

Laurence de CARLO

Professor

Department: Public & Private Policy

ESSEC Business School

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Country of origin: France

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

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|----------------|--|
| 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

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| 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

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

Journal Articles

- DE CARLO, L. (2020). Negotiations, 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. (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, Copenhagen Business School Press, pp. 29-57.

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

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 Negotiation 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 Education in 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. (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

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| 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

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| 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 |
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Other professional activities

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| 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

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| 2019 - 2020 | Intervention in the MOOC (Massive Open Online Course) Business and Climate Change coordinated by Professor Thierry Sibieude |
| 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 |
| 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