Management prof earns 2015 Most Influential Article Award

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Lei Lai

Assistant Professor of Management Lei Lai has been named a recipient of the 2015 Most Influential Article Award from the Conflict Management Division of the Academy of Management. The award will be presented at the Academy of Management's 75th Annual Meeting, which will take place in August in Vancouver, British Columbia.

Lai and co-authors Hannah Bowles and Linda Babcock earned the award for their article "Social incentives for gender differences in the propensity to initiate negotiations: Sometimes it does hurt to ask." Originally published in 2007 in *Organizational Behavior and Human Decision Processes*, the paper investigates differential treatment of men and women when they attempt to negotiate. Lai has served as an assistant professor or management at the Freeman School since 2009. Her research interests include the glass ceiling for women and minorities, gender

and negotiations, employment relations and organizational justice, social networks, and emotions and decision making.