

**Call for Proposals
International Negotiation Teaching and Research Association (INTRA) 2019**

International Negotiation and Teaching Research Association (INTRA) involves teachers and practitioners of negotiation. The organization seeks to explore theory and practice of negotiation as well as the teaching of negotiation. INTRA is open for all academics and practitioners interested in negotiation and its teaching.

Further info on INTRA:

<http://mgmt.au.dk/research/organisation-strategy-and-accounting/osa-research/networks/intra/the-international-negotiation-and-teaching-research-association-intra/>

INTRA's next meeting will be held in Kyoto Japan at Kyoto University on Thursday, March 28th 2019, 9:30 AM / 4:30 PM.

INTRA invites proposals on the topics of Negotiation, especially regarding

- identifying and measuring negotiation ability;
- cognitive aspects of negotiation; and
- impact of negotiation on individuals

Proposals are invited for presentations, workshops, and panel sessions.

Presentation format: 20 minutes of presentation time followed up 10 minutes of Q&A. A discussant may be appointed at your request.

Workshop format: Workshops shall be designed for one hour sessions and may be for pedagogical development, demonstration of negotiation concepts, or other purposes.

Panel sessions: These may be designed for 30 minute or one hour sessions. Please include the names of the panelists and moderator who will participate.

Please send an abstract (250-3050 words) as well as key references by email to Will Baber at baber@gsm.kyoto-u.ac.jp. Deadline for submission: October 30, 2018. Acceptance will be confirmed by December 30, 2018.

Proceedings

An informal conference proceedings will be published on-line containing abstracts, selected presentation slides, and keynote speeches or summaries, as well as workshop overviews and summarized highlights.



INTRA 2019 will be followed on March 29 and 30 by The Negotiation Challenge (TNC), a student competition featuring graduate level teams from around the world.

For further info on The Negotiation Challenge, please visit: <https://thenegotiationchallenge.org/>