

# Rebecca E. Hollander-Blumoff

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## Teaching & Academic Experience

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Washington University School of Law, St. Louis, Missouri  
**Vice Dean for Research and Faculty Development**, 2017 – 2019

**Professor of Law**, 2012 –

**Associate Professor of Law**, 2006 – 2012

Israel Treiman Faculty Fellowship, 2008-2009

Courses: Civil Procedure; Law & Psychology; Federal Courts; Negotiation Theory & Practice;  
Advanced Negotiation Theory Seminar

Voted 2018 “Voice of the Faculty” Commencement Speaker by Graduating Class

Harvard Law School, Cambridge, Massachusetts

**Visiting Professor of Law**, Fall 2016 (teaching Civil Procedure; Psychology, Markets, & Law)

University of Notre Dame, South Bend, Indiana

**Visiting Professor of Law**, Fall 2012 (teaching Law & Psychology; Advanced Negotiation Theory Seminar)

New York University School of Law, New York, New York

**Research Fellow, Institute of Judicial Administration**, June 2005 – June 2006

**Acting Assistant Professor, Lawyering Program**, June 2002 – May 2005

Seton Hall University School of Law, Newark, New Jersey

**Research Professor and Adjunct Professor**, August 2000 – June 2002

## Education

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New York University, New York, New York

**Ph.D., Social Psychology**, September 2011

**M.A., Psychology**, May 2005

Harvard Law School, Cambridge, Massachusetts

**J.D., *cum laude***, June 1996

*Harvard Negotiation Law Review*, Student Writing Managing Editor

*Harvard Women's Law Journal*, Law and Literature Executive Editor

Harvard Legal Aid Bureau, Vice-President

Pre-Law Advisor, Pforzheimer House, Harvard College

Universidad de la Complutense, Madrid, Spain

Diploma of Hispanic Studies, June 1993

Harvard College, Cambridge, Massachusetts

**A.B., *magna cum laude*, History and Literature of England and America**, June 1992

John Harvard Scholarship for Academic Performance of Highest Distinction  
Elizabeth Cary Agassiz Scholarship for Academic Performance of Highest Distinction  
Features and Commentary Editor, Harvard Independent  
Dunster House Representative, Senior Class Committee

## Publications

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*The Market as Negotiation*, 96 NOTRE DAME LAW REVIEW (forthcoming 2021) (with Matthew T. Bodie)

*Taking Human Behavior Seriously (Commentary on "Bargaining in the Shadow of the Law")*, in DISCUSSIONS IN DISPUTE RESOLUTION: THE FORMATIVE ARTICLES (HINSHAW, SCHNEIDER, AND COLE, EDS.) (Oxford University Press, forthcoming 2020)

*It's Complicated: Reflections on Teaching Negotiation for Women* 62 WASHINGTON UNIVERSITY JOURNAL OF LAW & POLICY (forthcoming 2020) (special volume)

*Law and Social Psychology Methods*, in ROUTLEDGE HANDBOOK OF SOCIO-LEGAL THEORY AND METHODS (2019)

*Social Value Orientation and the Law*, 59 WILLIAM & MARY LAW REVIEW 475 (2017)

*Novel Negotiation*, 2017 JOURNAL OF DISPUTE RESOLUTION 61 (symposium issue)

*Fairness Beyond the Adversary System: Procedural Justice Norms for Legal Negotiation*, 85 FORDHAM LAW REVIEW 2081 (2017) (symposium issue)

*Building Relationships as Negotiation Strategy*, in THE NEGOTIATOR'S DESK REFERENCE (DRI Press, St. Paul 2017)

*Formation of Procedural Justice Judgments in Legal Negotiation*, 26 GROUP DECISION AND NEGOTIATION 19 (2017)

*Procedural Justice and Policing: Four New Directions*, 52 WASHINGTON UNIVERSITY JOURNAL OF LAW & POLICY 67 (2016) (symposium issue); adapted for chapter in THE CAMBRIDGE HANDBOOK OF POLICING IN THE UNITED STATES (Cambridge University Press, 2019)

*Crime, Punishment, and the Psychology of Self-Control*, 61 EMORY LAW JOURNAL 501 (2012) **(cited by the Utah Supreme Court in State v. Lambdin, 424 P.3d 117 (2017))**

*The Psychology of Procedural Justice in the Federal Courts*, 63 HASTINGS LAW JOURNAL 127 (2011) **(cited by the United States Supreme Court in Rosales-Mireles v. U.S., 138 S.Ct. 1897 (2018), both Sotomayor, J. for majority and Thomas, J. in dissent)**

*Intrinsic and Extrinsic Compliance Motivations in Law: Comment on Feldman*, 35 WASHINGTON UNIVERSITY JOURNAL OF LAW & POLICY 53 (2011) (symposium issue)

*Procedural Justice and the Rule of Law: Fostering Legitimacy in Alternative Dispute Resolution*, 2011 JOURNAL OF DISPUTE RESOLUTION 1 (with Tom R. Tyler) (symposium issue)

*Just Negotiation*, 88 WASHINGTON UNIVERSITY LAW REVIEW 381 (2010) **(selected for presentation at the 2009 Stanford-Yale Junior Faculty Forum)**

*Law and the Stable Self*, 54 ST. LOUIS UNIVERSITY LAW JOURNAL 1173 (2010) (symposium issue)

*Procedural Justice in Negotiation: Procedural Fairness, Outcome Acceptance, and Integrative Potential*, 33 LAW & SOCIAL INQUIRY 473 (2008) (with Tom R. Tyler)

*Social Psychology, Information Processing, and Plea Bargaining*, 91 MARQUETTE LAW REVIEW 163 (2007) (symposium issue)

*The Effects of Jury Ignorance about Damage Caps: The Case of the 1991 Civil Rights Act*, 90 IOWA LAW REVIEW 1361 (2005) (with Matthew T. Bodie)

*Legal Research on Negotiation*, 10 INTERNATIONAL NEGOTIATION 149 (2005)

Note, *Getting to "Guilty": Plea Bargaining as Negotiation*, 2 HARVARD NEGOTIATION LAW REVIEW 115 (1997)

Book Note, *Breaking Down Barriers*, 1 HARVARD NEGOTIATION LAW REVIEW 257 (1996) (reviewing Kenneth Arrow et al., *Barriers to Conflict Resolution* (1996))

## Works in Progress

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*Negotiating Legitimacy: Police and the Public*

*The Psychology of the Second Amendment*

## Academic Presentations

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*Negotiating Legitimacy: Police and the Public*, International Association of Conflict Management Annual Meeting (July 2020)

*Rountable*, Law & Society Association Annual Meeting (June 2020)

*The Future of Policing in the 21st Century (Panel on Reform)*, AALS Annual Meeting Symposium, Washington DC (January 2020)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2018 Spring Conference, Minneapolis (April 2019)

*Negotiating Legitimacy: Police and the Public*, Black & Blue Conference on Legal Legitimacy, Washington University (February 2019)

*Commentator* on Ben McMichael and Michael Morley, Southeastern Junior-Senior Workshop, University of Georgia (October 2018)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2018 Spring Conference, Washington, DC (April 2018)

*Procedural Justice and Police Reform*, Law & Psychology Colloquium, University of California, Berkeley, School of Law (September 2017)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2017 Spring Conference, San Francisco (April 2017)

*Procedural Justice and Police Reform*, Criminal Justice Workshop, Harvard Law School (March 2017)

*Social Value Orientation and the Law*, University of Connecticut Faculty Workshop Series (December 2016)

*Fairness Beyond the Adversary System: Procedural Justice Norms for Legal Negotiation*, Stein Center for Law & Ethics Colloquium: Civil Litigation Ethics at a Time of Vanishing Trials, Fordham Law School (October 2016)

*Social Value Orientation and the Law*, Law & Economics Seminar, Harvard Law School (October 2016)

*Panelist*, Moving Negotiation Theory from the Tower of Babel Toward a World of Mutual Understanding, Center for the Study of Dispute Resolution, University of Missouri (October 2016)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2016 Spring Conference, New York (April 2016)

*Social Value Orientation and the Law*, Florida State University Law School Faculty Workshop (March 2016)

*Procedural Justice and Justice Reform*, Justice Reform Conference, Penn State Law School (February 2016)

*Procedural Justice – Future Directions for Research*, National Initiative for Building Community Trust & Justice Research Roundtable, Yale University (November 2015)

*Why Do People Comply with Laws?*, World Bank Law Justice and Development Week (November 2015)

*Formation of Procedural Justice Judgments in Legal Negotiation*, Georgetown Law School Law & Economics Colloquium (October 2015)

*The Market as Negotiation*, Trust and Empirical Evidence in Law Making and Legal Process, Oxford University (June 2015)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2015 Spring Conference, Seattle (April 2015)

*Social Value Orientation and the Law*, Washington University Law School Faculty Workshop (June 2014)

*Formation of Procedural Justice Judgments in Dyadic Negotiation*, Law & Society Association Annual Meeting, Minneapolis (June 2014)

*The Top Ten Procedural Justice Questions (and a Few More)*, American Bar Association Section of Dispute Resolution 2014 Spring Conference, Miami (April 2014)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2014 Spring Conference, Miami (April 2014)

*Using Psychology Research in Lawyering*, Psychology and Lawyering: Coalescing the Field, University of Nevada Las Vegas Boyd School of Law & Saltman Center for Conflict Resolution (February 2014)

*Procedural Justice, Social Value Orientation, and the Resolution of Legal Disputes*, Conference on Procedural Justice and the Courts: Normative Dimensions, Ghent University, Belgium (January 2014)

*Social Value Orientation and the Law*, Law & Society Association Annual Meeting, Boston (June 2013)

*Teaching Psychology to Law Students*, American Bar Association Section of Dispute Resolution 2013 Spring Conference, Legal Educators' Colloquium, Chicago (April 2013)

*What I'm Reading*, American Bar Association Section of Dispute Resolution 2013 Spring Conference, Chicago (April 2013)

*Antecedents of Procedural Justice Judgments in Bilateral Negotiation*, University of Notre Dame Law School Faculty Colloquium (November 2012)

*The Market as Negotiation*, Law & Society Association Annual Meeting, Honolulu (June 2012)

*The Psychology of Procedural Justice in the Federal Courts*, Loyola Law School, Los Angeles (August 2011)

*Just Negotiation*, Oregon Law Lectures and Awards Speakers Series, University of Oregon (April 2011)

*The Psychology of Procedural Justice in the Federal Courts*, University of Illinois (Urbana-Champaign) Faculty Colloquium (February 2011)

*The Psychology of Procedural Justice in the Federal Courts*, St. Louis University Faculty Colloquium (October 2010)

*Just Negotiation*, Quinnipiac-Yale Dispute Resolution Workshop (October 2010)

*The Rule of Law: Procedural Justice and the Psychology of Legitimacy*, The Rule of Law and Alternative Dispute Resolution Symposium, University of Missouri (October 2010)

*The Psychology of Procedural Justice in the Federal Courts*, Junior Federal Courts Faculty Workshop, hosted by University of Illinois (October 2010)

*The Objective Antecedents of Procedural Justice in Bilateral Negotiation*, New Scholars' Colloquia, SEALS Annual Meeting, Palm Beach, Florida (July 2010)

*Crime, Punishment, and the Psychology of Self-Control*, Junior Criminal Law Faculty Workshop, John Marshall Law School (July 2010)

*The Objective Antecedents of Procedural Justice in Bilateral Negotiation*, Law & Society Annual Meeting, Chicago, Illinois (May 2010)

*The Objective Antecedents of Procedural Justice in Bilateral Negotiation*, Washington University Psychology Department Social-Personality Brown Bag Workshop (April 2010)

*The Theoretical and Empirical Case for Procedural Justice in Negotiation*, selected by peer review for presentation at the American Psychology-Law Society Annual Meeting, Vancouver, BC. (March 2010)

*Commentator* on Yuval Feldman, For Love or Money Conference, Washington University Law School (March 2010)

*The Challenges of Teaching Negotiation Ethics*, AALS Annual Meeting, New Orleans (January 2010)

*The Unitary Versus Embedded Self in the Law*, Response to Richard J. Childress Lecture of John A. Powell, St. Louis University School of Law (October 2009)

*The Theoretical and Empirical Case for Procedural Justice in Negotiation*, Lewis & Clark Law School Faculty Colloquium (October 2009)

*Just Negotiation*, Stanford-Yale Junior Faculty Forum, Stanford Law School (May 2009)

*Just Negotiation*, University of Missouri Law School Faculty Colloquium (April 2009)

*Discussant* on Dan Simon, *On the Objectivity of Investigations: An Experiment*, Conference on Empirical Legal Studies, Cornell Law School (September 2008)

*Procedural Justice in Negotiation: Procedural Fairness, Outcome Acceptance, and Integrative Potential*, Law, Psychology & Economics Colloquium, University of Illinois College of Law (April 2008)

*The Objective Antecedents of Procedural Justice in Bilateral Negotiation*, Law & Psychology Roundtable, Washington University School of Law (April 2008)

*Social Psychology, Information Processing, and Plea Bargaining*, Marquette Law School Conference on Plea Bargaining: Understanding and Improving Dispute Resolution in Criminal Law (April 2007)

*Social Psychology, Information Processing, and Plea Bargaining*, American Bar Association Section of Dispute Resolution Annual Conference, Washington, DC (April 2007)

*Procedural Justice in Negotiation*, First Annual Empirical Legal Studies Conference, University of Texas School of Law (October 2006)

*Psychological Dimensions of Negotiation: A Primer for Lawyering Faculty*, New York University School of Law (June 2005)

*Procedural Justice in Negotiation*, Social Psychology Brown Bag Speakers Series, New York University (April 2005)

*Do Nice Guys Finish Last?*, Center for Labor and Employment Law Workshop Series, New York University School of Law (September 2004) (with Tom R. Tyler)

*Do Nice Guys Finish Last?*, Harvard Program on Negotiation, Next Generation Series, Harvard Business School (March 2004) (with Tom R. Tyler)

*Fairness in Legal Negotiation*, Social Psychology Brown Bag Speakers Series, New York University (April 2003)

*"You Can't Handle the Truth": The Effects of Jury Ignorance about the Damage Caps in the 1991 Civil Rights Act*, Conference on Behavioral Analyses of Workplace Discrimination, New York University School of Law (April 2002) (with Matthew T. Bodie)

## **Faculty Service**

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Chair, Faculty Senate Council, Washington University, 2015 – 2017; Ex Officio, 2017-2018

Executive Committee of the AALS Section on Civil Procedure, 2009-2015; Chair, 2014

Member, American Law Institute, elected 2012

Society for Empirical Legal Studies, Board of Directors 2014-2017, Co-President 2015

Fellow, Society for Empirical Legal Studies, 2015-present

## Washington University School of Law:

Chair, Faculty Senate Council Subcommittee on Bi-Campus Experience, 2019  
University Faculty Achievement Awards Advisory Committee, 2018-  
Chair, Grading Task Force, 2017-2018  
Law School Representative, Faculty Senate Council, 2014-2017  
Scholarship Committee, 2015-2016  
Building Committee, 2015-2016  
Chair, Faculty Workshop Committee, 2014-2015  
University Honorary Degree Committee, 2014-2015; 2017-2020  
Organizer, Junior Faculty Regional Workshop Series, 2007-2012, 2014-2015  
Center for Interdisciplinary Study of Work & Social Capital, Faculty Advisory Board, 2010-2014  
Admissions Committee, 2008-09; 2010-2011; 2013-2014  
Online Education Oversight Committee, 2013  
Social Media, Public Affairs, and Communications Advisory Committee, 2011-2012  
Energy and Environment Committee, 2010  
Clerkship Advisor, 2007-08  
Faculty Appointments Committee, 2006-07

## **Selected Other Presentations & Teaching**

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*Essential Skills for Effective Negotiation at Work*, The American Orthopaedic Association Resident Leadership Forum, San Diego (June 2019)

*The Art & Science of Negotiation; Negotiation with Empathy*, Brookings Executive Education, Washington DC (March & April 2019)

*Negotiating First Job Offers*, Orthopaedic Surgery Grand Rounds, Washington University Medical School (January 2019)

*Negotiation Skills, Association of Women Faculty*, Washington University (April 2011; November 2015; September 2020)

*Teamwork and Negotiation Skills, Husch Blackwell University at Washington University*, Olin Executive Programs (yearly, 2015-present)

*Negotiation and Emotional Intelligence, Professional Leadership Academy & Networking*, Washington University (September 2015, September 2017; September 2019)

*Negotiation Skills, Women Faculty Leadership Initiative*, Washington University (January 2015; January 2017; September 2019)

*Negotiation Skills, Academic Medical Leadership Program*, Washington University Medical School, (yearly, 2012-present)

*Negotiation Skills, Women's Executive Leadership Program*, Olin Business School, Washington University (yearly, 2012-present)

*Negotiation Skills, Academic Women's Network*, Washington University Medical School Annual Dinner (November 2014)

*Negotiation*, Sam Fox School of Design & Visual Arts Symposium, Women in Architecture 1974 | 2014 symposium (November 2014)

*Negotiation Skills*, Psychology Department, Washington University (March 2014)

*Negotiation and Conflict Resolution*, Neurosurgery Grand Rounds, Washington University Medical School (February 2014)

## Practice Experience

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### **Lankler Siffert & Wohl LLP**, New York, New York

**Associate**, December 1997 – May 2000

Practiced civil and criminal law in federal and state court. Worked extensively with clients; researched and wrote legal memoranda and pleadings on wide variety of legal issues. Conducted and reported on internal investigation involving violations of SEC rules governing accountant independence. Interviewed client in preparation for negotiation with and proffer to U.S. Attorney's Office and prepared client for grand jury and trial testimony in Foreign Corrupt Practices Act case. Prepared client for Department of Justice interviews in Sherman Act case. Defended deposition in breach of contract case involving failed acquisition of corporation. Drafted reply memo for and argued pro bono criminal appeal to New York Supreme Court, Appellate Division.

### **Department of Justice, Antitrust Division**, New York, New York

**Intern**, June 1996 – July 1996

Drafted jury instructions; wrote legal analysis for investigation on bid rigging; assisted in factual investigations.

### **U.S. Attorney's Office, Southern District of New York**, New York, New York

**Intern**, July 1995 – August 1995

Researched and wrote brief in opposition to post-trial motion in conspiracy, robbery and extortion trial. Researched extradition for terrorism investigation. Researched and wrote brief in opposition to sentence reduction motion.

### **Cravath, Swaine & Moore**, New York, New York

**Summer Associate**, June 1995 – July 1995

### **McDermott, Will & Emery**, Boston, Massachusetts

**Summer Associate**, June 1994 – August 1994

## Clerkship

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### **The Honorable Kimba M. Wood, United States District Court for the Southern District of New York**

**Law Clerk**, August 1996 – August 1997

## Review Activity

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Peer Reviewer: National Science Foundation; *Law & Society Review*; *Social Justice Research*; *Group Decision and Negotiation*; *Law & Social Inquiry*; *Journal of Conflict Resolution*; *Journal of Empirical Legal Studies*; *Negotiation Journal*; *European Journal of Work and Social Psychology*; *Laws*; *Review of International Studies*

## Bar Admission

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New York (since 1997). Southern District of New York, Eastern District of New York

## Languages

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Proficient in Spanish, working knowledge of French and German