

## VITA

*William A. Donohue*  
*Department of Communication*  
*404 Wilson Road*  
*Michigan State University*  
*East Lansing, MI 48824-1212*  
*(517) 355-7580*  
*donohue@msu.edu*

### **GENERAL INFORMATION**

#### ***Academic Record***

B.S., 1972 Bowling Green State University, Department of Speech  
M.A., 1974 The Ohio State University, Department of Communication  
Ph.D., 1976 The Ohio State University, Department of Communication

#### ***Professional Experience***

1972-76 Teaching Assistant, The Ohio State University  
1976-82 Assistant Professor, Michigan State University  
1982-89 Associate Professor, Michigan State University  
1989-99 Professor, Michigan State University  
1983 Visiting Professor, The University of Georgia  
1999 Distinguished Professor, Michigan State University  
2012-13 Acting Chairperson, Department of Communication  
2014- Michigan State University Faculty Grievance Officer

#### ***Teaching Activities: Undergraduate***

Communication 100: Introduction to Human Communication (1993-Present)  
Communication 225: Interpersonal Communication  
Communication 360: Sales Communication  
Communication 399: Conflict and Risk Communication  
Communication 325: Interpersonal Influence and Conflict  
Communication 425: Interpersonal Communication

#### ***Teaching Activities: Graduate***

Communication 801: Theory Construction  
Communication 806: Philosophy of Science  
Communication 992: Qualitative Research Methods  
Communication 992: Negotiation and Mediation

## **GRANTS**

### ***Administered Through Michigan State University***

Michigan State University, All University Research Grant (\$1,200), 1979-1980:  
Principal Investigator

All University Research Initiation Grant, Michigan State University, (\$7,800), 1983-84:  
Principal Investigator

Michigan State Police, Office of Highway Safety Planning, (\$150,000), 1986-87:  
Principal Investigator

All University Research Initiation Grant, Michigan State University (\$7,400), 1988:  
Principal Investigator

Michigan Department of Education, Office of Minority Equity, (\$108,000), 1990:  
Principal Investigator

Michigan Department of Education, Office of Minority Equity, (\$17,000), 1991:  
Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$20,000), 1995.  
Literature review and strategic plan for Community-based 1997 Highway  
Traffic Safety Plan: Principal Investigator

Policy Grant, Office of the Vice President, Michigan State University (\$63,000),  
1998. Substance abuse and violence prevention. Principal Investigator

MSU-Extension/Michigan Agricultural Experiment Station (\$40,000), 1998,  
2000,-2001. Substance abuse and violence prevention. Principal Investigator

Michigan Department of Community Health, Office of Minority Health  
(\$40,000). Community Asset Development for Youth, violence and substance  
abuse prevention in minority communities in Michigan (2000).

Michigan Department of Education (\$120,000). Community Asset Development  
for Youth, violence and substance abuse prevention (2002).

School of Packaging, Michigan State University. (\$110,000) Communicating  
Sustainability. 2011-2013.

Michigan State University Police. (\$90,000) MSU Police Community  
Engagement Communication Campaign. 2014-2015

Michigan State University Technology. (\$20,000). Copyright Development  
Grant. 2016-2017.

### ***Administered Through Other Organizations***

Michigan Civil Service Commission--Intergovernmental Personnel Assistance Grant  
(\$33,000), 1980-82: Principal Investigator

Michigan State Safety Commission, Strategic Plan for the Alcohol Issues Forum,  
(\$20,000), 1993: Principal Investigator

Michigan Department of State, Literature Review and Strategic Plan for  
Graduated Licensing, (\$15,000), 1994: Principal Investigator

Center for Substance Abuse Prevention (\$41,000), 1995: Evaluator, Bay County  
Community Resource Center, Bay City, Michigan

Center for Substance Abuse Prevention (\$1.2M), 1995. Co-evaluator, Coalition on Substance Abuse Prevention, Statewide coalition of CSAP Partnerships.

Michigan Public Health Institute (\$6,000), 1996. Violence prevention assessment tool development: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$10,000), 1996. Literature review and strategic plan for Community-based 1998 Highway Traffic Safety Plan: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$75,000), 1996. Development of a Community Traffic Safety tool: Principal Investigator

Michigan Department of Transportation (\$60,000), 1996. Railway safety program development for the "Operation Lifesavers" program: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$70,000), 1997. Development of a community traffic safety assessment tool: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$70,000), 1998. Development of a traffic safety strategic plan for Michigan: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$110,000), 1999. Development of a Safe Community Approach to Traffic Safety: Principal Investigator

Texas Department of Transportation (\$84,000), 2000-2003. Development of a Traffic Safety Assessment Tool: Principal Investigator

Michigan State Police, Office of Highway Safety Planning (\$290,000), 2000-2003. Safe Communities Development: Principal Investigator

## ***AWARDS***

Top Five Paper, Interpersonal Division, Speech Communication Association, New York, 1980.

Top Five Paper, Interpersonal Division, Speech Communication Association, Louisville, 1982.

Top Paper, Interpersonal and Small Group Division, Speech Communication Association, Denver, 1985.

Top Paper, 1989 Outstanding Article Award by the Commission on Communication Apprehension and Avoidance of the Speech Communication Association.

Top Paper, Interpersonal/Organizational Communication Interest Group for the Eastern Communication Association Annual Convention, Philadelphia, 1990.

Top Paper, Outstanding Article Award, The International Association of Conflict Management, June, 1998

Distinguished Faculty Award, Michigan State University, 1999.

Best Applied Paper, The International Association for Conflict Management, 2006

Top Paper Panel, Conflict and Peace Division, National Communication Association, Orlando, 2012

ICA Fellows Selection, 2016

## ***DEPARTMENT ADMINISTRATIVE EXPERIENCE***

Director of Graduate Studies, Department of Communication, 1984-86.

Director of the Masters Program in Communication, 2000-2010

Director, Human Communication II, and Methods of Inquiry. 1980-84.  
Director and Founder, Undergraduate Internship Program, 1977-83.  
Director, Communication 100, 1993-Present  
Director and Founder, Sales Communication Specialization, 2006-2012  
College Undergraduate Affairs Committee, College and Departmental Advisory  
Committee, Departmental Search Committee  
Departmental Undergraduate Affairs Committee, Chairperson, 1978-81.  
College Committee on Equal Opportunity and Affirmative Action, 1991-1994  
Acting Chairperson, Department of Communication, 2012-2013  
Doctoral and Masters Advisees: 46

## ***PROFESSIONAL ACTIVITIES***

### ***Addresses:***

Testified before the Federal Trade Commission on the children's advertising rule-making procedure, 1979.  
Presented the key-note address on "Policy Research in Bargaining and Negotiation" to the Arizona Education Association Annual Bargaining Conference, Phoenix, 1981.  
Presented a key-note address on "Research in Developing Collective Bargaining Policy for Public Employees" to the Midwest Personnel Advisory Council for the Civil Service Commission of Michigan, Lansing, 1982.  
Conference Co-director, Language and Discourse Analysis, Kellogg Center, East Lansing, 1982.  
Presented an address on "Divorce Mediation" to faculty and graduate students of the Department of Communication, University of Southern California, 1985.  
Presented a key-note address on communication strategies in divorce mediation to the Annual Meeting of the Association of Family and Conciliation Courts, Vancouver, B.C., 1985.  
Presented several addresses on divorce mediation to the Winter Conference of the Association of Family and Conciliation Courts, Las Vegas, 1987.  
Presented key-note address on conflict to the Michigan Associations of School Psychologists, 1989.  
Presented key-note address on traffic safety to the Michigan Traffic Safety Summit, 1996.  
Presented address on conflict and peace to the Smithsonian in Washington, D.C., 1996  
Presented address on Oslo peace negotiations to faculty at Ischte University in Lisbon, Portugal, 1998.  
Presented address on relational issues in negotiation to the Kellogg School of Management, Northwestern University, January, 1999.  
Presented address on Negotiation Issues, Harvard Law School, Program on Negotiation, November, 2003.  
Presented address on synchrony in negotiation to the Paul H. Nitze School of Advanced International Studies, SAIS, The Johns Hopkins University, April, 2004.  
Presented key-note address to the Sooner Conference in the Department of Communication at the University of Oklahoma, March, 2010.

## ***Workshops***

Presented communication skills workshops for various organizations including the American Hotel and Motel Association, Michigan Department of Civil Service, State Court Administrative Office, Michigan Sheriff's Association, Michigan Judicial Institute, Michigan Department of Education, The Michigan Education Association, The Michigan Education Special Services Association, The Michigan State Police, The Michigan Department of State, The Michigan Department of Transportation, 1980 to 2005.

Presented several workshops on communication competence to divorce mediators in Michigan, Connecticut, Massachusetts, North Carolina, California and Arizona, Texas, 1984-2000.

Presented several workshops on the enforcement of restraint and other traffic safety laws for the Michigan State Police, the Office of Highway Safety Planning, and the Michigan Coalition for Safety Belt Use, 1986-1987.

Developed a school mediation program at Allen and Pleasant View Schools in Lansing, Michigan, 1989-1992.

Developed a workshop on communication and environmental dispute resolution for the Department of Fisheries and Wildlife, Michigan State University, 1990.

Created the Farm Bureau Insurance Leadership Institute, 1996 to 2000, 2016 to present  
Created the Life Communicator's Association Professional Development Seminar at Michigan State University, 1996 to 2000.

Presented several workshops on mediation and communication issues to the Michigan Judicial Institute, 1985 to present.

Presented several workshops on various communication issues to MSU Extension, 1985 to present.

Presented several workshops on communication and negotiation to the Eli Broad College of Business, 1993 to present.

Created the Sales Communication Specialization at Michigan State University, 2006 to present.

## ***Professional Service***

Program Director, International Association for Conflict Management, 1991.

Reviewer for National Communication Association Conflict and Peace Division, 2002 to present.

Reviewer for International Association for Conflict Management, 2003 to present.

President, International Association for Conflict Management, 2008-2009.

## ***University Service***

University Committee on Academic Policy, 1984-1987.

Member, University Committee on Faculty Affairs, 2012-2013.

Chairperson, University Committee on Faculty Affairs, 2013-2014.

Presiding Officer, Faculty Grievance Office, 2010.

Various ad-hoc committee assignments.

Faculty Grievance Officer, 2014 to present.

## ***PUBLIC SERVICE AND CONSULTING***

Interviewed regarding issues relevant to conflict, mediation, organizational communication and mass communication by WXYZ Detroit, WJBK Detroit, WILS Lansing/Jackson, WJR, Detroit.

Provided legal expertise on product liability cases to: The Budd Company, Minnesota Mining and Manufacturing Co., Clark Equipment Co., and several law firms.

Primary consultant to the Governor's Conference on Traffic Safety for the Michigan Secretary of State, 1987-88.

Board of Directors for the Association of Family and Conciliation Courts, 1986-1988.

Developed a strategic plan for the Michigan State Safety Commission to implement the recommendations from the 1987 Governor's Conference on Traffic Safety.

Developed a strategic plan for the Michigan Department of Transportation for improving the transportation system in Michigan, 1989-1992.

Developed an environmental conflict management program for Seyferth and Associates, Grand Rapids, Michigan, 1990.

Developed an organizational communication improvement plan for the Michigan Department of Transportation, 1990-1992.

Prepared report for the Michigan State Police, Underwater Recovery Unit, Submerged Vehicle Study, 1992.

Conducted several focus groups for Seyferth and Associates, and Insight Marketing, both of Grand Rapids, MI, 1993.

Chairperson, Board of Directors for the Community Mediation Service, Lansing Michigan, 1991-1995.

Developed a student discipline plan for the Lansing School Board, 1994.

Developed a strategic plan for creating the Leadership Institute for the Michigan Farm Bureau Insurance Company, 1995-1996.

Facilitated a strategic discussion for the Michigan Public Health Institute, 1997.

Conducted workshops within the Leadership Institute for Michigan Farm Bureau Insurance, 1996-2000.

Provided court relations training programs for the Michigan Supreme Court, 1998-2000.

Conducted several workshops for the Michigan Judicial Institute, 1995-2013.

Developed case preparation materials for the Michigan Attorney General, 2000-2001.

Facilitated focus groups for strategic planning process for Human Resources at Michigan State University, 2001.

Provided conflict and dispute resolution services to the Michigan State Court Administrator's Office, 2004.

School Board Member, East Lansing Public Schools, 2002-2005.

Provided research and strategic planning services for the Michigan Association of Broadcasters, 2005-2012.

Provided strategic planning and research development activities for the Lake Erie College of Osteopathic Medicine, 2010-2012.

## ***EVALUATION and ASSESSMENT ACTIVITIES***

Primary evaluator for the Michigan Prevention Partners (MIPP), a SAMHSA grant focusing on evaluating the 10 Substance Abuse Prevention Community Coalitions in Michigan, 1996-1998.

Primary evaluator for the Bay City Substance Abuse Prevention Coalition, 1995-1998. Provided evaluation services for the National Council on Alcoholism and Drug Dependence, Lansing, MI, 1997-2001.

Provided evaluation services for the Genesee and Lapeer County United Way's Bridges to Success Program, 1998-2000.

Provided evaluation services for the Lansing, Michigan Safe Schools and Healthy Students grant, 1999-2002.

Developed a program to evaluate community traffic safety programs for the Michigan Office of Highway Safety Planning called ACTS (Assessing Community Traffic Safety), 1996-2003.

Conducted an evaluation of the mediation process in Small Claims Court for the State Court Administrative Office, 2005.

Created an assessment tool for the Michigan Department of Education to help consultant/coaches develop strategic plans for schools-at-risk, 2005.

Safe Schools, Healthy Students evaluator for Genesee County Intermediate School District (20 school districts) and Lewis Cass County (4 school districts), 2002-2006. This evaluation used the CADY (Community Asset Development for Youth) tool to evaluate progress in substance abuse and violence prevention programs.

Nutrition Education program evaluation for the Michigan State University Extension Service, 2008-2009.

Evaluation of the Informal Docket Program in Gratiot and Clinton Counties, State Court Administrator's Office, State of Michigan, 2010-2014.

Evaluation of medical residents for the Lake Erie Consortium of Medical Training, 2006-2015.

## ***EDITORIAL ACTIVITIES***

Have reviewed manuscripts for the following journals:

***Human Communication Research, Communication Monographs, Communication Reports, Management Communication Quarterly, Communication Studies, Communication Research, The International Journal of Conflict Management, Communication Research Reports, The Howard Journal of Communication, Health Behavior Review, Negotiation and Conflict Management Research, the Journal of Conflict Resolution.***

Editorial board participation:

*Management Communication Quarterly, The International Journal of Conflict Management, Negotiation and Conflict Management Research, the Journal of Conflict Resolution*

Associate Editor of *The International Journal of Conflict Management*, 1993-1996  
Co-editor of the *International Negotiation* series with Daniel Druckman, Republic of Letters, 2008 to present.  
Associate Editor of *Group Decision and Negotiation*, 2016.

## **INTELLECTUAL PROPERTY and ENTREPRENEURIAL ACTIVITIES**

Patent on the Device for the Automated Sensing of Interaction (DASI), Michigan State University, Office of Research, January, 1993  
Developed a on-line system for strategic planning for school systems to manage substance abuse and violence prevention programming, 1995 and ongoing.  
Developed an on-line strategic planning tool for community strategic planning in traffic safety for the Michigan Office of Highway Safety Planning, a division of the Michigan State Police, 1994-2005.  
Co-owner of Medical Professional Performance Systems, a business start up LLC, focusing on developing performance assessment tools and curricula for the medical field. December, 2005 and ongoing.  
Co-owner of Maven Business Development, a business start up LLC focusing on market segmentation research for online market research panel companies.

## **RESEARCH AND SCHOLARSHIP**

*(h-index = 28 in Google Scholar)*

### **Refereed Articles**

1. Donohue, W. A. & Donohue, T. R. (1977) Black, white, gifted and emotionally disturbed children's perceptions of the reality of television programming. *Human Relations*, **30**, 609-633.
2. Donohue, W. A. (1978) An empirical framework for examining negotiation processes and outcomes. *Communication Monographs*, **45**, 347-357.
3. Donohue, T. R. Henke, L., & Donohue, W. A. (1980) Nonverbal assessment of children's understanding of television commercial intent and program market segmentation. *Journal of Advertising Research*, **20**, 51-58.
4. Donohue, W. A., Cushman, D. P., & Nofsinger, R. E. (1980) Creating and confronting social order: A comparison of rules perspectives. *Western Journal of Speech Communication*, **44**, 5-19.



5. Donohue, W. A., Hawes, L. C., & Mabee, T. (1981) Testing a structural functional model of group decision making using Markov analysis. *Human Communication Research, 7*, 133-146.
6. Donohue, W. A. (1981) Analyzing negotiation tactics: Development of negotiation interact system. *Human Communication Research, 7*, 273-287.
7. Donohue, W. A. (1981) Development of a model of rule use in negotiation. *Communication Monographs, 48*, 106-120.
8. Donohue, W. A., Diez, M. E., & Hamilton, M. (1984) Coding naturalistic negotiation interaction. *Human Communication Research, 10*, 403-426.
9. Donohue, W. A., Weider-Hatfield, D., & Hamilton, M. (1985) The effects of structure on relational distance in managing conflict. *Human Communication Research, 11*, 387-405.
10. Donohue, W. A., & Diez, M. E. (1985) Directive use in negotiation interaction. *Communication Monographs, 52*, 305-318.
11. Donohue, W. A., Allen, M. & Burrell, N. (1985) Communication strategies in mediation. *Mediation Quarterly, 10*, 75-90.
12. Donohue, W. A., Allen, M. & Burrell, N. (1988) Mediator communicative competence. *Communication Monographs, 55*, 104-119.
13. Burrell, N. A., Donohue, W. A. & Allen, M. (1988) Gender-based perceptual biases in mediation. *Communication Research, 15*, 447-469.
14. Donohue, W. A. (1988) Issues of risk in adult and teen safety belt use. *Alcohol, Drugs, and Driving, 4*, 297-304.
15. Allen, M., Hunter, J. E. & Donohue, W. A. (1989) Meta-analysis of self-report data on the effectiveness of public speaking anxiety treatment techniques. *Communication Education, 38*, 54-76.
16. Donohue, W. A. (1989) Communicative competence in mediators. In K. Kressel and D. Pruitt (Eds.), *Mediation research* (pp. 322-343), San Francisco: Jossey Bass.
17. Donohue, W. A. (1989) Criteria for developing communication theory in mediation. In A. Rahim (Ed.), *Managing conflict: An interdisciplinary perspective* (pp. 155-170), New York: Praeger.
18. Donohue, W. A., Burrell, N., & Allen, M. (1989) Models of divorce mediation. *Conciliation Courts Review, 27*, 37-46.

19. Donohue, W. A., Lyles, J., & Rogan, R. (1989) Issue development in divorce mediation. *Mediation Quarterly*, **24**, 19-28.
20. Donohue, W. A. (1990) Interaction goals in negotiation: A critique. In J. Anderson (Ed.), *Communication yearbook 13* (pp. 417-427), Newbury Park, CA: Sage.
21. Burrell, N. A., Donohue, W. A., & Allen, M. (1990) The impact of disputants' expectations on mediation: Testing an interventionist model. *Human Communication Research*, **17**, 106-141.
22. Rogan, R. G., Donohue, W. A., & Lyles, J. (1990) Gaining and exercising control in hostage negotiations using empathic perspective taking. *International Journal of Group Tensions*, **20**, 77-90.
23. Allen, M., Donohue, W. A., & Stewart, B. (1990) Comparing hardline and softline bargaining strategies in zero sum situations using meta-analysis. In A. Rahim (Ed.), *Theory and research in conflict management* (pp. 86-103), New York: Praeger.
24. Donohue, W. A., Kaufmann, G., Smith, R., & Ramesh, C. (1991) Crisis bargaining: A framework for understanding intense conflict. *International Journal of Group Tensions*, **21**, 133-154.
25. Donohue, W.A., Ramesh, C., & Borchgrevink, C. (1991) Crisis bargaining: Tracking relational paradox in hostage negotiation. *International Journal of Conflict Management*, **2**, 257-274.
26. Donohue, W. A., Burrell, N., & Allen, M. (1993) Models of divorce mediation. In B. Dervin & U. Hariharan (Ed's.), *Progress in communication sciences, Vol. XI* (pp. 101-118). Norwood, NJ: Ablex Publishing.
27. Donohue, W. A., & Roberto, A.J. (1993) Relational development as negotiated order in hostage negotiation. *Human Communication Research*, **20**, 175-198.
28. Manusov, V., Cody, M. J., & Donohue, W. A. (1994) Accounts in child custody mediation sessions. *Journal of Applied Communication Research*, **22**, 1-15.
29. Johnson, D. J., Donohue, W. A., Atkin, C. K., & Johnson, S. (1994) Differences between formal and informal communication channels. *Journal of Business Communication*, **31**, 111-122.
30. Donohue, W. A., Drake, L., & Roberto, A. J. (1994) Mediator issue intervention strategies: A replication and some conclusions. *Mediation Quarterly*, **11**, 261-274.
31. Johnson, J. D., Donohue, W. A., Atkin, C. A., & Johnson, S. (1995) A comprehensive model of information seeking applied to technical problems in an organizational setting. *Science Communication*, **16**, 274-303.

32. Drake, L. D., & Donohue, W. A. (1996) Communicative framing theory in conflict resolution. *Communication Research*, **23**, 297-322.
33. Donohue, W. A. & Roberto, A. J. (1996) An empirical examination of three models of integrative and distributive bargaining, *International Journal of Conflict Management*, **7**, 209-229.
34. Cai, D. A., & Donohue, W. A. (1997) Determinants of facework in intercultural negotiation. *Asian Journal of Communication*, **7**, 85-110.
35. Donohue, W.A. (1998) Managing equivocality and relational paradox in the Oslo Peace Negotiations. *Journal of Language and Social Psychology*, **17**, 72-96.
36. Witte, K, & Donohue, W.A. (2000) Preventing vehicle crashes with trains at grade crossings: The risk seeker challenge. *Accident Analysis and Prevention*, **32**, 127-139.
37. Johnson, J.D., Donohue, W.A., Atkin, C.K., & Johnson, S. (2001) Communication, involvement, and perceived innovativeness: Tests of a model with two contrasting innovations. *Group and Organization Management*, **26**, 24-52.
39. Donohue, W.A., & Hoobler, G. D. (2002) Relational frames and their ethical implications in international negotiation: An analysis based on the Oslo II negotiations. *International Negotiation*, **7**, 143-167.
38. Allen, M, Donohue, W.A., Griffin, A., Ryan, D, & Mitchell, M.M. (2003) Comparing the influence of parents and peers on the choice to use drugs: A meta-analytic summary of the literature. *Criminal Justice and Behavior*, **30**, 163-186.
39. Donohue, W.A. (2003) The promise of an interaction-based approach to negotiation. *International Journal of Conflict Management*, **14**, 167-176.
40. Donohue, W.A. & Taylor, P.J. (2004) Testing the role effect in terrorist negotiations. *International Negotiation*, **8**(3) 85-105.
41. Reisdorff, E.J., Fediuk, T.A., Carlson, D.J., Donohue, W.A., Hughs, M.J., & Mohr, L. (2004) Assessing communication as a competency using a modified Norton scale. *Academy of Emergency Medicine*, **11**, 499.
42. Donohue, W.A. (2004) Critical moments as flow in negotiation. *Negotiation Journal*, **20**, 147-152.
43. Reisdorff, E.J., Hughes, M.J., Fediuk, T.A., Donohue, W.A., Carlson, D.J., Castaneda, C., and Hughes, W.P. (2005) Developing a valid evaluation of the general competency of interpersonal and communication skills (abstract). *Academy of Emergency Medicine*, **12**, 63.
44. Reisdorff, E.J., Hughes, M.J., Castaneda, C., Carlson, D.J., Donohue, W.A., Fediuk, T.A., & Hughes, W.P. (2006) Developing a valid evaluation for interpersonal and communication skills. *Academic Emergency Medicine*, **13**, 1056-1061.

45. Donohue, W.A., & Taylor, P.J. (2007) Role effects in negotiation: The one-down phenomenon. *Negotiation Journal*, **23**, 307-331.
46. Donohue, W.A. (2007) Methods, milestones, and models: State of the art in conflict analysis research. *Negotiation Journal*, **23**, 487-497.
47. Cartland, J, Ruch-Ross, H.S., Mason, M., & Donohue, W.A. (2008) Role sharing between evaluators and stakeholders in practice. *American Journal of Evaluation*, **29**, 460-477.
48. Donohue, W.A., Dibble, J.M., & Schiamberg, L.B. (2008) A Social Capital Approach to the Prevention of Elder Mistreatment. *Journal of Elder Abuse and Neglect*, **20**, 1-24.
49. Donohue W.A. & Druckman, D.D. (2009) Message framing surrounding the Oslo I Accords. *Journal of Conflict Resolution*, **53**, 119-145.
50. Bresnahan, M.J., Donohue, W.A., Sherman, S.M., & Guan, X. (2009) Research note: Two measures of conflict orientation. *Conflict Resolution Quarterly*, **26**, 365-379.
51. Bresnahan, M.J., Guan, X, Sherman, S.M. & Donohue, W.A. (2009) Roommate conflict: Does race matter. *The Howard Journal of Communications*, **20**, 1-20.
52. Olekalns, M., Brett, J., & Donohue, W.A. (2010) Words are all I have: Linguistic cues as predictors of settlement in divorce mediation. *Negotiation and Conflict Management Research*, **3**, 145-168.
53. Donohue, W.A. (2011) The identity trap: The language of genocide. *Journal of Language and Social Psychology*, **30**, 1-18.
54. Donohue, W.A., Liang, J. (2011) Transformative linguistic styles in divorce mediation. *Negotiation and Conflict Management Research*, **4**, 200-218.
55. Bell, H., Donohue, W.A., Liang, Y (J.), & Kim, J., & Cettin, M. (2012) Osteopathic medical student learning competency. *Family Medicine*, **44**, 194-201.
56. Donohue, W.A., Liang, Y., & Druckman, D. (2014) Validating LIWC Dictionaries: The Oslo I Accords. *Journal of Language and Social Psychology*, **33**, 282-301, doi: 10.1177/0261927X13512115.
57. Donohue, W.A., Pugh, F., & Sabrie, S. (2014) Somali piracy negotiations: Resolving the paradoxes of extortionate transactions. *Negotiation and Conflict Management Research*, **7**, 173-187.
58. Donohue, W.A., Sherry, J.L., & Idzik, P. (2015) Interaction dynamics predict successful negotiation in divorce mediation. *Journal of Language and Social Psychology*, **34**, 1-20, doi: 10.1177/026197X15603090.
59. Paul, G.D., Geddes, D, Jones, T.A. & Donohue, W.A. (2016). Revitalizing conflict research with a communication perspective: Celebrating and learning from Linda Putnam's contributions to the study of conflict. *Negotiation and Conflict Management Research*, **9**, 309-331. DOI: 10.1111/ncmr.12080.

### ***Nonrefereed Publications***

60. Donohue, W. A. (1980) Small group communication. In C. Book (Ed.), ***Human communication: Principles, contexts, and skills*** (pp. 140-164), New York: St. Martin's Press.
61. Donohue, W. A., Diez, M. E. & Stahle, R. B. (1983) New directions in negotiation research. In R. Bostrom (Ed.), ***Communication yearbook 7*** (pp. 249-281), New York: Transaction.
62. Donohue, W. A., Diez, M. E., & Weider-Hatfield, D. (1984) Skills for successful bargainers: A valence theory of competent mediation. In R. Bostrom (Ed.), ***Competence in communication: A multidisciplinary approach*** (pp. 219-255), Beverly Hills: Sage.
63. Donohue, W. A. (1985) Ethnicity and mediation. In W. Gudykunst, L. Stewart, & S. Ting Toomey (Eds.), ***Communication, culture and organizational processes*** (pp. 134-154), Newbury Park: Sage.
64. Allen, M., & Donohue, W. (1987) The mediator as arguer. In J. Wenzel (Ed.), ***Argument and critical practices, Proceedings of the Fifth SCA/AFA Conference on Argumentation, VI*** (pp. 279-284), Annandale: SCA.
65. Donohue, W. A., & Weider-Hatfield, D. (1988) Communication strategies. In A. Milne & J. Folberg (Eds.), ***Divorce mediation: Theory and practice*** (pp. 279-318), New York: Guilford Publications.
66. Donohue, W. A., & Ramesh, C. (1992) Negotiator-opponent relationships. In M. Roloff & L. Putnam (Ed's.), ***Communication and negotiation*** (pp. 209-232), Newbury Park: Sage Publications.
67. Donohue, W. A. & Bresnahan, M. I. (1994) Communication issues in mediating cultural conflict. In J. Folger & P. Jones (Ed's.), ***New directions in mediation: Communication research and perspectives*** (pp. 135-158), Newbury Park: Sage Publications.
68. Wilson, S. R., Cai, D. A., Campbell, D. M., Donohue, W. A., & Drake, L.E. (1995) Cultural and communication processes in international business negotiations. In A.M. Nicotera (Ed.), ***Conflict and organizations: Communicative processes*** (pp. 197-229). Albany, NY: SUNY Press.
69. Donohue, W. A. (1997) An interactionist framework for peace. In B. Kovacic (Ed.), ***Emerging theories of human communication*** (pp. 65-87), Albany, NY: Suny Press.
70. Donohue, W. A., & Cai, D. A. (1999) The history of interpersonal conflict. In L. Kurtz (Ed.), ***Encyclopedia of violence and peace and conflict*** (pp.257-267). New York: Academic Press.

71. Donohue, W. A. (2001) Resolving relational paradox: The language of conflict in relationships. In W. F. Eadie and P. E. Nelson (Eds.), *The language of conflict and resolution* (pp. 21-46). Thousand Oaks, CA: Sage.
72. Donohue, W. D., & Hoobler, G. D. (2002) Relational ripeness in the Oslo I and Oslo II negotiations. In Eytan Gilboa (ed.), *Media and conflict: Framing issues, making policy, shaping opinions* (pp. 65-88). Ardsley, NY: Transnational Publishers.
73. Donohue, W. A. (2003) Special issue on interactional processes in negotiation. *International Journal of Conflict Management*, *14*, 3-4.
74. Donohue, W. A. (2004) Read my lips: Code switching in negotiation. *Ivey Business Journal*, *July/August* (pp. 1-7).
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