Laurence de CARLO

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RESEARCH INTERESTS

Consultation and local democracy, Consultation and management of complex projects, Culture and

EDUCATION

1994	Ph.D. in Urban and Regional Planning, University of Montreal, Canada
1987	Master Specialized in Marketing Management, ESSEC Business School, France
1986	Civil and Town Planning Engineer, Institut national des sciences appliquées de Lyon - INSA Lyon, France

EMPLOYMENT

Full-time academic positions

2005 - Present	Professor, ESSEC Business School, France
1999 - 2005	Associate Professor, ESSEC Business School, France
1994 - 1999	Assistant Professor, ESSEC Business School, France

Other affiliations and appointments

2014 - 2019	Chaired Professor, ESSEC Business School, France
2001 - 2001	visiting scholar, Harvard University, United States of America
1993 - 1993	Teacher in Systemic Methodologies, Diploma Conception of New Products, École Nationale Supérieure des Arts et Métiers (ENSAM), France

Other professional experiences

1988 - 1990	Prescription Manager for the Parisian Region then Agglomeration, Société Gerland Etanchéité, France

PUBLICATIONS

Journal Articles

DE CARLO, L. (2020). Negociations, concertations et enseignements pour la protection de l'environnement en souvenir de Laurent Mermet. *Négociations*, 33(1), pp. 25-40.

LEHTONEN, M. and DE CARLO, L. (2019). Community Energy and the Virtues of Mistrust and Distrust: Lessons from Brighton and Hove Energy Cooperatives. *Ecological Economics*, 164.

LEHTONEN, M. and DE CARLO, L. (2019). Diffuse Institutional Trust and Specific Institutional Mistrust in Nordic Participatory Planning: Experience from Contested Urban Projects. *Planning Theory & Practice*, 20(2), pp. 203-220.

DE CARLO, L. (2014). Sécurité psychologique des participants et apport des simulations de négociation pour la recherche et la pratique : des objectifs irréconciliables? *Négociations*, 22, pp. 69-80.

DE CARLO, L. (2012). Teaching Negotiation Through Paradox. *Negotiation Journal*, 28(3), pp. 351-364.

DE CARLO, L. (2009). Que peuvent apporter le bouddhisme et la psychanalyse au champ de la négociation. *Négociations*, 2009/2(12), pp. 79-91.

DE CARLO, L. (2007). Les différentes phases du vocabulaire de la négociation. *Négociations*, pp. 91-98.

DE CARLO, L. (2006). Public Decision Processes, Creativity and Psychoanalysis. *International Studies of Management and Organization*, pp. 44-62.

DE CARLO, L. (2006). The French High-Speed Méditerranée Train Decision Process: A Large-Scale Public Decision Case Study. *Conflict Resolution Quarterly*, pp. 3-30.

DE CARLO, L. (2005). Accepting Conflict and Experiencing Creativity: Teaching "Concertation" Using la Francilienne CD-Rom. *Negotiation Journal*, pp. 85-103.

DE CARLO, L. (2004). Dispositifs de médiation et facilitation en négociations complexes : un regard en termes de dynamiques de groupes. *Négociations*, pp. 91-109.

DE CARLO, L. (2004). Vers une théorie élargie de la négociation. Rationalité, cadres cognitifs et émotions. *Revue Française de Gestion*, pp. 45-59.

DE CARLO, L. (2002). "La Francilienne" : un outil multimédia de formation à la concertation. *Métropolis*, pp. 91-94.

DE CARLO, L. (2002). A proposal to Use Mediation and "Night Correspondents" to Curb Urban Violence in Cergy, France. *Negotiation Journal*, pp. 163-175.

DE CARLO, L. (1999). La participation en aménagement : un processus démocratique ? *Espaces et Sociétés*, pp. 183-198.

DE CARLO, L. (1997). Bricolage et processus de consultation publique : un exemple de recherche qualitative en gestion des collectivités locales. *Recherches Qualitatives*, pp. 162-191.

Books and book editor

DE CARLO, L. (1996). *Gestion de la ville et démocratie locale*. L'Harmattan, 284 pages.

Book chapters

DE CARLO, L. (2024). A pragmatic way to teach energy transition stakes in a business school. In: Hugues Bouthinon-Dumas, Arijit Chatterjee, Bernard Leca eds. *Navigating the Ecological Transition: A Business School Perspective*. 1st ed. London: Routledge, pp. 73-84.

DE CARLO, L. (2023). Climate change. In: Jacob Dahl Rendtorff and Maria Bonnafous-Boucher (ed.). *Encyclopedia of Stakeholder Management*. 1st ed. Edward Elgar Publishing Ltd.

DE CARLO, L. (2018). Complexité des conflits territoriaux : des oppositions binaires à l'acceptation des paradoxes. In: *Complexité et organisations : faire face aux défis de demain*. 1st ed. Eyrolles, pp. 115-128.

DE CARLO, L. (2013). Dictionnaire critique et interdisciplinaire de la participation - Jeu de rôle. In: *Dicopart - Dictionnaire critique et interdisciplinaire de la participation*. 1st ed. Maison de Sciences de l'Homme Paris Nord.

DE CARLO, L. (2013). Teaching a Common Good in a Business School: The ESSEC Seminar on Water Management. In: *Uncertainty, Diversity and the Common Good*. 1st ed. Gower, pp. 181-194.

DE CARLO, L. (2011). Perspectives on Negotiation Research and Practice in Communication - Proposing a Debate on the Concept of Frames in Negotiation Enlightened by Psychoanalytical Insights. In: *Framing Matters - Perspectives on Negotiation Research and Practice in Communication*. 1st ed. Peter Lang Publishing, pp. 95-109.

DE CARLO, L. (2010). When legitimizing teaching methods becomes an opportunity to develop management education scholarship - Bringing it into action. In: *Being and Becoming a Management Education Scholar*. 1st ed. Information Age Publishing, pp. 71-94.

DE CARLO, L. (2007). La négociation : un cadre pour l'innovation. In: *L'art de l'innovation*. 1st ed. L'Harmattan, pp. 77-81.

DE CARLO, L. (2006). Concertation, apprentissage collectif, conflits et créativité. In: *Le débat public en apprentissage. Aménagement et environnement*. 1st ed. L'Harmattan, pp. 153-164.

DE CARLO, L. and CHOULET, J.P. (2003). Quelle place pour le multimédia dans la formation à la concertation ? L'exemple du CD-Rom "La Francilienne". In: *Concertation, décision et environnement. Regards croisés*. 1st ed. La Documentation Française, pp. 77-96.

TAKAGI, J. and DE CARLO, L. (2003). The Ephemeral National Model of Management Education: A Comparative Study of Five Management Programmes in France. In: *Inside the Business Schools*. 1st ed. Abstrackt, Liber, Copengagen Business School Press, pp. 29-57.

DE CARLO, L. (1997). Les procédures de consultation publique en aménagement au Québec, outils de gouvernementalité. In: *Ces réseaux qui nous gouvernent ?* 1st ed. L'Harmattan, pp. 453-467.

Guest editor of a journal special issue

DE CARLO, L. and TREYER, S. (2014). Simulations de négociation : quels apports pour la recherche et la pratique? (coordination du dossier spécial avec Sébastien Treyer). *Négociations*, 2(22).

Conference proceedings

DE CARLO, L. and CHEVRIER, S. (1999). Comment former quels entrepreneurs ? In: *Entrepreneuriat et enseignement : rôle des institutions de formation, programmes, méthodes et outils*. Pôle Universitaire Européen Lille Nord-Pas de Calais, pp. 141-157.

DE CARLO, L. (1996). Un tour dans l'atelier du chercheur-bricoleur. In: *Méthodes qualitatives et gestion des ressources humaines*. IAE Lille, pp. 1-20.

Conferences

DE CARLO, L. (2017). A Community Organizing in the UK: Future for French Planning? Trust, Mistrust and Distrust in Two British Community Energy Groups. In: 2017 International Conference: Democracy and Participation in the 21st Century.

DE CARLO, L. (2017). British Community Organizing and the Future of French Planning Trust, Mistrust and Distrust in Two British Energy Groups. In: AESOP Annual Congress 2017.

DE CARLO, L. (2014). Affect and Uncertainty in the Backyard. In: 9th International Conference on Interpretive Policy Analysis.

DE CARLO, L. (2014). The Guarantor's Role in a Public Consultation Process: Facilitation in a Participatory Space and Acceptance of the Participants' Emotions and Paradoxes. In: 2014 Annual Conference of the International Association for Conflict Management.

KOEN, B. and DE CARLO, L. (2013). Participatory Spaces: Facilitators, Experts, Rules and the Management of Dualities. In: 8th International Conference on Interpretive Policy Analysis.

DE CARLO, L. (2012). Ambiguity, Paradoxes and Dilemmas in Conflict and Negociation Research and Practice. In: 2012 Annual Conference of the International Association for Conflict Management.

DE CARLO, L. (2012). The Facilitator. In: 7th International Conference in Interpretive Policy Analysis (IPA 2012).

DE CARLO, L. (2011). Enlightening and Transcending Conflict by Accepting Paradoxes: When Western and Eastern Visions Meet. In: 71st Annual Meeting of the Academy of Management.

DE CARLO, L. (2011). Negotiation's Rationality Revisited: Taking into Account Emotions and Creativity. In: 24th Annual IACM Conference.

DE CARLO, L. (2003). Dispositifs de médiation et facilitation : un regard en termes de dynamiques de groupes.

DE CARLO, L. (2000). Conceiving a Training CD-Rom in Negotiation and Mediation: Why Use a Multimedia Tool?

TAKAGI, J. and DE CARLO, L. (2000). The Evolution of Content in Management Education in France, 1960-2000: The Relationship between Environmental Factors and Five Institutions.

DE CARLO, L. (1999). The TGV Méditerranée Decision Process.

DE CARLO, L. (1998). Managing the Tension between General Interest and Private Interests in France.

DE CARLO, L. (1997). Processus de décision en matière de grands projets d'infrastructure : l'exemple de l'A 104.

DE CARLO, L. (1996). Are Public Consultation Processes Public Forums ?

DE CARLO, L. (1996). Identification des acteurs de la gestion de l'environnement urbain : une typologie issue de l'expérience.

DE CARLO, L. (1996). La médiation comme conciliation provisoire des tensions contradictoires entre public et aménageurs ?

DE CARLO, L. (1995). About Systemic Approach Contribution to Phenomenology in Environmental Design Research.

DE CARLO, L. (1995). Analyse d'un nouveau dispositif d'évaluation qualitative de politique publique en France.

DE CARLO, L. (1994). Expériences des participants à un processus de consultation publique - Modélisation systémique en vue d'une évaluation de la procédure.

Working Papers

DE CARLO, L. (2007). *The Classroom as a Potential Space-teaching Negotiation through Paradox*. ESSEC Business School.

DE CARLO, L. (2003). *Teaching "Concertation": The Acceptance of Conflicts and the Experience of Creativity Using La Francilienne CD-Rom*. ESSEC Business School.

DE CARLO, L. and TAKAGI, J. (2002). *May 1968: The Role of a Special Historical Event in the Evolution of Management Educationin France*. ESSEC Business School.

DE CARLO, L. (2002). *Reducing Violence in Cergy or Implementing Mediation Processes in Neighborhoods Near Paris*. ESSEC Business School.

DE CARLO, L. (2002). *The TGV (Very High Speed Train) Méditerranée Decision Process*. ESSEC Business School.

DE CARLO, L. (1996). *Consultation publique, aménagement du territoire et apprentissage collectif : l'exemple de la gestion des déchets à Montréal*. ESSEC Business School.

DE CARLO, L. (1994). *Consultation publique en aménagement du territoire au Québec - Vers un modèle interprétatif*. ESSEC Business School.

Book reviews

DE CARLO, L. (2007). Beyond Reason - Using Emotions as You Negotiate. Négociations, France.

DE CARLO, L. (2001). La négociation : situations, problématique, applications. International Journal of Conflict Management, United States of America.

Press

DE CARLO, L. (2020). Management, enseigner l'action collective pour la transition écologique. *The Conversation*.

DE CARLO, L. (2006). Trouver des solutions nouvelles par la négociation. *Les Echos*, pp. 8.

OTHER RESEARCH ACTIVITIES

Editorial Board Membership

2010 - 2017	Negotiation and Conflict Management Research
2010 - 2019	Participations
Since 2006	Négociations

Organisation of a conference

2010	Organization of a conference day about the Professor Larry Susskind, with Alain Lempereur, ESSEC Business School, France

Affiliations

2012 - 2020	Member of the Interpretive Policy Analysis (IPA) Association
1996 - 2015	Member of the International Association for Conflict Management (IACM)

Other research activities

Since 2022	membre du conseil scientifique
1999 - 2020	membre du comité éditorial de la revue Négociations

TEACHING EXPERIENCE

2022	Understand and Respect Planetary Boundaries, ESSEC Business School, France
2017	Concertation et management de projets complexes, ESSEC Business School,

2015	Enjeux de la transition énergétique, ESSEC Business School, France
2011	Sport et management, ESSEC Business School, France
2011	Entreprise, ville et société, ESSEC Business School, France
2010	Concertation et management de projets complexes, ESSEC Business School,
2009	Enjeux de la gestion de l'eau, ESSEC Business School, France
2009	Programme Expérience Projet, ESSEC Business School, France
2007	Programme Expérience d'une Organisation, ESSEC Business School, France
2004	Concertation et management de projets complexes, ESSEC Business School,
1999	Culture et management, ESSEC Business School, France
1995	Concertation et démocratie locale, ESSEC Business School, France
1994	Négociation et démocratie locale, ESSEC Business School, France
1994	Concertation et démocratie locale, ESSEC Business School, France
1994	Séminaires sur l'aménagement du territoire de Cergy-Pontoise, ESSEC Business

PROFESSIONAL ACTIVITIES

Consulting

2011 - 2013	Guarantor designate by the CNDP for the intentional dialogue initiate by RFF, on the west part of the modernization of the Massy-Valenton line

Other professional activities

2009 - 2013	Member of the Mediation Commission AFITE (French Association of Engineers and Technicians of Environment)
2009 - 2013	Member of the Environment Committee (Fondation de France)
2006 - 2007	Member of Steering Committee for Evaluation of the Research Program Coordination, Decision and Environment (Ministry of Ecology and Sustainable Development)
2014 - 2019	Creator and holder of the CONNECT centre (CONcertation, Negotiation, Environment, Design and Territories)
1994 - Present	Associate Professor at the Chair of Urban Economy at ESSEC, whose full professor is Franck Vallerugo, ESSEC Business School, France

SERVICE

2019 - 2020	Creator, with several Master's students, of the "Climate change" module integrated into the SPOC (Small Private Online Course) Responsible leadership, aimed at all ESSEC Master's students
2019 - 2020	Intervention in the MOOC (Massive Open Online Course) Business and Climate Change coordinated by Professor Thierry Sibieude

2009 - 2014 Member of the Pedagogical Committee, ESSEC Business School, France

2007 - 2009 Creator and pedagogical manager of the Program PEO for the students class of Initial Period

2005 - 2006 Member of the Pedagogical Committee

2004 - 2015 Juries' member for the end of studies in the ESSEC Program "Mastère Spécialisé Mangement des Villes et des Territoires", in coordination with ISCAE in Casablanca, ESSEC Business School, France

2003 - 2004 Member of the Teaching Committee

2002 - 2003 Member of the Doctoral Committee, ESSEC Business School, France

1994 - 1999 Member of the Teaching Committee, ESSEC Business School, France