Stuhlmacher, A. F., & Adair, C. K. (2014). Personality and negotiation. In M. Benoliel (Ed.), *Negotiation excellence: Successful deal making*. 2<sup>nd</sup> edition. World Scientific Publishing. (invited, revision of first edition)
- Stuhlmacher, A. F., & Linnabery, E. (2013). Gender and negotiation: A social role analysis. Chapter 9 (pp221-248) in *Handbook of Research on Negotiation*, Mara Olekalns & Wendi Adair (Eds). London: Edward Elgar. (invited)
- Towler, A. J, & Stuhlmacher, A. F. (2013). Attachment styles, relationship satisfaction, and well-being in working women. *Journal of Social Psychology*, 153, 279-98.

- Fisher, D. M., & Stuhlmacher, A. F. (2011). Meta-analysis. In D. Christie (Ed.), *Encyclopedia of peace psychology*. Hoboken, New Jersey: Wiley-Blackwell. (invited)
- Cellar, D. F., Stuhlmacher, A. F., Young, S. K., Fisher, D. M., Adair, C.K., Haynes, S., Twichell, E., Arnold, K. A., Royer, K., Denning, B. L., & Riester, D. (2011). Trait goal orientation, self-regulation, and performance: A meta-analysis. *Journal of Business and Psychology*, 26, 467-483.
- Stuhlmacher, A. F., & Adair, C. K. (2011). Personality and negotiation. In M. Benoliel (Ed.), *Negotiation excellence: Successful deal making*. World Scientific Publishing. (invited)
- Stuhlmacher, A. F., & Poitras, J. (2010). Gender and job role congruence: A field study of trust in labor mediators. *Sex Roles*, 63, 489-499.
- Halpert, J. A., Stuhlmacher, A. F., Crenshaw, J. L., Litcher, C. D., & Bortel, R. (2010). Paths to negotiation success. *Negotiation and Conflict Management Research*, 3(2), 91-116.
- Sondrak, H., & Stuhlmacher, A. F. (2009). Gendered organizational order and negotiations research. *Negotiation and Conflict Management Research*, 2, 107-120. (invited)
- Stuhlmacher, A. F., Briggs, A. L., & Cellar, D. F. (2009). Workplace safety and personality. In P. J. Corr & G. Matthews, (Eds.), *The Cambridge handbook of personality psychology*, (pp. 764-779). Cambridge: Cambridge University Press. (invited)
- Stuhlmacher, A. F., & Morrissett, M. G. (2008). Men and women as mediators: Disputant perceptions. *International Journal of Conflict Management*, 19, 249-261.
- Stuhlmacher, A. F., Citera, M., & Willis, T. (2007). Gender differences in virtual negotiation: Theory and research. *Sex Roles*, 57, 329-339.
- Stuhlmacher, A. F., & Gillespie, T. L. (2006). Managing conflict in the literature: Meta-analysis as a research method. In P. Carnevale & C.K.W. DeDreu (Eds). *Methods of negotiation research* (pp.227-238). Koninkilijke Brill NV Martinus Nijhoff publishers (reprint of 2005 article). (Received 2008 Outstanding Book award from the International Association for Conflict Management). (invited)
- Stuhlmacher, A. F., & Winkler, R. B. (2006). Negotiating while female: Research and implications. In M. Barrett & M. J. Davidson (Eds.), *Gender and communication issues at work* (pp. 211-223). Aldershot: Ashgate Publishing Ltd. (invited)
- Stuhlmacher, A. F., & Citera, M. (2005). Hostile behavior and profit in virtual negotiations: A meta-analysis. *Journal of Business and Psychology*, 20, 69-93.
- Stuhlmacher, A. F., & Gillespie, T. L. (2005). Managing conflict in the literature: Meta-analysis as a research method. *International Negotiation*, 10, 67-78. (invited)

- Grant, K. E., Compas, B. E., **Stuhlmacher**, A. F., Thurm, A. E., McMahon, S. D., & Halpert, J. A. (2003). Stressors and child/adolescent psychopathology: Moving from markers to mechanisms of risk. *Psychological Bulletin*, *129*, 447-466.
- Zetik, D. C., & **Stuhlmacher**, A. F. (2002). Goal setting and negotiation performance: A meta-analysis. *Group Processes and Interpersonal Relations*, *5*, 35-52.
- Citera, M., & **Stuhlmacher**, A. F. (2001). A policy modeling approach to examining judgments in organizational acquisitions. *Journal of Behavioral Decision Making*, *14*, 309-327.
- Stuhlmacher**, A. F., & Cellar, D. F. (2001). The role of individual differences in understanding and predicting safety behavior. *Journal of Prevention and Intervention in the Community*, *22*, 1-3.
- Stuhlmacher**, A. F., & Champagne, M. V. (2000). The impact of time pressure and information on negotiation process and decisions. *Group Decision and Negotiation*, *9*, 471-491.
- Stuhlmacher**, A. F., & Walters, A. E. (1999). Gender differences in negotiation outcome: A meta-analysis. *Personnel Psychology*, *52*, 653-677.
- Helgstrand, K., K., & **Stuhlmacher**, A. F. (1999). National culture: An influence on leader evaluation? *International Journal of Organizational Analysis*, *2*, 153-168.
- Walters, A. E., **Stuhlmacher**, A. F., & Meyer, L. L. (1998). Gender and negotiator competitiveness: A meta-analysis. *Organizational Behavior and Human Decision Processes*, *76*, 1-29.
- Stuhlmacher** A. F., Gillespie, T. L., & Champagne, M. V. (1998). The impact of time pressure in negotiation: A meta-analysis. *The International Journal of Conflict Management*, *9*, 97-116.
- Stuhlmacher** A. F., & Halpert, J. A. (1998). Perceived fairness of arbitration: The impact of decision strategy. *Journal of Social Behavior and Personality*, *13*, 359-373.
- Stuhlmacher**, A. F., & Stevenson, M. K. (1997). Using policy modeling to describe the negotiation process. In S. Brodt (Ed.), Special issue on Innovative Approaches to Research. *Group Decision and Negotiation*, *6*, 315-336.
- Stuhlmacher**, A. F., & Stevenson, M. K. (1994). Predicting the strength of preference for contracts using policy modeling. *Organizational Behavior and Human Decision Processes*, *57*, 253-289.

## Book

Stuhlmacher, A. F., & Cellar, D. F. (2001). *Workplace safety: Individual differences in behavior*. Haworth Press. Reprint of edited journal issue.

### Non-referred articles

Bott, J. P., Stuhlmacher, A. F., & Powaser, P. (2006). The invisible pipeline: I/O at the undergraduate level. *The Industrial Psychologist*, 44, 123-127

Stuhlmacher, A., & Halpert, J. (2004). Teaching the teachers: I-O in the high school curriculum, *The Industrial Psychologist*, 41, 153-154.

### Presentations

#### Invited Research Presentations

Stuhlmacher, A. F & Keegin, M. (2018, Spring). Breaking Bias: Leadership Excellence and Gender in Organizations Conference, Purdue University.

Stuhlmacher, A. F. (2018, September). *The Power of Small Effects: Gender and Negotiation*. DePaul University Psychology Showcase, DePaul University.

Stuhlmacher, A. F. (2106, October). *Gender and Negotiations in the Digital Age*. Women and Public Policy program, Kennedy School of Government, Harvard University.

Stuhlmacher, A. F. (2014, Sept). *Gender and Negotiation Outcomes Revisited*. Women in the workplace: Navigating the labyrinth conference. Carnegie Mellon University, Pittsburgh, PA.

Stuhlmacher, A. F (2013, April,). *Gender and Negotiation: Lessons for Men and Women*. Michigan Technological University, Houghton, Michigan.

Stuhlmacher, A. F. (2012, November). *Psychological Distance and Social Roles in a Digital World*. University of Münster, Germany.

Stuhlmacher, A. F. (faculty mentor, 2009-2010). Mentor and supervisor for research team for Georgetown's Gender in the Workplace Research Initiative, Washington DC: Georgetown University.

Stuhlmacher, A. F. (2009, October). *Perception differences between men and women in negotiation: A meta-analytic review*. Invited presentation at the Gender in Negotiation & Decision Making Research Seminar co-sponsored by the Women in Public Policy, Harvard Kennedy School, and the Program on Negotiation, Harvard Law School, Cambridge, MA.

Stuhlmacher, A. F. (faculty mentor 2009, April). Student team: Myers, M., Checchia, S.,

Haynes, S., Waterston, C., 'Mis' negotiation: Implications for women leaders of today and tomorrow. Invited presentation at the Georgetown's Gender in the Workplace Research Initiative, National Press Club, Washington DC.

**Stuhlmacher, A. F.** (2009, May). *Gender differences in negotiation: The impact of context*. Invited speaker presentation at the annual meeting of the Midwest Psychological Association, Chicago, IL

**Stuhlmacher, A. F.** (2008, November). *Building a bridge to somewhere: Negotiation for I/O psychologists*. Featured speaker to Chicago I/O Psychologists (CIOP), Chicago, IL

**Stuhlmacher, A. F.** (2007, November). *Pulling together lab and field research on gender and negotiation*. Invited keynote presentation at the Gender and Negotiation in Organizations Seminar. Women and Public Policy Program Research Seminar, Kennedy School of Government, Harvard University, Cambridge, MA.

**Stuhlmacher, A. F.** (2006, August). *Symposium on negotiator characteristics* (Invited Discussant), Annual meeting of the Academy of Management, Atlanta, GA.

**Stuhlmacher, A. F.** (2001, May). Implications of "virtual" negotiation. In symposium presented by DePaul University's MSHR program. In *Reinventing Human Resources: Adjusting to the Changing Economy*.

**Stuhlmacher, A. F.** (1996, April). *Pay, Performance and Politics* (Invited Discussant), joint meeting of Midwest Decision Sciences Institute/Midwest Academy of Management, South Bend IN.

**Citera, M., & Stuhlmacher, A. F.** (1994, March). *Fairness judgments in acquisitions*. Purdue University I/O Psychology Colloquia.

### **Symposia (Refereed)**

Gallagher, K. R. & Stuhlmacher, A. F. (2019). *Negotiating while female: How communication mode matters*. In A.M. Ryan (Chair), Speaking while female: Gender and workplace communication. Symposium presented at the 34<sup>th</sup> annual meeting of the Society for Industrial and Organizational Psychology, Washington, DC.

**Stuhlmacher, A. F. & Reich, C.** (2017, August). *Gender and individual differences in e-negotiation choices*. Sudeep Sharma & Daisung Jang (Co-chairs). Individual differences shape negotiation context, behaviors and outcomes. Symposium at the annual meeting of the Academy of Management, Atlanta, GA.

**Stuhlmacher, A.F., Mazei, J., Mitchell, T., Hertel, G., & Hüffmeier, J.** (2017, July) *Perception differences between men and women in negotiation: A meta-analytic review*. Paper in (J. Mazei & J. B. Bear, co-chairs) symposium: Expanding the lens: New directions in the

study of gender in negotiation and conflict management. International Association of Conflict Management, Berlin, Germany.

- Stuhlmacher, A. F.** (2016, May). Cognition at work: A sample of graduate student research. (chair) 28<sup>th</sup> American Psychological Society Annual Convention. Chicago, IL
- Stuhlmacher, A. F.** (2015, April). *Labyrinth Leveling: Solutions from Science and Practice*. Eileen Linnabery (chair). Panel Discussion presented at the meeting for the Society for Industrial-Organizational Psychology, Philadelphia, PA.
- Stuhlmacher, A. F.** (2015, April). *Bridging and Cross-Collaboration Between Master's and Doctoral I/O Programs*, Amy Quarton (chair). Panel Discussion presented at the meeting for the Society for Industrial-Organizational Psychology, Philadelphia, PA.
- Mazei, J., Hüffmeier, J., Freund, P. A., **Stuhlmacher, A. F.**, Bilke, L., & Hertel, G. (2013, August) Symposium zur aktuellen Verhandlungsforschung. Tagung der Fachgruppe Sozialpsychologie, Deutsche Gesellschaft für Psychology (Symposium on current negotiation research, Meeting of Social Psychology, German Psychologist Association)
- Stuhlmacher, A. F.**, Poitras, J., & Ittner, H. (2012, April). Gender congruence and cooperation in negotiation. In G. Fernandes (Chair), *Deciphering Gendered Responses to Organizational Conflict*. Symposium presented at the meeting for the Society for Industrial-Organizational Psychology, San Diego, CA.
- Stuhlmacher, A. F.**, & Towler, A. (2010, June). *Role of attachment style in home and work requests*. In M. Olekalns & H. R. Bowles (Co-Chairs), *Can we stop talking about sex? Second generation gender issues in negotiation*. Paper in symposium conducted at the International Association for Conflict Management, Boston, MA.
- Stuhlmacher, A. F.**, Citera, M., & Willis, T. (2006, May). *Gender differences in virtual negotiations: A meta-analysis*. In A. F. Stuhlmacher (Chair), *Gender, conflict, and influence: New directions and findings*. Symposium conducted at the annual meeting of the Society for Industrial-Organizational Psychology, Dallas, TX.
- Citera, M., **Stuhlmacher, A. F.**, & Deprez-Sims, A. (2005, April). I/O by the book: A Review of I/O and OB undergraduate textbooks. In A. F. Stuhlmacher (Chair), *I/O undergraduate education: Identity, challenges, and new directions*. Selected as part of special theme "The future of I-O psychology research, teaching, and practice: What lies ahead for the next 20 years?" Symposium conducted at the 20<sup>th</sup> annual conference of the Society of Industrial-Organizational Psychology, Los Angeles, CA.
- Citera, M., **Stuhlmacher, A. F.**, & Mitsuya, T. (2003, April). E-negotiations: Implications for building business relationships online. In J. Stanton, & F. Oswald (Chairs), *Innovations in technology enhanced employment processes*. Symposium conducted at the 18<sup>th</sup> annual conference of the Society of Industrial-Organizational Psychology, Orlando, FL.



- Stuhlmacher, A. F., & McMahon, S. D.** (2002, August). The impact of school-based violence prevention programs: A meta-analytic perspective. In symposium *School violence: Consequences, prevention, and evaluation*, presented to the annual convention of the American Psychological Association, Chicago, IL.
- Stuhlmacher, A. F.** (2002, August). Chair of panel discussion entitled *Funding graduate training in I/O Psychology*, presented to the annual convention of the American Psychological Association, Chicago.
- Stuhlmacher, A. F.** (2001). Chair, *Individual differences in safety behavior*. Symposium presented at the 16<sup>th</sup> annual meeting of the Society of Industrial and Organizational Psychology, San Diego, CA.
- Champagne, M. V., Wong, Y., & **Stuhlmacher, A. F.** (1998, April). The impact of computer mediated communication within the negotiation process. In symposium, *The social implications of computer-mediated communication for teamwork and bargaining* at the 13th annual meeting of the Society of Industrial and Organizational Psychology, Dallas, TX.
- Stuhlmacher, A. F.** (1997, April). Control and realism in computer simulations of negotiation. In S. Goltz (chair), *Using computer simulations in experiments: Realism and other issues*. Symposium conducted at the 12th annual meeting of the Society of I/O Psychology, St. Louis, MO.
- Halpert, J. A., **Stuhlmacher, A. F.**, & Walters, A. E. (1997, April). Win, lose or compromise: Re-conceptualizing integrative negotiation. In M. Citera & **A. Stuhlmacher** (Chairs), *Rethinking social conflict in negotiation*. Symposium conducted at the 12th annual meeting of the Society of I/O Psychology, St. Louis, MO.
- Stuhlmacher, A. F.** (1993, April). Expanding negotiation solutions: Examining bargaining space and new options with policy modeling. In M.K. Stevenson, (chair), *Practical applications of policy modeling: Evaluations, utility, negotiation, fairness*. Symposium conducted at the annual meeting of the Society of I/O Psychology, San Francisco, CA.

### Conference Papers and Posters

- Rouse, Amber C. & **Stuhlmacher, A. F.** (2020, May) Black Female Entrepreneurs Maintain Work-Life Boundaries and Balance, 32nd APS Annual Convention, May 21 - 24, 2020, in Chicago, USA. Conference cancelled due to COVID19. Award winning Entrepreneurship Poster Award ,supported by Ewing Marion Kauffman Foundation
- Lopez-Alvarez, G., **Stuhlmacher, A. F.**, & Chackoria J. J. (2020). Latinas' Marianismo Is Associated with Workplace Negotiation Beliefs, 32nd APS Virtual Showcase in place of Annual Convention, May 21 - 24, 2020, in Chicago, USA.

- Burns, T. & Stuhlmacher, A. F. (2020, April) *Gender and the Psychological Experience of Negotiation: A Field Sample*. Poster accepted to the annual meeting of the Society for Industrial-Organizational Psychology, Austin, TX. (presented at virtual conference)
- Wallach A. C., Stuhlmacher, A. F., & Gallagher, K. R. (2016, May). *Preparing for negotiation: Is there a “write” way?* Poster, American Psychological Society Annual Conference. Chicago, IL.
- Cotton, A., & Stuhlmacher, A. F. (2016, May). *Gender and Age Backlash in Negotiation*. Poster, American Psychological Society Annual Conference. Chicago, IL.
- Smith, S., Stuhlmacher, A.F., Workman, M. (2014, June) *Negotiation at work: What’s happening out there?* 31st Triennial conference, Iota Sigma Pi, National Honor Society for Women in Chemistry, Emeryville, CA.
- Mann, K. E., & Stuhlmacher A. F. (2014, May). Sexual orientation and behavior style: Influencing perceptions of men’s leadership. Poster presented at SIOP, Honolulu, HI.
- Mazei, J., Hüffmeier, J., Freund, P. A., Stuhlmacher, A. F., Bilke, L., & Hertel, G. (2013, July). *Gender differences in negotiation outcomes: A meta-analysis on main and moderator effects*, International Association for Conflict Management, Tacoma, WA. (award for best paper with student first author)
- Mann, K., Mann, M., & Stuhlmacher, A. (May, 2013). *The effects of sexual orientation and behavioral style on the likability of male leaders*, American Psychological Society 25<sup>th</sup> Annual Convention, Washington, DC.
- Brennan, K. O., Stuhlmacher, A. F., Workman, M., & Mitchell, T. D. (2013, May). *Women’s workplace negotiations: The impact of goal orientation and self-efficacy*. Presentation at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Brown, S. G. U., O’Neal, J., Fernandes, G. F., & Stuhlmacher, A. F. (2013, May) *Racial identity and career satisfaction among Black women professionals*. Presentation at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Mazei, J., Hüffmeier, J., Freund, P. A., Stuhlmacher, A. F., Bilke, L., Hertel, G. (2013, May). *Men and women as negotiators: A meta-analysis on gender differences in economic and socioemotional negotiation outcomes*. European Association of Work and Organizational Psychology (EAWOP). Münster, Germany
- Towler, A., Stuhlmacher, A. F., Linnabery, E., & Fernandes, G. F. (2012, May). *The impact of social support and coping strategies on workplace well-being among Black women*. Poster presented at the American Psychological Society, Chicago, IL.

- Linnabery, E., Stuhlmacher, A. F., Fernandes, G. F., & Haynes, S. (2011, May). *Organizational factors in work-life effectiveness and satisfaction*. Presentation at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Towler, A. J., & Stuhlmacher, A. F. (2011, Jan). *Attachment style, relationship satisfaction and well-being: A study of working women*. Poster presented at Division of Occupational Psychology Conference, Stratford-on-Avon, England.
- Cellar, D. F., Stuhlmacher, A. F., Young, S. K., Fisher, D. M., Adair, C., Haynes, S., Twichell, E., Arnold, K. A., Palmer, K., Denning, B. L., & Riester, D. (2010, April). *Trait-like goal orientation, self-regulation, and performance: A meta-analysis*. Poster presented at the annual meeting of the Society for Industrial-Organizational Psychology, Atlanta, GA.
- Stuhlmacher, A. F., & Poitras, J. (August, 2009). *Gender and job role congruence: A field study of trust in labor mediators*. Paper presented to the annual meeting of the Academy of Management, Chicago, IL.
- Stuhlmacher, A. F., Saunders, K., Fetters, R., & Briggs, A. (2008, July). *Perceptual differences between men and women in negotiation: A meta-analytic review*. Paper presented at the International Association for Conflict Management, Chicago, IL.
- Halpert, J. A., Stuhlmacher, A. F., Crenshaw, J. L., Litcher, C. D., & Bortel, R., (2008, April). *Paths to negotiation success*. Poster presented at the annual meeting of the Society of Industrial and Organizational Psychology, San Francisco, CA.
- Arnold, K., Cellar, D. F., Stuhlmacher, A. F., Palmer, K., Denning, B., & Reister, D. (2006, April). *Trait-based goal orientation and performance: A meta-analysis*. Selected for an interactive poster presentation at the annual meeting of the Society of Industrial-Organizational Psychology, Dallas, TX
- Morrissett, M. & Stuhlmacher, A. F. (June, 2006). *Males and females as mediators: Disputant perceptions*. Paper presented at the annual conference of the International Association of Conflict Management, Montreal, Canada.
- Deprez-Sims, A., & Stuhlmacher, A. F. (2005, April). *Accents in the workplace: Interviewing and hiring*. A New Research Discussion presented at the Midwest Academy of Management, Chicago, IL
- Licina, S., & Stuhlmacher, A. F. (2005, May). *Managing impressions in employment interviews: The effect of gender and self-focused impression management on evaluations*. Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Thomas, S., Stuhlmacher, A. F., & Vance, R. J. (2004, August). *Subordinate agreement, span*

*of control, and leader self-awareness in upward feedback.* Paper presented at the annual meeting of the Academy of Management, New Orleans, LA.

Grant, K. E., Compas, B. E., **Stuhlmacher**, A. F., Thurm, A. E., McMahon, S., Halpert, J.A., Gipson, P., & Campbell, A. (May, 2003). *Meta-analysis of family processes as mediators of the relation between poverty and child/ adolescent psychopathology.* Poster presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

**Stuhlmacher**, A. F., Halpert, J. A., Bortel, R., Itaya, F., Crenshaw, J., & Litcher, C. (2002, August). *Relationships and negotiation: Meta-analyses and a path model.* Poster presented at the American Psychological Association, Chicago.

Halpert, J. A., **Stuhlmacher**, A. F., Bortel, R., Itaya, F., Crenshaw, J., & Litcher, C. (2002, April). *Negotiation: Meta-analyses and a path model.* Poster presented at the annual meeting of the Society of Industrial and Organizational Psychology, Toronto, Canada.

**Stuhlmacher**, A. F., & McMahon, S. D. (2002, May). *A meta-analysis of school-based violence prevention programs: Student motivation and school climate.* Poster presented at the annual meeting of the Midwest Psychological Association, Chicago, IL

**Stuhlmacher**, A. F., & Citera, M. (2001). *Cooperation and negotiation outcomes in virtual negotiations: A meta-analysis.* Poster presented at the annual meeting of the Society of I/O Psychology, San Diego, CA.

Brooks, J. H., & **Stuhlmacher**, A. F. (1999, May). *Personal characteristics and rater congruence in multi-rater feedback ratings.* Poster presented at the annual meeting of the Society of Industrial and Organizational Psychology, Atlanta, GA.

**Stuhlmacher**, A. F., & Walters, A. E., (1999, May). *Gender differences in negotiation outcome: A meta-analysis.* Poster presented at the annual meeting of the Society of Industrial and Organizational Psychology, Atlanta, GA.

Walters, A. E., **Stuhlmacher**, A. F., & Meyer, L. L. (1998, April). *Gender and negotiator competitiveness: A meta-analysis.* Poster presented at the annual meeting of the Society of Industrial and Organizational Psychology, Dallas, TX.

Helgstrand, K. K., & **Stuhlmacher**, A. F. (1997, August). *National culture: A possible influence on leader prototype and evaluation?* Poster presented at the annual convention of the American Psychological Association, Chicago, IL.

Sillers, D. A., & **Stuhlmacher**, A. F. (1997, May). *Motivation orientation and feedback: Influences on task attitudes.* Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.

- Stuhlmacher, A. F., & Gillespie, T. L. (1997, May).** *A meta-analysis of agreement pressure in negotiation: Effects on giving in and giving up.* Poster presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Stuhlmacher, A. F., & Champagne, M. V. (1996, May).** *Reactions to computers as negotiation media.* Poster presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Stuhlmacher, A. F., & Halpert, J. A. (1996, May).** *Perceived fairness of conflict resolution: The impact of decision strategy.* Poster presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Sillers, D. A., & Stuhlmacher, A. F. (1995, May).** *Gender roles influence on perception of participation and leader emergence.* Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Champagne, M. V., & Stuhlmacher, A. F. (1995, November).** *Policy information and time pressure in negotiation.* Poster presented at the annual meeting of the Society for Judgment and Decision-making, Los Angeles, CA.
- Champagne, M. V., & Stuhlmacher, A. F. (1995, November).** *I know that you know that I know.* Poster presented at the annual meeting of the Society for Judgment and Decision-making, Los Angeles, CA.
- Citera M., & Stuhlmacher, A. F. (1995, May).** *A policy modeling approach to examining judgments in acquisitions.* Poster presented at the annual meeting of the Society of Industrial-Organizational Psychology, Orlando, FL.
- Stuhlmacher, A. F., & Stevenson, M. K. (1992, August).** *Describing utilities during negotiation using policy modeling.* Paper presented at the annual meeting of the Society for Mathematical Psychologists, Stanford University, CA.
- Stuhlmacher, A. F. (1991, May).** *Predicting preferences: A basis for conflict resolution.* Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Stuhlmacher, A. F., & Stevenson, M. K. (1990, May).** *Policy modeling to predict preference strength.* Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.

### Other Scholarly Presentations

- Stuhlmacher, A.F. (2020).** *Organizational Conflict Resolution for an Inclusive Academy: Theory and Application.* Plenary presentation to COGDOP (Council of Graduate Departments of Psychology) Annual meeting. St. Petersburg, FL

- Stuhlmacher, A.F.** (2017). Psi Chi Speed Mentoring Panel. MPA, Chicago.
- Stuhlmacher, A.F.** (2016). Psi Chi Speed Mentoring Panel. MPA, Chicago.
- Stuhlmacher, A. F.** (2012, August). *Beyond Backlash: Strategies for Improving Women's Organizational Outcomes*. M. Olekalns & W. Adair (chairs), Professional Development Workshop, Academy of Management, Boston, MA.
- Stuhlmacher, A. F.** (2012, August). Roundtable Facilitator: *The negotiation process: Perception, power and motives*. Academy of Management, Boston, MA.
- Stuhlmacher, A. F.** (2009, August). Chair of symposium *New Thoughts on Conflict in the Organization*. Conflict Management Division at the Academy of Management conference, Chicago, IL.
- Saunders, K. E., Young, S., Fisher, D., & Stuhlmacher A. F.** (2009, March). *Perceptions about negotiation partners*. Poster presented at the IO/OB Graduate Student Conference, Chicago, IL
- Saunders, K. E., & Stuhlmacher, A. F.** (2009, March). *Perceptions about male and female negotiators: A meta-analysis*. Poster presented at the IO/OB Graduate Student Conference, Chicago, IL
- Powaser, P., Stuhlmacher, A. F., Bott, J.P., & Heggstad, E.** (2007, April). *Building the network: A working session for undergraduate I/O programs*. Presented at the annual conference of the Society for I/O Psychology, New York, NY.
- Stuhlmacher, A. F., & Halpert, J. A.** (2004). *I/O psychology in the high school curriculum*. A workshop at the Society for I/O Psychology to Chicago area high school teachers.
- Stuhlmacher A. F., & Page, L. J.** (1994, March). *Using prior opinions to understand the negotiation process*. Paper presented at the IO/OB Graduate Student Conference, Chicago, IL.

### Selected Media Cites/Quotes

Refinery29. The "Ideal" Immigrant Worker Is A Problematic Trope – Especially For Women Oct 1, 2018. [https://www.refinery29.com/en-us/immigrant-myth-work-problems?utm\\_source=CRM&utm\\_medium=email&utm\\_campaign=October-4-2018&utm\\_campaign=Newsline\\_10042018&utm\\_medium=email&utm\\_source=EOACK](https://www.refinery29.com/en-us/immigrant-myth-work-problems?utm_source=CRM&utm_medium=email&utm_campaign=October-4-2018&utm_campaign=Newsline_10042018&utm_medium=email&utm_source=EOACK)

THE NEW YORK TIMES | AUG. 30, 2018. You need a raise. How do you start the

conversation?

In *The Cut* (3/2018) The 4 Personality Traits That Keep You From Making More Money  
[https://www.thecut.com/article/why-youre-not-making-enough-money.html?utm\\_source=nym&utm\\_medium=f1&utm\\_campaign=feed-part](https://www.thecut.com/article/why-youre-not-making-enough-money.html?utm_source=nym&utm_medium=f1&utm_campaign=feed-part)

Scientia (2017, Spring) *Women at work: Investigating gender bias in leadership and negotiation*. Interview with Alice Stuhlmacher.

In Pacific Standard Magazine Website (2016) Mindfulness

In Redeye. R. Coale. (5 October 2015). Is Joe Maddon's unconventional leadership rubbing off on Chicago businesses? <http://www.redeyechicago.com/sports/redeye-joe-maddon-unconventional-leadership-rubbing-off-chicago-businesses-20151005-story.html>

In *Boston Globe* (20 August 2013) Buying a car online has advantages for women.

In Career Girls website ([www.careergirls.org](http://www.careergirls.org) and YouTube) featured video interview (posted 2012)

In *Chicago Parent*. L. Decarlo (March, 2011). Moms take on role of breadwinner: Recession forces more dads to become Mr. Mom.

In *EmpowHER* website. R. Weaver (11/4/10) Are you dissatisfied with your job, and are you showing it?

In *On Leadership*. W. Turmel (4/21/10) 3 Reasons distance makes your team lie to each other

In *The Industrial-Organizational Psychologist* (10/2010). S. Culbertson. Making the most of your research sabbatical.

In *Rotarian*, R. Voelker (8/2008). Hocus focus: Multitasking fails the productivity test

In *Redeye*, L. Vivanco (11/12/07). Masters of multitasking

In *Management Issues 'Zine*. W. Turmel (11/2006). Incompetence at the speed of light.