

# **GEORGE J. SIEDEL**

Williamson Family Professor Emeritus of Business Administration  
Thurnau Professor Emeritus of Business Law

Stephen M. Ross School of Business  
701 Tappan Street  
Ann Arbor, Michigan 48109-1234

Telephone: (734) 764-1392

Fax: (734) 936-8716

E-mail: [gsiedel@umich.edu](mailto:gsiedel@umich.edu)

---

## **EDUCATIONAL AND PROFESSIONAL BACKGROUND**

Diploma in Comparative Legal Studies, Cambridge University, 1971  
J.D., University of Michigan, 1970  
B.A., College of Wooster, 1967

Admitted to Practice: Michigan (1971), Florida (1974), Ohio (1974),  
U.S. Supreme Court (1976)

## **ACADEMIC AND PROFESSIONAL EXPERIENCE**

The University of Michigan  
Williamson Family Professor of Business Administration, 1996-present  
Arthur F. Thurnau Professor of Business Law, 1992-present  
Professor, 1984-present  
Associate Dean, 1993-98  
Assistant and Associate Professor, 1974-84

University of California, Berkeley  
Visiting Scholar, 2014

Fulbright Scholar Program  
Distinguished Chair in the Humanities and Social Sciences, 2001

Harvard University  
Visiting Professor of Business Administration, 1998

Stanford University  
Visiting Professor of Business Law, 1985

University of Cambridge (Wolfson College)  
Visiting Fellow, 1981, 1989, 2007

Bowling Green State University  
Assistant Professor, 1973-74

Robertson, Bartlow, and Des Chenes, Professional Corporation  
Associate, 1971-73

## HONORS, FELLOWSHIPS AND GRANTS

Distinguished Career Achievement Award, Academy of Legal Studies in Business, 2018  
 Consortium of Universities for International Studies, Professor of the Year, 2014 and 2018  
 Vic Bernard Teaching Leadership Award, University of Michigan, 2011  
 Virginia Maurer Award for Best Ethics Paper, Academy of Legal Studies in Business, 2009  
 Teaching Excellence Award, Master of Accounting Program, University of Michigan, 2007  
 Honorary Fellow, Center for International Legal Studies, Salzburg, Austria, 2006  
 C. Robert Wartell Award for Distinguished Service, State Bar of Michigan, 2005  
 Faculty Scholar, Straus Institute for Dispute Resolution, Pepperdine University, 2005  
 Ralph Bunche Best Paper Award, Academy of Legal Studies in Business, 2002  
 CIBER/ALSB International Case Writing Award, 2000  
 AACSB/Keizai Koho Center Fellow, 1996  
 Hoeber Award (Best Article), Academy of Legal Studies in Business, 1993  
 Parsons Fellow, University of Sydney, 1991  
 Distinguished Speaker Series, Penn State University, 1988  
 Visiting Scholar Series, University of Kansas, 1987  
 Life Fellow, Michigan State Bar Foundation (elected in 1985)  
 Award of Excellence (Best Paper), Midwest Business Law Association, 1982  
 Faculty Recognition Award, University of Michigan, 1981  
 Foreign Study Fellowship, Ford Foundation, 1970-71  
 Phi Alpha Theta (Honorary)  
 Research Support Provided By: Financial Executives Research Foundation, IBM, Independent  
 Business Research Office of Michigan, International Consortium for Executive Development  
 Research, National Institute for Dispute Resolution, and the Peat Marwick Foundation

## PUBLICATIONS

### Selected Books

*Strategy, Law and Ethics for Business Decisions* (with Christine Ladwig). West Academic Publishing, 2020.

*Negotiating for Success: Essential Strategies and Skills*. Van Rye Publishing, LLC, 2014  
 (translated into Chinese, Croatian, French, Portuguese, Russian and Spanish).

*A Short Guide to Contract Risk* (with Helena Haapio). Gower Publishing, 2013.

*Proactive Law for Managers: A Hidden Source of Competitive Advantage* (with Helena Haapio). Gower Publishing, 2011.

*Real Estate Law* (with R. J. Aalberts). 7<sup>th</sup> edition. West Legal Studies in Business, 2009.

*Using the Law for Competitive Advantage*. Jossey-Bass, 2002.

*Business Law and the Legal Environment* (with J. K. Lieberman). 3<sup>rd</sup> edition. Harcourt Brace Jovanovich, 1992.

**Selected Journal Articles and Book Chapters**

- “Legal Limitations of Negotiating Power: A Global Perspective” (with Gregory J. Marsden). *Berkeley Business Law Journal*, 14 (2017), 127-156.
- “Business School Learning Goals: The Legal and Regulatory Context of Organizations in a Global Economy.” *Journal of Legal Studies Education*, 34 (Summer 2017), 325-339.
- "Strategic Contracting: Examining the Business-Legal Interface" (with L. DiMatteo and H. Haapio). In *Proactive Law in a Business Environment*, G. Berger-Walliser & K. Ostergaard, eds. Copenhagen: DJOF Publishing, 2012: 59-106.
- "L'Approche proactive de la pratique du Contract envu d'atteindre un Avantage concurrentiel" (with H. Haapio). In *Strategies Juridiques des Acteurs Economiques*, H. Bouthinon-Dumas & A. Masson, eds. Brussels: Larcier, 2012: 73-101.
- “The Double Liar Dilemma in Business Negotiations.” *Stanford Journal of Law, Finance & Business*, 17 (Fall 2011), 1-24.
- “Using Proactive Law for Competitive Advantage” (with H. Haapio). *American Business Law Journal*, 47 (Winter 2010), 641-686.
- “Using Decision Tree Analysis to Break an Impasse in Mediation.” In *Mediation Techniques*, P. Barclay, ed. London: International Bar Association, 2010: 167-171.
- “The Role of Business Deal Making and Dispute Resolution in Contributing to Sustainable Peace.” *American Business Law Journal*, 44 (Summer 2007), 379-389.
- “The Art of Compliance.” *European Business Forum*, (Winter, 2006), 36-40.
- "The CFO, Shareholder Value Creation and the Law." *Corporate Finance Review*, 11 (July/August 2006), 5-11.
- "Product Liability Law and Shareholder Value Creation." *The Comparative Law Yearbook of International Business* (Special Issue on Liability for Products in a Global Economy, 2004), 369-384.
- "Corruption as a Pan-Cultural Phenomenon: An Empirical Study in Countries at Opposite Ends of the Former Soviet Empire" (with P. Nichols and M. Kasdin). *Texas International Law Journal*, 39 (Winter 2004), 215-256.
- "Legal Complexity in Cross-Border Subsidiary Management." *Texas International Law Journal*, 36 (Summer, 2001), 611-633.
- “Six Forces and the Legal Environment of Business.” *American Business Law Journal*, 37 (Summer, 2000), 717-742.
- "Management Education and the New Technologies." In *International Executive Development Programmes*, B. Allen, et al. London: Kogan Page, 1996: 20-27.

- "Interdisciplinary Approaches to Alternative Dispute Resolution." *The Journal of Legal Studies Education*, 10 (Summer/Fall, 1992), 141-169.
- "The Use of Mini-Trials to Resolve Construction Disputes." In *Construction Conflict Management and Resolution*, P. Fenn and R. Gameson, eds. London: E&FN Spon, 1992: 354-361.
- "Decision Tree Modeling of Auditor Liability Litigation." *Accounting Horizons*, 5 (June, 1991), 80-90.
- "The Role of Contracts in the Introductory and Only Law Course That Most Business Students Will Ever Take" (with O.L. Reed, et al.). *The Journal of Legal Studies Education*, 9 (Fall, 1990), 1-30.
- "The Board of Directors: Legal Function and Liability" (with C. A. Schipani). *Family Business Review*, 1 (1988), 279-285.
- "Michigan Close Corporation Law: Proposals for Reform." *Corporation, Finance and Business Law Journal*, 11 (1988), 9-19.
- "Intersections of Business and Legal Approaches to Dispute Resolution." *Journal of Dispute Resolution*, 1988, 107-141.
- "Close Corporation Law: Michigan, Delaware and the Model Act." *Delaware Journal of Corporation Law*, 11 (1986), 383-434.
- "The Decision Tree: A Method to Figure Litigation Risks." *Bar Leader*, 11 (January-February, 1986), 18-21. Reprinted in S. Goldberg, F. Sander and N. Rogers, *Dispute Resolution*, Little, Brown and Company, 1995 Supp., pp. 97-102.
- "An Executive Appraisal of the Importance of Business Law" (with H. W. Hildebrandt and E. L. Miller). *American Business Law Journal*, 22 (Summer, 1984), 249-263.
- "Rule 2(e) and Corporate Officers." *The Business Lawyer*, 39 (February, 1984), 455-473.
- "Landmarks Preservation After Penn Central." *Real Property, Probate and Trust Journal*, 17 (Summer, 1982), 340-356.
- "Multiple Listing Services and the Sherman Act: A New Chapter." *American Business Law Journal*, 20 (Summer, 1982), 267-276.
- "Regulation of the Real Estate Profession in Michigan." *Michigan Real Property Review*, 9 (June, 1982), 124-138.
- "For Sale: The Manorial System." *American Bar Association Journal*, 68 (April, 1982), 442-445.
- "Corporate Governance under the Foreign Corrupt Practices Act." *Quarterly Review of Economics and Business*, 21 (Autumn, 1981), 43-48. Abstracted in *Journal of Economic Literature*, 20 (June, 1982), 947.
- "The Foreign Corrupt Practices Act: A Federal Law of Corporations." *American Business Law Journal*, 18 (Winter, 1981), 443-475.
- "Legal Dimensions of Internal Accounting Control and the Foreign Corrupt Practices Act." In *Internal Control in U.S. Corporations*, R. Mautz, ed. New York: Financial Executives Research Foundation, 1980: 405-434.

## **Selected Miscellaneous Publications**

“A Difficult Course” (with S. Ashford). GlobaLens (William Davidson Institute), 2009.

“The Sixth Strategy: Integrating the Law and Business School Case Methods.” *The Law Teacher*, 15 (Fall 2008).

## **SELECTED SERVICE**

### **Stephen M. Ross School of Business**

Washington Campus Undergraduate Studies Program, Director, 2006-2017

Community Values Committee, 2005-07, 2015-2016

Executive Education Faculty Advisory Committee, 2001-04, 2012-2014

Executive Committee, 1981-83, 1986-88, 1991-93, 2003-05, 2012-14

BBA Program Review, 2003-04, 2011-12

Curriculum Committee, 1977-80, 1988-90, 2009-10, 2011-12

Preparation Initiative, Advisor, 2010-11

Masters in Entrepreneurship Task Force, Chair, 2010-11

BBA Admissions Review Committee, 2010-11

MBA Essentials and Entrepreneurship Program, Director, 2009

Institute of Labor and Industrial Relations, Executive Committee, 1994-2008

Domestic Corps, Advisory Board, 2005-07

Conflict of Interest/Conflict of Commitment Committee, Chair, 2005-06

Senior Seminar, Director, 1991-93, 1999-06

Admissions, Academic Services, and Career Development Advisory Committee, Chair, 1999-2001

MBA Review Team, 1989-96

GMAC-AACSB Minority Summer Institute, Director, 1988-93

Dean Search Committee, Chair, 1990-91

Affirmative Action Committee, Chair, 1983-90

Real Estate Program, Academic Director, 1981-83

Joint Law School - Business School Committee to Develop JD/MBA Program, 1980-82

### **Other Service** (not including editorial boards)

The Washington Campus, Board of Directors, 1997-2017

Litigation Risk Management Institute, Advisory Board, 1989-2015

William Davidson Institute, Board of Directors, 1992-2007

*Michigan Real Property Review*, Editor-in-Chief, 1976-2005

Fulbright Scholar Program, Business Administration Peer Review Committee, 2002-03

AIESEC United States, Inc., Board of Directors, 1994-98

American Business Law Association, Research Committee, 1989-92

*American Business Law Journal*

Special Editor, Alternative Dispute Resolution Issue, 1987-88

Task Force on Law and Business Schools (American Arbitration Association), 1984-87

Medic-Alert Foundation International, Board of Directors, 1979-87

American Corporate Counsel Association, Board of Directors, Michigan Chapter, 1984-85

Michigan Statewide Task Force on Home Equity Conversion, 1983

## **UNIVERSITY OF MICHIGAN TEACHING EXPERIENCE**

### **Undergraduate**

Business and the Public Policy Process  
Law of Enterprise Organization  
Legal Environment of Business  
Negotiation and Dispute Resolution  
Real Estate Law  
Senior Seminar

### **MBA and Executive MBA**

Business and the Public Policy Process  
Insurance Law  
Law of Enterprise Organization  
Legal Environment of Business  
Negotiation and Dispute Resolution  
Real Estate Law

### **Ph.D.**

Ph.D. committee member for students in Accounting, Computer and Information Systems, Education, English, and Organizational Behavior and Human Resource Management

### **Executive Programs** (not including in-house programs)

Academic Managers Leadership Program  
Advanced Management Program for Health Care Leaders  
The Executive Program (Co-Director)  
Leadership Academy  
Manufacturing Executive Program  
MBA Essentials Program (Director)  
Negotiation Strategies and Skills (Director)  
Sports Management Institute

## **INTERNATIONAL TEACHING EXPERIENCE** (not including international corporate and research presentations)

Global MBA Program (University of Michigan—Brazil)  
Global Program for Management Development (University of Michigan—India)  
Law and Negotiation for Managers (Sofia University—Bulgaria)  
Legal Environment of Business (China University of Political Science and Law—China)  
Negotiation and Dispute Resolution (Fulbright International Summer Institute—Bulgaria)  
Negotiation Strategy and Skills (Consortium Institute of Management and Business Analysis—Italy; IEDC-Bled—Slovenia; Luxembourg School of Business—Luxembourg; University of Michigan—China, Korea, Thailand; Zagreb School of Economics and Management—Croatia)  
Power and Persuasion (Luxembourg School of Business—Luxembourg)