
Dania Daldin

Intellectual Contributions:

Refereed Articles

Daldin, D. A. & Wall, J. (1999). Third-parties and Culture. *Negotiation Journal*, 15 (4), 381-387.

Book Chapters

Not Refereed

Gulati, R., Daldin, D. A. , & Wang, L. (2002). Organizational Networks. In Joel Baum (Ed.) *Blackwell Companion to Organizations*, (pp. 281-303). Oxford, UK: Blackwell Publishers.

Lepper, M. R., Sethi, S., Daldin, D., & Drake, M. (1997). Intrinsic and Extrinsic Motivation: A developmental perspective. In S. Luthar, J. Burack, D. Cicchetti, & J. Weisz (Ed.) *Developmental Psychopathology: Perspectives on Adjustment, Risk, and Disorder*, (pp. 23-50). New York: Cambridge University Press.

Presentation of Refereed Papers

International

Gulati, R. & Daldin, D. (2006, July). *The Geometry of Triadic Alliance Governance*.

Accepted for European Group for Organizational Studies (EGOS), Berlin, Germany.

Daldin, D. & Gulati, R. (2004, August). *Daldin, D.A., & Gulati, R. Multi-Firm Strategic Alliance Formation: Configural and Geometric Perspectives*. Presented at Academy of Management annual conference, New Orleans, Louisiana.

Daldin, D. (2002, November). *Multi-Firm Strategic Alliance Formation and Governance Structures: Configural and Geometric Perspectives*. Presented at INFORMS Organization Dissertation Competition, San Jose, California.

Daldin, D., Kopelman, S., Adair, W., & Brett, J. (2001, August). *Realizing Individual Gains in Cross-Cultural Negotiations*. Presented at Academy of Management annual conference, Washington, District of Columbia.

Daldin, D. (2001, June). *Relational Capabilities in the Management of Interorganizational*. Presented at International Association of Conflict Management (IACM) Annual Meeting, Paris, France.

Daldin, D. , Kopelman S., Adair, W., Okumura, T., & Lytle, A. (1999, June). *The Distributive Outcomes of Cross-Cultural Negotiations*. Presented at International Association of Conflict Management (IACM) Annual Meeting, San Sebastian, Spain.

Presentation of Non-Refereed Papers

National

Daldin, D. (2005, March). *Perspectives on Triadic Alliance Formation and Governance*. Invited presentation at Dartmouth University, Hanover, New Hampshire.

Dialdin, D. (2004, November). *Multi-Firm Alliance Formation*. Invited presentation at Tilburg University, Tilburg, Netherlands.

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