

REDONA METHASANI

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School of Business
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ACADEMIC APPOINTMENTS AT UCONN SCHOOL OF BUSINESS

University of Connecticut, School of Business

Associate Professor in Residence, 2025 – Present

Assistant Professor in Residence, 2019 – 2025

Visiting Assistant Professor, 2018 – 2019

Graduate Assistant/Instructor, 2014 – 2018

Academic Director of MBA Programs, 2025 – Present

Academic Co-Director of MBA Programs, 2022 – 2025

EDUCATION

University of Connecticut, School of Business

PhD in Management and Organizational Behavior, August 2018

Carnegie Mellon University, Tepper School of Business

Master of Business Administration, December 2011

Penn State University, Smeal School of Business and Schreyer Honors College

Bachelor of Science in Economics, *with highest distinction and honors*, December 2007

RESEARCH INTERESTS

Decision Making, Emotions, Business Ethics, and Deception

TEACHING INTERESTS

Organizational Behavior, Decision Making, Negotiations, Management/Leadership

JOURNAL PUBLICATIONS

Gaspar, J. P. and **Methasani, R.** (2023). Laughter and lies: Unraveling the intricacies of humor and deception. *Current Opinion in Psychology*, 54, 101707.

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2022). Deception in negotiations: Insights and opportunities. *Current Opinion in Psychology*, 47, 101436.

*Supported by UConn School of Business Summer Dean's Fund (2021)

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2022). Emotional intelligence and deception: A theoretical model and propositions. *Journal of Business Ethics*, 177, 567-584.

**Financial Times' Top 50 Journal*

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2019). Fifty shades of deception: Characteristics and consequences of lying in negotiations. *Academy of Management Perspectives*, 33(1), 62-81.

Methasani, R., Gaspar, J. P., and Barry, B. (2017). Feeling and deceiving: A review and theoretical model of emotions and deception in negotiation. *Negotiation and Conflict Management Review*, 10(3), 158-178.

MANUSCRIPTS UNDER REVIEW

Gaspar, J. P., Schweitzer, M.E., and **Methasani, R.**, The role of emotions in stakeholder trust and trust breaches: A theoretical model. *Under Review*.

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M.E. A theoretical model of moral advice seeking and taking in organizations: Strategic and authentic motives. *1st Round R&R at FT 50 Journal*.

*Supported by UConn School of Business Summer Dean's Fund (2020)

WORKING PAPERS

Gaspar, J. P., and **Methasani, R.**, Misleading with feeling: Emotional deception in strategic interactions. *Manuscript in preparation for submission May 2026*.

Gaspar, J. P. and **Methasani, R.** Deadlined and deceived: The unexpected costs of revealing final deadlines in negotiations. *Data collection stage*.

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M.E. Power. *Manuscript in preparation for submission August 2026*.

CONFERENCE PRESENTATIONS

Gaspar, J. P., and **Methasani, R.**, (2026) To be good, feel good, or look good? A theoretical model of moral advice seeking and taking. Accepted for presentation at the Annual Meeting of the Academy of Management, Philadelphia, PA.

- Gaspar, J. P., and **Methasani, R.**, (2026) Misleading with feeling: Emotional deception in strategic interactions. Accepted for presentation at the Annual Meeting of the Academy of Management, Philadelphia, PA.
- Gaspar, J. P., Schweitzer, M.E., and **Methasani, R.**, (2024) The role of emotions in stakeholder trust and trust breaches: A theoretical model. Presented at the Society for Business Ethics, Chicago, Illinois.
- Gaspar, J. P. and **Methasani, R.** (2022). On the characteristics, causes, and consequences of deception: Why is this all we know? Accepted for presentation at the Annual Meeting of the Academy of Management, Virtual (live-session).
- Gaspar, J. P. and **Methasani, R.** (2021). The dangers of disclosing deadlines: Deadlines increase moral myopia and self-interested deception. Presented at the Annual Meeting of the Academy of Management, Virtual (live-session).
- Gaspar, J. P. and **Methasani, R.** (2021). Strategic moral advice seeking and taking: A theoretical model and propositions. Presented at the Annual Meeting of the Academy of Management, Virtual (live-session).
- Gaspar, J. P. and **Methasani, R.** (2019). Deadlined and deceived: The unexpected costs of revealing final deadlines in negotiations. Presented at the *Annual Meeting of the Academy of Management*, Boston, Massachusetts.
- Gaspar, J. P., **Methasani, R.**, and Schweitzer, M.E. (2019). Competitive arousal and deception in negotiations: A theoretical model and propositions. Presented at the *Annual Meeting of the Academy of Management*, Boston, Massachusetts.
- Methasani, R.** (2018). Emotional evaluators: A theoretical model of emotions and performance appraisal in organizations. Presented at the *Annual Meeting of the Academy of Management*, Chicago, Illinois.
- Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2018). Fifty shades of deception: Characteristics and consequences of lying. Presented at the *Annual Meeting of the Academy of Management*, Chicago, Illinois.
- Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2018). The two faces of emotional intelligence: Emotional intelligence & deception in interactions. Presented at the *Annual Meeting of the Academy of Management*, Chicago, Illinois.
- Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2017). Understanding the link between emotional intelligence and deception: A theoretical model. Presented at the *Annual Meeting of the Academy of Management*, Atlanta, Georgia.

Methasani, R., Gaspar, J. P., and Barry, B. (2017). Feeling and deceiving: A review and theoretical model of emotions and deception. Presented at the *Annual Meeting of the Academy of Management*, Atlanta, Georgia.

Gaspar, J. P., **Methasani, R.,** and Schweitzer, M. E. (2017). Consequences of deception: A critical review and an integrative model. Presented at the *Annual Meeting of the Academy of Management*, Atlanta, Georgia.

Methasani, R., and Gaspar, J. P. (2016). The interpersonal emotion deception model. Presented at the *International Association for Conflict Management*, New York, New York.

TEACHING EXPERIENCE AT UCONN

Median student evaluation scores are consistently 5.0/5.0, with mean scores \geq 4.5/5.0 and regularly exceeding department, school, and university averages.

MBA COURSES

1. Managing Organizations (MENT5138, MBA Core Course)
 - Taught 25+ sections across online, hybrid, and in-person formats since 2018.
 - Class sizes ranging from 15 to 75 students.
2. Negotiation Strategies (MENT5674; MBA Elective)
 - Taught multiple sections across online and hybrid formats since 2020.
 - Class sizes ranging from 30 to 46 students.
3. Emotional Intelligence at Work (MENT5894; MBA Elective)
 - Taught multiple sections online since 2022.
 - Also taught in Rutgers MBA online in the summer.
 - Typical enrollment ~45 students.

UNDERGRADUATE COURSES

4. Managerial and Interpersonal Behavior (MENT3101, Upper-Level Undergrad Core)
 - Taught multiple sections across all modalities since 2016.
 - Class sizes from 15 to 65.
5. Managerial Negotiations (MENT 3236; Upper-Level Undergrad Elective)
 - Taught multiple sections across all modalities since 2019.
 - Class sizes from 18 to 36.

ACADEMIC HONORS AND AWARDS

TEACHING AWARDS

- School of Business Graduate Teaching Award (2024)
*for the five-year period from Spring 2019 to the Fall of 2023
- School of Business Undergraduate Teaching Award (2023)
*for the five-year period from Spring 2018 to the Fall of 2022
- Nominated for UConn Stamford Faculty Recognition Award – 2019
- Recognized for SET Teaching Excellence (multiple years)

RESEARCH GRANTS AND FELLOWSHIPS

- School of Business Deans' Fund Research Grant (2021)
- School of Business Deans' Fund Research Grant (2020)
- Dean's Summer Fellowship, University of Connecticut (2017)
- Management Department Summer Support, University of Connecticut (2017)
- Pre-doctoral Fellowship, University of Connecticut (2016 – 2017)
- Pre-doctoral Fellowship, University of Connecticut (2015 – 2016)
- Pre-doctoral Fellowship, University of Connecticut (2014 – 2015)
- Dean's Pre-doctoral Fellowship, University of Connecticut (2014 – 2015)

SERVICE

SCHOOL AND UNIVERSITY SERVICE

- Graduate Programs Assessment Task Force (2022 – Present)
- MBA Redesign Task Force, Co-Chair (2022 – 2023)
- Online Education Task Force, Co-Chair (2023 – 2024)
- Masters Program Committee, ex officio (2022 – Present)
- Online MBA Task Force, co-Chair (2022 – 2023)
- Online MBA Implementation Task Force (2021 – 2022)
- Consulting Management Committee (2021 – 2022)
- Diversity & Inclusion Task Force (2020 – 2023)

DEPARTMENTAL SERVICE

- PTR in-Res Committee, co-Chair (Fall 2025)
- Academic Advisor (2020 – Present)
- AAUP Representatives Assembly (2019 – Present)
- Adjunct Faculty Mentor (2024)
- In-residence Faculty Search Committee (2022)
- In-residence Faculty Search Committee (2020)
- Undergraduate Assessment Committee (2019 – 2021)
- AAUP CIRE Subcommittee for 2025 Negotiations (2024)
- Co-organized outside speaker for MBA students (2019)

PROFESSIONAL SERVICE

- Conference Reviewer, Academy of Management (2015, 2017, 2018, 2020–2022, 2024, 2026)
- Conference Reviewer, International Association for Conflict Management (2016)
- Ad-Hoc Journal Reviewer, Negotiation and Conflict Management Research (2017), Business & Society (2020)

PROFESSIONAL (NON-ACADEMIC) POSITIONS

Management Consultant, Yale Executive Education

Yale School of Management, New Haven, CT (2013 – 2014)

Finance Roles (Multiple)

Lockheed Martin Corporation, NJ (2008 – 2012)