

From: Jean-Francois Coget, jcoget@calpoly.edu (805) 550 7274
Re: Proposal for Faculty/Student Research Project (4 units of elective credit)

Research Project Description

I am conducting research on (1) the role that emotions play in negotiation and (2) “coopetition” (how the different logics of competition and cooperation are combined in a community of competitors). In the academic year 2009-2010, I anticipate conducting two types of research projects that could greatly benefit from the help of graduate students, and in turn, be of interest to them:

1. Short experiments with undergraduate or graduate students on how the emotions of contempt and compassion influence managerial decision-making. On this project, I anticipate needing the help of graduate students to:
 - **Help me run the experiments (mostly)**
 - Help with the statistical analysis of the results
 - Research the literature on emotion and decision-making (possibly)

2. Qualitative study of “coopetition” (how the different logics of competition and cooperation are combined in a community of competitors) among Paso Robles winemakers. On this project, I anticipate needing the help of graduate students to:
 - Help me gather data in the field, such as helping with the filming and interviewing of winemakers, winery workers, and customers
 - Help with the editing, transcription, analysis, and coding of the videotapes and audiotapes
 - Research the literature on “coopetition” (possibly)

Qualifications

I am looking for hard-working, motivated students who are interested in people, psychology, sociology, organizational behavior and research. Knowledge of psychology is a plus (especially the field of emotion and/or negotiation), but not required. Research experience (e.g. assisting in research) is a plus, but not required. For the 1st project (experiments), quantitative skills are a plus (knowing how to perform statistical analyzes on software packages such as SPSS), but certainly not required. For the 2nd project, filming, editing, and interviewing skills (active listening, empathy) are a plus, but not required. These projects should be of interest to any student interesting in psychology, management, consulting, or research.

Time commitment

I anticipate needing help on these projects throughout the year (Fall, Winter, and Spring).

Contact

If you are interested in partnering with Dr. Coget on this research you should send your resume and letter of interest directly to him at jcoget@calpoly.edu no later than August 15, 2009.