



Dr. Matthew Mulford is an Affiliate Professor at HEC-Paris, a Senior Research Fellow at the London School of Economics and a Visiting Faculty at the European School of Management and Technology in Berlin. He is formally a founding Dean of the TRIUM Global Executive MBA program. TRIUM is a joint EMBA offered by New York University's Stern Business School, HEC School of Management in Paris, and the London School of Economics. The degree was ranked as one of the top 5 in the world by the FT in each of the years of his Deanship. Prior to his Deanship, he was a senior lecturer in quantitative methods and negotiation analysis at the London School of Economics (LSE). His research interests include the psychology of judgment and decision making in interdependent interactions, negotiation analysis, experimental game theory, and experimental research design. Dr. Mulford has designed, directed and/or taught executive training courses in more than 20 countries for a variety of clients, including: Boehringer Ingelheim, Bosch, Deutsche Bank, EADS, Ericsson, Gallup, Gold Fields, Indian National Railroad, King Faisal Specialist Hospital, Linklaters, MAF-Carrefour, MTS, Qtel, Rusal, Siemens, Standard Chartered Bank, Statoil, Syngenta, ThyssenKrupp, Total, the UK's National Audit Office and Home Office, and the United Nations Development Program.

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Academic Appointments

Visiting Senior Research Fellow, LSE, 2007 – present.
Affiliate Professor, HEC – Paris, 2006 – present.
Visiting Professor, ESMT – Berlin, 2004 – present.
Assistant Dean, TRIUM Global EMBA, 2006 – 2009.
Director of Academic Affairs, TRIUM Global EMBA, 2004-2006.
Academic Director – TRIUM Global EMBA - LSE, 2001-2004.
Senior Lecturer, London School of Economics and Political Science, Interdisciplinary Institute of Management, Methodology Institute, 2003-2006.
Lecturer, London School of Economics and Political Science, Interdisciplinary Institute of Management, Methodology Institute, 2000 – 2003.
Department of Government, 1995 – 2000.
Instructor, University of Oregon, 1993 - 1994.
Researcher, J. Hill Institute of Social Cognition and Decision Making, Univ. of Oregon, 1992 - 1995.

Education

1995 *Ph.D.*, Political Science, *University of Oregon*.
1993 *M.Sc.*, Political Science, *University of Oregon*.
1990 *M.A.*, Politics, *New York University*.
1988 *B.A.*, Latin American Studies, Political Science, and History, *University of Nebraska-Lincoln*.
1986 *Visiting Student*, University of Costa Rica.
1983 *Bachillerato*, Colegio Anglo-Americano, Bolivia.

Publications

Articles

Encouraging Cooperation: Revisiting Solidarity and Commitment Effects in Prisoner's Dilemma Games. With Jonathon Jackson and Henjrik Svedsater. *Journal of Applied Social Psychology* (38: 2964-2986, 2008).
Collective Bargaining as a Two-Level Game: Direct Learner-Expert Interactions. With Martin Schilling. *Simulation and Gaming* (37: 326-338, 2006)
Behavioral Decision Theory and the Gains Debate in International Relations. With Jeffrey Berejekian. *Political Studies* (50: 209-229, 2002).
Expectations and Aspirations in Dilemma Interactions. *British Journal of Political Science*. (31: 179-223, 2001).
Subadditivity in Memory for Personal Events. With Robyn Dawes. *Psychological Science*. (10: 47-51, 1999).
Physical Attractiveness, Opportunity, and Success in Everyday Exchange. With John Orbell, Catheryn Shatto, and Jean Stockard. *The American Journal of Sociology* (103:1565-1592, 1998).
Individual Experience and the Fragmentation of Societies. With John Orbell and Langche Zen. *American Sociological Review* (61:1018-1032, 1996).
The False Consensus Effect and Overconfidence: Flaws in Judgment, or Flaws in How We Study Judgment? With Robyn Dawes. *Organizational Behavior and Human Decision Processes* (65:201-211, 1996).
"Religion, Context, and Constraint toward Strangers. With John Orbell, Marian Goldman and Robyn Dawes. *Rationality and Society* (4:291-307, 1992).

Working Paper

"In Search of Value-for-Money: A Socio-Technical Mediation Process." With Martin Schilling.

Reviews and Other Publications

- Joint review of *Game Theory Topics: Incomplete Information, Repeated Games, and N-Player Games* by Evelyn Fink, Scott Gates and Brian Humes, and *Social Choice: Theory and Choice* by Paul Johnson, *British Journal of Sociology* (51: 388, 2000).
- Review of *Not Just for the Money: An Economic Theory of Personal Motivation* by Bruno S. Frey, *Risk Decision and Policy* (3: 271-272, 1998).
- Review of *Fair Division: From Cake-Cutting to Dispute Resolution* by Steven J. Brams & Alan D. Talyor, *American Political Science Review* (91:714-715, 1997).
- “Back in the USA.” *LSE Magazine* (8:10-12, 1996).
- “Priming, Trust, and Subjective Meaning: Work in Progress.” *The Newsletter of the Institute of Cognitive and Decision Sciences* (4:6-7, 1992).

Teaching Experience

- Duke Corporate Education* – Negotiation; Customised programme – CRH, Ericsson, Statoil
- ELSE Executive Education Programme* – Bargaining and Negotiation, Quantitative Research Methods; Customised programme clients include, Boehringer Ingelheim, Rusal, UK Home Office, UK National Audit Office, United Nations Development Programme.
- European School of Management and Technology* – Negotiation; Open enrolment and custom programmes, clients include Deutsche Bank, Siemens, ThyssenKrupp, Croatian Telecom, Deutsche Post Bank
- HEC-Paris* – Negotiation; English-track EMBA, Customised programmes – clients include, CBQ, EADS, Indian Railways, King Faisal Specialist Hospital and Research Center, Linklaters, MAF-Carrefour, Ooredoo, Total, TTC.
- Independent Contractual Work* – Negotiation; Bosch, Cabot Chemicals, Gallup, Goldfields, Merrill Corporation, Siemens, Syngenta
- London School of Economics and Political Science*; Degree Courses: Negotiation Analysis, Quantitative Analysis in Social Research, Social Research Design, Government and Politics of the USA, Public Policy in the USA, Game Theory in Politics
- LSE Summer School* – Negotiation Analysis
- Oxford Said Business School* – Judgement and Decision Making under Uncertainty; Customised Programme, Standard Chartered Bank.
- Skolkovo*; Degree Course: MBA – Negotiation; Customised programmes, MTS – Negotiation; Raiffeisenbank – Decision Making
- TRIUM EMBA* – Negotiation Analysis, Introduction to Game Theory, Quantitative Analysis and Evidence-Based Management
- Unext.com* – A ‘quantum suite’ online course on Negotiation Analysis.
- Universidade Católica Portuguesa*, in the *Instituto de Desenvolvimento* – Executive Education – Bargaining and Negotiation
- University of Oregon* – Degree courses in Decision Making, Introduction to Political Psychology, Introduction to Contemporary Political Theory
- Invited Lecturer* War Studies Department, King’s College, London; Saint John’s College, Oxford.

Awards

- Outstanding Teaching Award*, London School of Economics, 2000.
- Doctoral Research Fellowship*, University of Oregon, 1994 - 1995.
- Thomas Hovet Teaching Award*, University of Oregon, 1994.

Administrative & Other Appointments

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|----------------|--|
| 2015 – present | Member of Board of Directors – Ranger Direct Lending Fund, listed on London Stock Exchange (RDL) |
| 2002 – 2004 | Academic Director, Management, LSE Summer School |
| 1999 – 2000 | Associate Editor, <i>Political Studies</i> |
| 1999 – 2000 | Government Department Research Tutor, LSE |
| 1998 – 2002 | Chair of Examination Board - Methodology Institute, LSE |