**REDONA METHASANI**

Boucher Management and Entrepreneurship (M&E) Department

School of Business

University of Connecticut

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**ACADEMIC POSITIONS AT UCONN SCHOOL OF BUSINESS**

**University of Connecticut, School of Business**

Academic co-Director of MBA Programs, 2022 – present

Assistant Professor in Residence, 2019 – present

Visiting Assistant Professor, 2018 – 2019

Graduate Assistant/Instructor, 2014 – 2018

**EDUCATION**

**University of Connecticut,** School of Business

PhD in Management and Organizational Behavior (August, 2018)

**Carnegie Mellon University,** Tepper School of Business

MBA (December, 2011)

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

BS in Economics, *with highest distinction and honors* (December, 2007)

**RESEARCH INTERESTS**

Emotions, Business Ethics and Deception, Decision Making

**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. *Current Opinion of Psychology*.

Gaspar, J. P., **Methasani, R.**, and Schweitzer, M. E. (2022). Deception in Negotiations: Insights and Opportunities. *Current Opinion in Psychology*.

\*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*\*

\**Financial Times’ Top 50*

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., **Methasani, R.,** and Schweitzer, M.E. The Role of Emotions in Stakeholder Trust and Trust Breaches: A Theoretical Model" (under review)

**MANUSCRIPTS IN PREPERATION**

**Methasani, R.,** Gaspar, J. P.,and Schweitzer, M.E. A theory of strategic moral advice (working paper)

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

**Methasani, R.** and Klock, E. Humility in teams (data collection stage)

**Methasani, R.** Emotional evaluators: A theoretical model of emotions and performance appraisal in organizations (working paper)

**Methasani, R.** The prevalence and influence of emotions on performance appraisals (data analysis stage)

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. Competitive arousal and deception in negotiations: A theoretical model and propositions (early manuscript development stage)

**CONFERENCE PRESENTATIONS**

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**

**\*\*My median and mean SET scores across all categories/classes are consistently 5.0/5.0 and ≥ 4.5/5.0 respectively; they routinely exceed Department, School, and University averages.**

**MANAGING ORGANIZATIONS (MGMT 5138, MBA CORE COURSE)**

* Fall 2024: TBD
* Summer 2024: TBD
* Spring 2024: n=43
* Fall 2023: n=72
* Spring 2023: online, n=42
* Fall 2022: online, n=57
* Spring 2022: online, n=46
* Fall 2021: online, n=35
* Fall 2021: hybrid, n=31
* Summer 2021: online, n=15
* Summer 2021: online, n=37
* Spring 2021: online, n=43
* Winter 2021: online, n=22
* Fall 2020: online, n=40
* Summer 2020: online, n=28
* Summer 2020: online, n=19
* Spring 2020: hybrid, n=27
* Fall 2019: hybrid, n=29
* Spring 2019: on-campus, n=30
* Fall 2018: on-campus, n=36

**NEGOTIATION STRATEGIES (MGMT 5674; MBA ELECTIVE COURSE)**

* Spring 2024: hybrid, n=30
* Spring 2023: online, n=45
* Winter 2023: online, n=31
* Spring 2022: online, n=46
* Spring 2020: hybrid, n=43

**EMOTIONAL INTELLIGENCE AT WORK (MGMT 5894; MBA ELECTIVE COURSE)**

* Winter 2024: online, n=43
* Winter 2023: online, n=45
* Winter 2022: online, n=43

**MANAGERIAL AND INTERPERSONAL BEHAVIOR (MGMT 3101, UPPER-LEVEL UNDERGRAD COURSE)**

* Fall 2022: online, n= 38
* Fall 2022: in person, n= 14
* Spring 2022: on-campus, n=41
* Fall 2021: on-campus, n=38
* Spring 2021: online, n=37
* Fall 2020: online, n=40
* Fall 2020: online, n=37
* Summer 2020: online, n=15
* Spring 2020: online, n=40
* Fall 2019: online, n=32
* Spring 2019: on-campus, n=37
* Fall 2018: on-campus, n=34
* Spring 2018: on-campus, n=60
* Spring 2016: on-campus, n=22

**MANAGERIAL NEGOTIATIONS (MGMT 3236; UPPER-LEVEL UNDERGRAD COURSE)**

* Spring 2024: online, n= 34
* Fall 2022: online, n= 23
* Fall 2021: online, n=36
* Spring 2021: online, n=36
* Fall 2020: online, n=32
* Spring 2020: online, n=33
* Fall 2019: online, n=27
* Spring 2019: hybrid, n=29

**ACADEMIC HONORS AND AWARDS**

**TEACHING AWARDS**

2024 School of Business **Graduate Teaching Award** (for the five-year period from Spring 2019 to the Fall of 2023)

2023 School of Business **Undergraduate Teaching Award** (for the five-year period from Spring 2018 to the Fall of 2022)

2019 Nominated for UConn Stamford Faculty Recognition Award

**RESEARCH GRANTS AND FELLOWSHIPS**

2021 School of Business Deans’ Fund Research Grant

2020 School of Business Deans’ Fund Research Grant

2017 Dean’s Summer Fellowship, University of Connecticut

2017 Management Department Summer Support, University of Connecticut

2016-2017 Pre-doctoral Fellowship, University of Connecticut

2015-2016 Pre-doctoral Fellowship, University of Connecticut

2014-2015 Pre-doctoral Fellowship, University of Connecticut

2014-2015 Dean’s Pre-doctoral Fellowship, University of Connecticut

**UNDERGRADUATE HONORS**

2006 Scholar’s Lion Award, Penn State University

2006 Inducted into Beta Gamma Sigma

2005 Freshman of the Year Award, Penn State University

2004 President’s Freshman Award, Penn State University

**SERVICE TO THE ACADEMIC COMMUNITY**

**Conference Reviewer**

*Academy of Management* (2015, 2017, 2018, 2020 - present)

*International Association for Conflict Management* (2016)

**Ad-Hoc Journal Reviewer**

*Negotiation and Conflict Management Research* (2017 - present)

*Business & Society (2020)*

**SERVICE**

2024-Present AAUP CIRE Subcommittee for 2025 Contract Negotiations

2023-2024 Online Education Task Force, co-Chair (School of Business)

2022-2023 MBA Redesign Task Force, co-Chair (School of Business)

2022-2023 OMBA Task Force, co-Chair (School of Business)

2022-present Graduate Programs Assessment Task Force (School of Business)

2022-present Masters Program Committee, ex officio (School of Business)

2020-present Academic Advisor (Management Department)

2019-present AAUP Representatives Assembly (Management Department)

2019-present Represent department at various events (e.g., Transfer Advising Event and graduation events, Online MBA welcome event)

2020-2023 Diversity & Inclusion Task Force (School of Business)

2022 In-residence Faculty Search Committee (Management Department)

2021-2022 Consulting Management Committee (University)

2021-2022 Online MBA Implementation Task Force (School of Business)

2020 In-residence Faculty Search Committee (Management Department)

2019-2021 Undergraduate Assessment Committee (Management Department)

2019 Co-organized outside speaker for MBA students

2014 – 2018 Student Interviewer for PhD Student Recruiting (all years)

2017 Student Interviewer for OB and Strategy Assistant Professor Position

2017 Organizer, PhD Speaker Series

**PROFESSIONAL (NON-ACADEMIC) POSITIONS**

**Management Consultant** 2013-2014

Yale School of Management, Executive Education Program, New Haven, CT

**Various Roles in Finance**  2008-2012

Lockheed Martin Corporation, Moorestown and Cherry Hill, NJ