THOUGHT ARTICLES & POPULAR PRESS:

Teams:

**Kellogg Insight** (January 6, 2017)
*Lead Better Teams, Engage More Customers, and Find Your Next Market*

**Kellogg Insight** (July 20, 2016)
*Five Strategies for Leading a High-Impact Team*

**Kellogg School of Management News & Events** (Nov. 13, 2014)
*What to do with your problem team member: It's not always just one black sheep who needs fixing*

**Kellogg School of Management News & Events** (Oct. 7, 2014)
*What's your team BMI? Right-size your team in order to maximize its efficiency and effectiveness*

**Kellogg Insight Blog** (April 3, 2013)
*“Commons are necessary, but caves are too”*

**Inc.** (November 22, 2016)
*These 5 Common Collaboration Myths Are Destroying Your Team*

**The Economist** (March 19, 2016)
*Team spirit*

**IGNITES: A Financial Times Service** (Sept. 22, 2014)
*People Feature: Corner Office Gig? Most Workers Say 'No Thanks'*

**Fast Company** (Oct. 11, 2013)
*“Why Productive People Work Well with Their Opposites”*

**Fast Company** (September 23, 2013)
*“Why You Should Spend Your Mornings in a Cave”* (Bottom Line)

**Time Magazine** (April 25, 2013)
*“Who Is Happiest At Work? Probably Not Who You Think”*
Digital Workplace 24 (April 22, 2013)
“Face Time: Optimizing Collaboration”

USA Today (April 1, 2013)
“Idea File: Make office arguments more constructive”

Harvard Business Review Blog (April 1, 2013)
“Give workers the power to choose: Cave or Commons”

Fortune (February 14, 2013)
“How to neutralize a meeting tyrant”

Business Insider (February 11, 2013)
"3 ways to keep dominant personalities from ruining meetings"

Creativity:

Inc. (October 26, 2017)
Science: Here's How to Generate 26 Percent More Ideas at Your Next Brainstorming Session

Harvard Business Review (October 2, 2017)
Research: For Better Brainstorming, Tell and Embarrassing Story

Chicago Tribune (May 11, 2017)
Who needs brainstorming? Brainwriting gets way more ideas, this prof says

Kellogg School of Management News & Events (Jan. 15, 2014)
“The top three collaboration mistakes—and how to fix them”

Kellogg Insight (March 13, 2013)
“Collaborate Better”

Businessweek.com (Dec. 3, 2014)
Fix Your Useless Brainstorming Sessions in Two Minutes

Businessweek (Oct. 31, 2014)
Brainwriting: How to Neutralize the Loudmouths

Fast Company (July 29, 2014)
**Brainstorming doesn't work; try this technique instead**

**School Administrator** (February 2014)
“Book Review” *(Creative Conspiracy review)*

**The European Financial Review** (Oct. 20, 2013)
Rethinking the Wisdom of the Crowd: Why Individuals are More Creative than their Groups

**David Lecours’ Core Brilliance Culture** (August 5, 2013)
“Group Brainstorming is broken. Here’s a Fix.”

**The Build Network** (June 4, 2013)
“Brainstorming Is Dead: Long live brainwriting! Three steps to silencing the windbags, undermining the politics, and letting your team’s best ideas thrive”

**Biz Ed** (May/June 2013)
“Bookshelf” *(Creative Conspiracy review)*

**Blogging on Business** (March 13, 2013)
“Leigh Thompson: An interview by Bob Morris”

**Washington Post** (March 8, 2013)
“Getting creative in federal government”

**Southwest Spirit** (March 2013)
“Trying to find the next great idea? Look here”

**Negotiation:**

**Kellogg In Focus Thought Leadership** (Jan. 8, 2019)
Closing the Negotiation Gap: How Women Can Get What They Want

**Forbes** (Dec. 18, 2018)
Do Men Lie More Than Women In Negotiations? It Depends

**Kellogg Insight** (Dec. 6, 2018)
Are Women More Ethical at the Negotiating Table? It’s Complicated.
Kellogg In Focus Thought Leadership (Nov. 19, 2018)
Increase Your Learning Power via the Noah's Ark Method

Harvard Business Review (Sept. 15, 2018)
Simple prompts can get women to negotiate more like men and vice versa.

Kellogg Insight (Feb. 7, 2017)
Take Five: How to Nurture Your Work Relationships

Kellogg Insight (April 15, 2015)
Write your own script

Kellogg School of Management News & Events (Dec. 10, 2014)
Masters of negotiation: born this way?

Kellogg School of Management News & Events (Sept. 25, 2014)
Don't take one for the team: When negotiating, big sacrifices aimed at maintaining a relationship aren't worth it

Kellogg School of Management News & Events (May 12, 2014)
Negotiation Tips: Lies, damned lies and negotiations. Untruths hurt your reputation and put future negotiation at risk

Kellogg School of Management News & Events (Apr. 3, 2014)
Negotiation Tips: Who’s on first? Why you should make the first offer when negotiating

Forbes (November 17, 2016)
Get Paid What You're Worth: 5 Negotiation Tactics For Freelancers

Business Insider (March 23, 2015)
9 science backed tactics for winning a negotiation.

Program on Negotiation at Harvard Law School (January 14, 2015)
Too eager to close?

Business Insider (May 14, 2014)
Here's Why You Should Always Make The First Offer In A Negotiation

Leadership:
Harvard Business Review (November 7, 2016)
*How to Make Better Decisions with Less Data*

Finance & Management (November 2016)
*Seeking Out a New Route*

Catholic Business Journal (October 3, 2016)
*Are You Getting Action without Traction? Here's the Solution...*

The Globe and Mail (October 3, 2016)
*Five management traps that waste time and energy*

Chicago Tribune / Blue Sky Views (September 26, 2016)
*Productivity fails: The time-wasters that cost an organization*

goop (September 19, 2016)
*Envy at the Office*

*Putting a Price on People Problems at Work*

Intuit (August 16, 2016)
*How Managers Can End Wasteful Habits and Use Solutions That Work*

Fast Company (August 15, 2016)
*Forget Micromanaging, Hands-Off Leadership Could Hurt Workers More*

Leadership Harvard Business Review (July 14, 2016)
*Why you should always go off-script in a job interview.*

Fast Company (May 2, 2016)
*Suffering from professional envy? Here’s how to turn it around*

Inc. (April 26, 2016)
*How to start a business: 7 steps to get started today*

Chicago Magazine (April 4, 2016).
*The Cubs’ Joe Maddon is keeping it weird (and thank goodness for that)*
**Harvard Business Review** (February 15, 2016)
How to hire without getting fooled by first impressions

**Huffington Post** (September 10, 2015).
5 insights for introverts who want to thrive in the workplace

How Emotional Intelligence Became a Key Leadership Skill

**Wall Street Journal Online** (April 25, 2014)
Put your envy to good use