



## Paulo MARZIONNA

Ph.D. in Industrial and Labor Relations

Assistant Professor, International Negotiation and Sales  
Management

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### EDUCATION

- 2019** Ph.D. in Industrial and Labor Relations, Cornell University, USA
- 2016** Master, Industrial and Labor Relations, Cornell University, USA
- 2009** MBA, Getulio Vargas Foundation - FGV, Brazil
- 2006** Bachelor, Law, University of São Paulo, Brazil

### RESEARCH INTERESTS

Alternative Dispute Resolution, Conflict Management, Ethics in Negotiation, Industrial Relations, Negotiation, Workplace

### PROFESSIONAL EXPERIENCE

#### ACADEMIC:

- 2022 - Present** Assistant Professor, IESEG School of Management, France
- 2019 - 2021** Professor, Getulio Vargas Foundation - FGV, São Paulo, Brazil
- 2012 - 2018** Graduate Teaching and Research Assistant, Cornell University, Ithaca, NY, USA

#### PROFESSIONAL:

- 2007 - 2012** Employment Lawyer / HR Business Partner, Banco BV, São Paulo, Brazil

### COURSES TAUGHT

- Introduction to human resource management, Grande ecole (master cycle)
- Fundamentals of organization, Grande ecole (bachelor cycle)
- Business game, Grande ecole (bachelor cycle)
- Business game, Bachelor in international business

- Compliance challenge at johnson & johnson: immersion week
- Business ethics (onemba)
- Brazilian business laws: a comparative approach
- Compliance challenge at b3 (brazilian stock exchange): immersion week
- Ethics and society
- Labor and employment law
- Conflict management in organizations
- Ethics & compliance
- Philosophy & ethics

## INTELLECTUAL CONTRIBUTIONS

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### Papers in refereed journals

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#### Published

Marzionna P., (2023), Is This Workplace Bullying? How Ideas About Conflict Shape Conflict Management Strategies, *British Journal of Industrial Relations*, 61(2), pp. 366 - 391

Marzionna P., (2019), Complaining to the Ombudsman: Alternative Dispute Resolution in Brazilian Organizations, *Advances in Industrial and Labor Relations*, 25(1), pp. 7-37

### Papers in non-refereed journals

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#### Published

Marzionna P., (2020), A Ouvidoria Interna no Brasil: onde estamos, o que desejamos, *Revista Científica da Associação Brasileira de Ouvidores/Ombudsman (ABO)*, 3(1), pp. 35-44

Marzionna P., Betiol L., (2020), Ponto cego: Como lidar com comportamentos inadequados de colaboradores nas redes sociais., *GV EXECUTIVO*, 19(6), pp. 46-49

Marzionna P., (2019), Ouvidorias e conflitos no ambiente de trabalho: caminhos para a pesquisa e prática., *Revista Científica da Associação Brasileira de Ouvidores/Ombudsman (ABO)*, 2(1), pp. 85-95

### Communications in refereed conferences

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#### International

Marzionna P., Orquiza de Carvalho V., (2024), *Simulating Deception: AI Integrity and Deceptive Tactics in Negotiation Education* LERA 76th Annual Meeting, New York, USA

Marzionna P., (2021), *Compliance4Health – Developing Compliance Education for Brazilian Medical Schools*. Corruption and Anticorruption in Brazil and China Conference, Virtual Conference, United Kingdom

Marzionna P., (2020), *Is this Workplace Bullying? How Ideas about Conflict Shape Conflict Management Strategies* Academy of Management Annual Meeting, Virtual, USA

Marzionna P., (2018), *Alternative Dispute Resolution in the Brazilian Banking Sector: managing workplace bullying* LERA 70th Annual Meeting, Baltimore, MD, USA

Marzionna P., (2017), *Ombudsman Offices and Alternative Dispute Resolution in the Brazilian Workplace* Academy of Management Annual Meeting, Atlanta, USA

Marzionna P., (2015), *Alternative Dispute Resolution in Brazil: Individual Workplace Conflicts in Brazilian Companies* LERA 67th Annual Meeting, Pittsburgh, PA, USA

Marzionna P., (2013), *Union Avoidance and Culture Strategies: How American Employers Behave in Brazil* LERA 65th Annual Meeting, St. Louis, MO, USA

## **National**

Marzionna P., (2016), *Complaining to the Ombudsman: Alternative Dispute Resolution in the Brazilian Workplace* XL ANPAD Conference, Costa do Sauipe, Brazil

## **Other conference and seminar presentations**

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## **International**

Marzionna P., (2018), *Workplace Conflicts in Brazilian Banking Sector: different meanings of workplace bullying*. European Doctoral Workshop in Industrial Relations, Ithaca, NY, USA

Marzionna P., (2016), *Complaining to the Ombudsman – Alternative Dispute Resolution in the Brazilian Workplace*. European Doctoral Workshop in Industrial Relations, Copenhagen, Denmark

## **Chapters in books**

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### **Published**

Marzionna P., Stocco Betiol L., Costa L. M., (2024), *Compliance4Health: Developing Compliance and Anti-Corruption Education for Brazilian Medical Schools*, in: Fernanda Odilla, Konstantinos Tsimonis(Eds.), *Corruption and Anti-Corruption Upside Down - New Perspectives from the Global South*, 978-3-031-66031-3, Palgrave-Macmillan, chapter 15, pp. 359-380

Marzionna P., Castro Carvalho A., (2020), *A Segregação de Riscos e a Desconsideração da Personalidade Jurídica nos Artigos 49-A e 50 do Código Civil*, in: Georges Louis Hage Humbert(Eds.), *Lei de Liberdade Econômica e seus Impactos no Direito Administrativo*, 978-85-450-0756-2, Editora Forum, Belo Horizonte, chapter 1, pp. 11 - 24

## **Research reports**

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Marzionna P., Stocco Betiol L., (2022), *Mapping ESG disclosure regulation for public companies in developed markets*, IBGC - Instituto Brasileiro de Governança Corporativa, 1:72 pages

## **GRANTS AND HONORS**

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### **Award**

2020 Nominated for the William H. Newman Award, Academy of Management, USA

2019 Best Teacher, Getulio Vargas Foundation - FGV, Brazil

2019 Best Group of Teachers – Runner-Up, Getulio Vargas Foundation - FGV, Brazil

2019 Thomas A. Kochan & Stephen R. Sleigh Best Dissertation Award (Honorable Mention), LERA - Labor and Employment Relations Association, USA

## **PROFESSIONAL MEMBERSHIPS**

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Academy of Management, USA

LERA - Labor and Employment Relations Association, USA

OAB - Ordem dos Advogados do Brasil, Brazil

## **EDITORIAL ACTIVITY**

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### **Guest editor of an academic journal**

RAE - Revista de Administração de Empresas, Brazil

### **Reviewer in an academic journal**

Revista de Administração Contemporânea, Brazil

Revista de Ciências do Estado - UFMG, Brazil

Revista LTr – Legislação do Trabalho, Brazil