

## **Introduction for Geoffrey Leonardelli Academic Audiences**

**Purpose:** I often get asked to provide my own introduction, perhaps for good reason, presumably because I can save academic introducers some trouble by providing some context. For academic audiences, I don't expect the below to be read out loud, but rather, for academics to pick and choose what they consider valuable.

### **Introduction for Academic Audiences**

Geoffrey Leonardelli (PhD in social psychology, The Ohio State University) is an Associate Professor of Organizational Behavior and Human Resource Management at the Rotman School of Management (and cross-appointed in the University of Toronto's Department of Psychology). He is also the Academic Director of Rotman's Strategic Negotiations Program. Geoff's speaking, research, and teaching focuses on how self-insight can increase human effectiveness, ultimately with the goal of building a better us. Prior to Rotman, he was a Visiting Professor at Northwestern University's Kellogg School of Management. Geoff regularly receives nationally funded grants (worth a combined total of over \$300,000\*) to advance management knowledge and practice. With over 25 publications and a co-edited book, his research has been published widely, including in the *Journal of World Business*, *Psychological Science*, *Personality and Social Psychology Bulletin*, *Advances in Experimental Social Psychology*, *Academy of Management Executive*, *Journal of Applied Psychology*, *Organizational Dynamics*, *Negotiation and Conflict Management Research*. Geoff also serves on the editorial board of the *Journal of Experimental Social Psychology*. Geoff has been featured in *The Wall Street Journal*, *The New York Times*, *The Globe and Mail*, *The Financial Times*, *The Economist*, *CBC Radio*, and his research was included as part of the 2008 New York Times Year in Ideas. Geoff also translates his research into practice, helping those interested – from a wide range of industries and backgrounds – improve their negotiation, teamwork, and leadership skills. He supplements these speaking sessions with publications such as those in *Rotman Magazine*, *Organizational Dynamics* and *Harvard Business Review*. He is also the Academic Director for Rotman's Strategic Negotiation Program. He was a visiting scholar at INSEAD (France, 2017), the University of Amsterdam (The Netherlands, 1999), the University of Queensland (Australia, 2011), and Northwestern University's Kellogg School of Management (United States, 2002-2004). He is active on Twitter (@geoleonardelli) and LinkedIn.

\*with over \$190,000 awarded to create jobs and training opportunities