**REDONA METHASANI**

University of Connecticut

School of Business

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**ACADEMIC POSITIONS**

**University of Connecticut, School of Business**

Co-Academic 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

Master in 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., **Methasani, R.**, and Schweitzer, M. E. (In press). Deception in Negotiations: Insights and Opportunities. *Current Opinion in Psychology*.

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

Gaspar, J. G., **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. G., **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. G., 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**

**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 (manuscript in final preparation for submission)

**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**

\*Note: For ease of calculation, I report my median teaching evaluations for all SET questions about my teaching ability. My mean scores across all categories/classes are consistently ≥ 4.5/5.0 and above the Department, School, and University average.

Managing Organizations (MGMT 5138, MBA core course)

* Spring 2022: online, median teaching evaluations = 5.0/5.0 for all categories, n=46
* Fall 2021: online, median teaching evaluations = 5.0/5.0 for all categories, n=35
* Fall 2021: hybrid, median teaching evaluations = 5.0/5.0 for all categories, n=31
* Summer 2021: online, median teaching evaluations = 5.0/5.0 for all categories, n=15
* Summer 2021: online, median teaching evaluations = 4.96/5.0 for all categories, n=37
* Spring 2021: online, median teaching evaluations = 5.0/5.0 for all categories, n=43
* Winter 2021: online, median teaching evaluations = 5.0/5.0 for all categories, n=22
* Fall 2020: online, median teaching evaluations = 5.0/5.0 for all categories, n=40
* Summer 2020: online, median teaching evaluations = 5.0/5.0 for all categories, n=28
* Summer 2020: online, median teaching evaluations = 5.0/5.0 for all categories, n=19
* Spring 2020: hybrid, median teaching evaluations = 5.0/5.0 for all categories, n=27
* Fall 2019: hybrid, median teaching evaluations = 5.0/5.0 for all categories, n=29
* Spring 2019: on-campus, median teaching evaluations = 5.0/5.0 for all categories, n=30
* Fall 2018: on-campus, median teaching evaluations = 5.0/5.0 for all categories, n=36

Negotiation Strategies (MGMT 5674; MBA elective course)

* Spring 2022: online, median teaching evaluations = 5.0/5.0 for all categories, n=46
* Spring 2020: hybrid, median teaching evaluations = 5.0/5.0 for all categories, n=43

Emotional Intelligence at Work (MGMT 5894; MBA elective course)

* Winter 2022: online, median teaching evaluations = TBD, n=43

Managerial and Interpersonal Behavior (MGMT 3101, upper-level undergrad course)

* Spring 2022: on-campus, median teaching evaluations = 5.05.0, n=41
* Fall 2021: on-campus, median teaching evaluations = 5.0/5.0, n=38
* Spring 2021: online, median teaching evaluations = 5.0/5.0, n=37
* Fall 2020: online, median teaching evaluations = 4.96/5.0 for all categories, n=40
* Fall 2020: online, median teaching evaluations = 5.0/5.0, n=37
* Summer 2020: online, median teaching evaluations = N/A, n=15
* Spring 2020: online, median teaching evaluations = 5.0/5.0 for all categories, n=40
* Fall 2019: online, median teaching evaluations = 5.0/5.0 for all categories, n=32
* Spring 2019: on-campus, median teaching evaluations = 5.0/5.0 for all categories, n=37
* Fall 2018: on-campus, median teaching evaluations = 5.0/5.0 for all categories, n=34
* Spring 2018: on-campus, median teaching evaluations = 5.0/5.0 for all categories; n=60
* Spring 2016: on-campus, median teaching evaluations = 5.0/5.0 for all categories; n=22

Managerial Negotiations (MGMT 3236; upper-level undergrad course)

* Fall 2021: online, median teaching evaluations = 4.88/5.0, n=36
* Spring 2021: online, median teaching evaluations = 5.0/5.0 for all categories; n=36
* Fall 2020: online, median teaching evaluations = 4.92/5.0, n=32
* Spring 2020: online, median teaching evaluations = 5.0/5.0 for all categories, n=33
* Fall 2019: online, median teaching evaluations = 5.0/5.0 for all categories, n=27
* Spring 2019: hybrid, median teaching evaluations = 5.0/5.0 for all categories, n=29

**ACADEMIC HONORS AND AWARDS**

2021 School of Business Deans’ Fund Research Grant

2020 School of Business Deans’ Fund Research Grant

2019 Nominated for UConn Stamford Faculty Recognition Award

2019-2020 Recognized for SET Teaching Excellence

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

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**

2022-present MBA Redesign Task Force, Co-Chair (School of Business)

2022 In-residence Faculty Search Committee (Management Department)

2021-2022 Consulting Management Committee (University-level)

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

2020-present Academic Advisor (Undergraduate; Management Department)

2020 Diversity & Inclusion Task Force (School of Business)

2020 In-residence Faculty Search Committee (Management Department)

2019-2021 Undergraduate Assessment Committee (Management Department)

2019-present AAUP Representatives Assembly (Management Department)

2019 Co-organized outside speaker for MBA students

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

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