

Center for the Study of Men and Masculinities



AT STONY BROOK UNIVERSITY

Seminar Series - Jens Mazei , Ph.D.

On the Role of Men in the Emergence of Gender Differences at the Negotiation Table

March 19 • 1:00pm • SBS N405 • CSMM



The topic of gender in negotiation has sparked the interest of scholars, practitioners, and the general public because negotiation is a key behavior that influences many outcomes in the workplace and beyond. Although research has made great progress in understanding why women are oftentimes hindered from negotiating successfully, it is less clear whether and how men contribute to gender differences in negotiations. Hence, the goal of this talk is to shed light on processes among men. The first part of the presentation will present relevant parts of a new theoretical model that explores the role played by negotiations in men's pursuit of gender role fulfillment. The second part of the talk, Dr. Mazei will present two empirical studies that test hypotheses derived from the model.

Jens Mazei is a postdoctoral researcher in the Department of Psychology at TU Dortmund University in Germany. He received his diploma (equivalent to M. Sc.) and recently his Ph. D. in Psychology from the University of Muenster in Germany. His research interests include the topics of gender in negotiation, motivation in teams, and the replicability of research findings. Jens' work has appeared in several peer-reviewed journals, including the *Psychological Bulletin* and the *Journal of Applied Psychology*. He received a best student paper award at the conference of the International Association for Conflict Management in 2013 as well as three teaching awards for his undergraduate courses in the Department of Psychology at the University of Muenster.

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