

MIN LI

Wisconsin School of Business, University of Wisconsin-Madison
975 University Avenue, Madison, WI 53706, USA
Email: min.li@wisc.edu, Tel: (612) 220-2531

EDUCATION

Ph. D	Business Administration (2008) Fuqua School of Business, Duke University, USA
Reading	Decision Science (2003) London Business School, UK
MPA	Public Administration (2001) Rockefeller College of Public Affairs & Policy, State University of New York, University at Albany, USA
B. A.	Law (1996) Fudan University, China

ACADEMIC POSITION

2016-Present	Senior Lecturer Department of Management & Human Resources Wisconsin School of Business, University of Wisconsin-Madison
2008-2015	Senior Lecturer Department of Work and Organizations Carlson School of Management, University of Minnesota

TEACHING PROFILE

As a Senior Lecturer in management and human resources, I design and deliver courses that help students navigate complex organizational and global business environments. My teaching portfolio spans undergraduate, online Bachelor of Business Administration, Professional MBA (PMBA), Evening MBA (EvMBA), and Full-Time MBA (FTMBA) & Master's programs, with core strengths in negotiations, global business, women leadership, and managing organizations.

Global & Experiential Learning Leadership

Over the past three years, I have deepened my commitment to experiential, globally focused education. I serve as the principal instructor for Global Learning Experience in the FTMBA & Master's programs, and for two courses in the Global Business Badge in the PMBA program, where I also serve as Badge Coordinator.

Additionally, as Instructor and Global Trip Leader for the Global Learning Programs across the PMBAMBA and FTMBA & Master's programs, I curate global learning trips that integrate:

- Pre-departure academic preparation linking global business frameworks with cultural, institutional, and geopolitical contexts, and consulting projects with Wisconsin-based companies
- On-site company engagements, including executive dialogues and industry observations across diverse global markets.
- Post-trip reflection and applied projects that translate field insights into strategic recommendations and leadership development.

These global immersions are designed to build students' global mindset, cross-cultural fluency, and real-world problem-solving skills.

Negotiations Teaching Across Multiple Programs

A major pillar of my teaching identity is my work as the primary instructor for Negotiations across a wide range of programs, including Upper-level undergraduate, Online BBA program, EvMBA, and FTMBA & Master's programs. In these courses, I create an interactive, practical, and applied learning environment that blends evidence-based negotiation theory with hands-on practice.

TEACHING PHILOSOPHY & EFFECTIVENESS

Teaching Philosophy

Across formats—traditional classroom, hybrid, online, and global immersion—I prioritize inclusive, student-centered learning. I aim to create classrooms where students from diverse professional, cultural, and linguistic backgrounds can collaborate effectively, challenge assumptions, and develop confidence as global leaders. I draw on research in negotiations, conflict management, international management, organizational behavior, and decision-making to ensure the classroom is both intellectually rigorous and deeply applied.

Teaching Effectiveness

Across programs—undergraduate, online BBA, EvMBA, PMBA, FTMBA & Master's programs—I have consistently earned strong teaching ratings that reflect the effectiveness of my interactive, student-centered, and application-focused approach. Students frequently highlight the practical relevance of my courses, the clarity of course design, the immediate impact of the courses on their personal and professional development, and the connections we've built together as a learning community.

Below are ratings from several recent courses. Detailed teaching evaluation data and representative student comments are available upon request.

- 4.93 (out of 5), MHR 628: Negotiations, 50 students, Online BBA, October 2025
- 4.87 (out of 5), IB 766: Global Business Management, 24 students, PMBA, April 2025
- 4.83 (out of 5), IB 767: Global Learning Program, 22 students, PMBA, May 2025
- 4.81 (out of 5), MHR 628: Negotiations, 36 students, undergrad program, December 2025

TEACHING EXPERIENCE

University of Wisconsin

- Global Business Badge, *Coordinator*
Professional MBA program, 2024 - Present
- Global Business Management, *Instructor*
Professional MBA program, 2024 - Present
- Global Learning Program, *Instructor & Global Trip Leader*
Professional MBA program, Full-time MBA & Master's Program, 2023 - Present
- Negotiations, *Instructor*
Evening MBA program, Full-time MBA & Master's Program, Undergraduate program, 2023 - Present
- Global Issues in Management, *Instructor*
Undergraduate program, Fall 2016 - 2024

- Managing Organizations, *Instructor*
Undergraduate program, Fall 2016 - 2024

University of Minnesota

- Negotiation Strategies, *Instructor*
Part-time MBA Program, Fall 2008 – Spring 2015
- Contemporary Management, *Instructor*
Undergraduate program, regular and honor sections, Fall 2009- Spring 2015
- International Human Resource Management, *Instructor*
Master of Human Resource and Industrial Relations Program, Spring 2014 – Spring 2015
- Women in Leadership, *Presenter*
Executive Education program, presented to the Carlson Executive Leadership Advisory Board, and 70 executives on the topic of women in leadership, November 2014
- MBA Orientation, *Instructor*
Full-time MBA Program, Session on Team Conflict, Fall 2010, Fall 2011

Duke University

- Organizational Behavior, *Instructor*
Undergraduate, Markets and Management Studies Certificate, Summer 2006

State University of New York, University at Albany

- Chinese Culture and Language Studies, *Instructor*
Undergraduate, Fall 1999 – Spring 2001

AWARDS & HONORS

- “Staying Human with AI-Enhanced Teaching” Badge, University of Wisconsin-Madison, December 2024
- Educational Innovation Award, Wisconsin School of Business, University of Wisconsin-Madison, May 2021
- The Discussion Project Award, University of Wisconsin-Madison, October 2020
- TeachOnline Certificate, University of Wisconsin-Madison, May 2018
- Education Innovation Small Grant, \$15,000, University of Wisconsin-Madison, February 2018
- Dean’s Small Grant, Carlson School of Management, University of Minnesota, 2014
- Nominated by students for the Faculty of the Year Award, Carlson School of Management, University of Minnesota, 2011
- Highly commended paper award at the Literati Network Award for Excellence, 2008
- Duke University, PhD Fellowship, 2003 - 2008
- London Business School, PhD Program Financial Award, 2001 - 2003
- State University of New York, University at Albany, Tuition Scholarship, 1999 - 2001
- Excellence in Academic Achievement Award and Nomination to Pi Alpha Alpha, National Honor Society for Public Affairs and Administration, May 2001
- State University of New York, University at Albany, Excellence in Professional Internship Award, 2001

INVITED TALKS & WORKSHOPS

- Career Negotiation Workshop (in the age of AI), Nova School of Business and Economics, Lisbon, Portugal, April 2026
- Wanderlust to Work: Navigating Cultures for a Global Career, University of Wisconsin-Madison, November 2025
- Negotiation Workshop, Graduate Women in Business, Wisconsin School of Business, University of Wisconsin-Madison, April 2024
- Negotiation Workshop, Graduate Women in Business, Wisconsin School of Business, University of Wisconsin-Madison, April 2023
- “The Hitchhiker’s Guide To The Gendered Galaxy”, Jones Leadership Center, University of Wisconsin-Madison, April 2021
- “The Bubble, The Reality, &The Case for Double Standard,” Women of Color event by Global Connections Committee, University of Wisconsin-Madison, March 2018
- “We came, we survived, we experienced: cross-cultural effectiveness for international students”, Asian Business and Economics Student Association, University of Minnesota April 2014
- “Born this way, or not: A short conversation on gender difference in negotiation”, Carlson School of Management, University of Minnesota, April 2014
- Cultural Collision or Cultural Convergence? June 2010, Boston Scientific
- Cross-Cultural Leadership, International Student Leadership and Engagement, Carlson School of Management, University of Minnesota, October 2010
- The Chinese Culture, China Global Connect Minnesota Chapter, October 2009

SERVICES ACTIVITIES

- Case Competition Judge, Wisconsin School of Business Accenture Leadership Center, University of Wisconsin-Madison, March 2017
- Supporting faculty member, Negotiation Club, University of Minnesota
- Course Coordinator for Contemporary Management, Carlson School of Management, University of Minnesota
- Undergraduate International Business Major curriculum design committee, Carlson School of Management, University of Minnesota

PUBLICATIONS

- Li, M., Tost, L., & Wade-Benzoni, K. (2007). The dynamic interaction of context and negotiator effects: A review and commentary on current and emerging areas in negotiation. *International Journal of Conflict Management*, 18 (3): 222-258.
 - Wade-Benzoni, K, Li, M, Thompson, L., & Bazerman, M. (2007). The malleability of environmentalism. *Analyses of Social Issues and Public Policy*. 7 (1): 1-26.
 - Wade-Benzoni, K., Rousseau, D. & Li, M., (2006). Managing relationships across generations of academics: psychological contracts in faculty-doctoral student collaborations. *International Journal of Conflict Management*, 17 (1): 4-33.
 - Li, M. & Sadler, J., *Power and Influence in Negotiations*, in Negotiation Excellence: Successful Deal Making, edited by M. Benoliel, Word Scientific Publishing, April 2011
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