Questions about Self-Serving and Unethical Behaviour

October 2, 2015, 10h30, ISCTE-IUL, Auditorium C103 (Building II)

Madan Pillutla
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Madan holds an undergraduate degree in engineering (BITS, Pilani), graduate degrees in Human Resource Management (XLRI, Jamshedpur) and Organisational Behaviour (University of Illinois), and a doctorate in management from the University of British Columbia.

Madan Pillutla is the Mike Salamon Professor of Organisational Behaviour at the London Business School, where he is also the academic director of the Negotiations and Influencing for Senior Managers and Essentials of Leadership executive programs.

Madan’s research and award-winning teaching focuses on negotiations, influence, and behavioural decision-making. His research has been featured in most of the top academic journals and he serves as an associate editor of Organizational Behavior and Human Decision Processes and on the editorial board of Administrative Science Quarterly and Academy of Management Journal. Madan is the co-author, with David De Cremer, of the book Making Negotiations Predictable: What Science Tells Us, Palgrave (Macmillan, 2012.) Among his current research projects are an investigation into the origin of fair behaviour in exchange situations, i.e., are we born with the capacity to be fair or is it something we learn? Other research projects include an investigation into group composition and incentive design on organizational performance and the impact of trust on utilization of expertise within groups.

More info / Registration: http://bru-unide.iscte.pt/?pt=seminar_series
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