

CURRICULUM VITAE  
1998  
OTOMAR JAN BARTOS

Personal

Born: Prague, Czechoslovakia. November 16, 1927.  
U.S. citizen in 1958.

Marital Status: Married. 7 children.

Present Address: 2788 Lee Hill Drive  
Boulder, CO 80302  
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Education

1947-50 Charles University, Prague (Law)

1950-51 Salzburg Seminar in American Studies (Sociology)

1951 University of Toronto (Sociology)

1952-54 University of Colorado (Sociology)

1954-57 Yale University (Sociology)

1959 Harvard University (Postdoctoral: Sociology, statistics)

1960 Columbia University (Postdoctoral: Sociology, computing)

Degrees

1954 BA in Sociology, University of Colorado.

1954 MA in Sociology, University of Colorado.

1958 PhD in Sociology, Yale University.

Honors

1950 Fellow, Salzburg Seminar in American Studies, Salzburg, Austria.

1955-56 President, Yale University Sociology Club.

- 1959-60 Postdoctoral Fellow, Social Science Research Council.
- 1978-79 Scholar in Residence, Zentrum für Interdisziplinäre Forschung, Bielefeld, Germany.

#### Research

- 1959-60 Principal Investigator, "Study of Student Leadership," University of Hawaii grant.
- Principal Investigator, "Project Negotiation," under the grants from:
- 1960-61 Social Science Research Council.
- 1961-62 National Science Foundation.
- 1962-67 Air Force Office of Scientific Research.
- 1978-79 Co-principal Investigator (with R. Tietz), "Experiments in Negotiation," under grant from Deutsche Forschungsgemeinschaft.
- 1983-85 Co-principal Investigator (with P. Wehr), "Landlord-Tenant Mediations," under grant from the University of Colorado.

#### Publications

##### Books:

- 1967 *Simple Models of Group Behavior*. New York: Columbia University Press.
- 1974 *Simple Models of Group Behavior*. (Re-issued in paperback edition by Columbia University Press.)
- 1974 *Process and Outcome of Negotiations*. New York: Columbia University Press.
- 1978 *Process and Outcomes of Negotiations*. (Translated into Chinese and published in Taiwan.)
- 2002 (with Paul Wehr) *Using Conflict Theory*. New York: Cambridge University Press.

##### Chapters in Books, Papers.

- 1960 (with R. A. Kalish) Survey of student attitudes towards campus activities. *Personnel and Guidance Journal*. 392-399.

- 1961 (with R. A. Kalish) Sociological correlates of student leadership in Hawaii. *Journal of Educational Sociology*. 65-72.
- 1964 A model of negotiation and the recency effect. *Sociometry*. 311-326.
- 1965 Concession-making under experimental conditions. *General Systems*. 145-156.
- 1965 Two models of negotiation and some experimental evidence. In Massarik et al., eds. *Mathematical explorations in the Behavioral Sciences*. Homewood: Irwin. 140-158.
- 1965 Concession-making in experimental negotiations. In Berger et al., eds. *Sociological Theories in Progress, Vol. 1*. Boston: Houghton-Mifflin. 3-28.
- 1967 How predictable are negotiations? *Journal of Conflict Resolution*. 481-496.
- 1970 Foundation for a rational-empirical model of negotiation. In Berger et al., eds. *Sociological theories in Progress, Vol. 2*. Homewood: Irwin. 3-20.
- 1970 Determinants and consequences of toughness, in Swingle, ed. *The Structure of Conflict*. New York: Academic Press. 45-68.
- 1972 Is toughness profitable? In Sauerman, ed. *Contributions to Experimental Economics, Vol. 3*. Tübingen, Germany: Mohr.
- 1976 How predictable are negotiations? In Zartman, ed. *The 50% Solution*. New York: Anchor Books. 485-509.
- 1976 (with R. C. Chanson) Constructing simple theories from propositional inventories. *Social Science Research*. 481-496.
- 1977 Simple models of negotiation: a sociological point of view. *Journal of Conflict Resolution*. 565-579.
- 1978 Simple model of negotiation. In Zartman, ed. *The Negotiation Process*. Beverly Hills: Sage, 13-28.
- 1978 Negotiation and justice, in Sauerman, ed. *Contributions to Experimental Economics, Vol. 4*. Tübingen, German: Mohr.
- 1980 Personality and negotiating style. In Kriesberg, Ed. *Research in Social Movements, Conflict, and Change, Vol. 3*. Greenwich Village, CON: JAI Press.
- 1981 (with R. Tietz) Fairness in negotiation. *Frankfurter Arbeiten zur experimentellen Wirtschaftsforschung*. 1-33.

- 1981 (with Y. M. Tsai) The urban dynamics model: a validation study. *Urban Affairs Quarterly*. 195-218.
- 1983 (with R. Tietz & C. McLean) Toughness and fairness in negotiations. In Tietz, ed. *Aspiration Levels in Bargaining and Economic Decision-making*. Berlin: Springer Verlag. 35-51.
- 1983 (with R. Tietz) Balancing of aspiration levels as fairness principle in negotiations. In Tietz, ed. *Aspiration Levels in Bargaining and Economic Decision-making*. Berlin: Springer Verlag. 52-66.
- 1995 Modeling distributive and integrative negotiations. *Annals of the American Academy of Political and Social Sciences*. Vol. 542. 48-60.
- 1996 Negotiation as friendship formation. *International Negotiation*. 29-46.
- 1996 Postmodernism, postindustrialism, and the future. *The Sociological Quarterly*. 307-325.

#### Teaching Experience

- 1956-67 Instructor, Associate Professor, University of Hawaii.
- 1958 Visiting Professor, Whittier College, CA.
- 1961-62 Visiting Professor, Northwestern University.
- 1962 Staff, Seminar on Models of Negotiation, Princeton University.
- 1967-71 Professor, University of Pittsburgh.
- 1969-70 Visiting Professor, Dartmouth College.
- 1971-1997 Professor, University of Colorado.

#### Service

- 1968-69 Director, Graduate Studies in Sociology, University of Pittsburgh.
- 1968-69 Director, Sociology Small Group Laboratory, University of Pittsburgh.
- 1972-73 Chair, Sociology Graduate Committee, University of Colorado.
- 1972-80 Director, Bureau of Sociological Research, University of Colorado.

- 1974-75 Member, Executive Committee, University of Colorado.
- 1980-85 Member of various Search and Evaluation Committees, IBS, University of Colorado.
- 1985-89 Member, Executive Committee, University of Colorado.
- 1985-90 Chair, Sociology Conflict Concentration.
- 1956-97 Reviewer for various journals, grant evaluator for NSF and other agencies.

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