

# **Holly A. Schroth**

**Senior Lecturer | Distinguished Teaching Fellow at Haas School of Business, University of California, Berkeley**

Berkeley, CA, US

Leading expert on negotiations and influence

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## **About**

Holly Schroth is a Distinguished Teaching Fellow and Senior Lecturer at Berkeley Haas. She teaches negotiations and Conflict Resolution and Organizational Behavior in the MBA, undergraduate, and Executive Education programs. She has won several awards from MBA and undergraduate students for teaching excellence and was voted "favorite professor" by a Businessweek online poll of undergraduates across the U.S. In addition to teaching, she is a trainer, consultant, and keynote speaker on negotiation and leadership issues to a variety of organizations in sectors such as technology, pharmaceuticals, financial services, health care, aerospace, and law in the U.S. and abroad. She has published several articles on negotiation and procedural justice in leading journals and has created several negotiation exercises in collaboration with the Dispute Resolution Research Center at the Kellogg Graduate School of Management. She is one of the leading authors of negotiation exercise materials that are used worldwide by educators and trainers. Schroth received a MA in psychology and a PhD in social psychology from the University of California, Santa Barbara. She has also taught at Santa Clara University, Saint Mary's College of California, and Northwestern University's Kellogg Graduate School of Management. Prior to pursuing her PhD, she worked in a variety of functional areas in both small and large business organizations, as well as in the nonprofit sector. She currently leads the popular Negotiation & Influence program at Berkeley Executive Education.

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## **Areas of Expertise**

Emotions and Language in Negotiations, Procedural Justice

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## **Selected External Service & Affiliations**

Negotiation Training Workshops, Management Consulting & Coaching, Negotiations: Communications, Team Dynamics, Leadership, Member, Advisory Board: Zhanra.com & Winerepublic.com, Textbook Reviewer: Prentice Hall, Irwin-McGraw Hill, Wiley, Thomson South-Western, Ad Hoc Reviewer: Organizational Behavior and Human Decision Processes, Journal of Personality and Social Psychology, California Management Review, Group Decision and Negotiation, Personality and Social Psychology Bulletin, Academy of Management (Conflict Management Interest Group), CEO, Strategic Business Interactions, Director, Negotiation and Team Resources

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## **Positions Held**

### **At Haas since 1992**

1992 ? present, Senior Lecturer, Haas School of Business 1995 ? 2008, Lecturer, Undergraduate & Graduate Program, Santa Clara University 1993 ? 1998, Lecturer, MBA and International MBA (1994 only) program, Saint Mary's College of Moraga 1992, Lecturer, UC Santa Barbara 1991 ? 1992, Lecturer and Visiting Scholar, Kellogg Graduate School of Management, Northwestern University 1990 ? 1991, Lecturer, UC Santa Barbara 1989 ? 1991, Teaching Assistant, UC Santa Barbara

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### **Education**

**UC Santa Barbara**  
PhD Social Psychology

**UC Santa Barbara**  
MA Psychology

**UC Santa Barbara**  
BA Psychology

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### **Honors & Awards**

**Earl F. Cheit Award for Excellence in Teaching**  
2018

**Earl F. Cheit Award for Excellence in Teaching**  
Undergraduate Program 2009

**Club 6 ? Faculty Honor Roll for Teaching Excellence**  
1992-2007

**Voted America's Favorite Professor (Undergraduates)**  
Businessweekonline survey 2006

**Leavey Faculty Achievement Award for Exceptional Teaching**  
Santa Clara University 2003, 2004, 2005

**Outstanding Teaching Award**  
Santa Clara University, Summer Sessions Program 1998

**Faculty Honor Roll for Teaching Excellence**  
Kellogg Graduate School of Management, Northwestern University

**Faculty Honor Roll for Upholding the Honor Code**  
Kellogg Graduate School of Management, Northwestern University

**Best Paper Award**  
Western Psychological Association

**Regents Fellowship**  
UC Santa Barbara

**Chairman's Award in Psychology**  
UC Santa Barbara

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