

ZEV J. EIGEN

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ACADEMIC APPOINTMENTS

Northwestern University School of Law, Chicago, IL 2009-present
Assistant Professor of Law

Kellogg School of Management, Evanston, IL 2010 – present
Assistant Professor of Management & Strategy (courtesy appointment)

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA Ph.D., 2009

- Sloan School of Management, PhD in Management (economic sociology)
- Dissertation Title: *A Behavioral Theory of Contract*

Cornell Law School, Ithaca, NY J.D., 1999

- Associate Editor, *International Law Journal* (1997)

Cornell University, Ithaca, NY B.S. (*with honors*), 1996
Industrial & Labor Relations

RESEARCH GRANTS, FELLOWSHIPS, HONORS & AWARDS

- Honorable Mention, Law & Society Association Graduate Student Paper Prize (2010)
- Research Fellow, NYU School of Law Center for Labor & Employment Law (2010)
- National Science Foundation Dissertation Research Improvement Grant (2008)
- Harvard Law School Program on Negotiation Graduate Research Fellowship (2008)
- Harvard Law School Program on Negotiation Teaching Fellowship (2007)
- Sloan School Doctoral Fellowship (2005-2008)
- GE Faculty of the Future Fund Fellowship (2006)
- Harvard Law School Program on Negotiation Summer Fellowship (2005)
- Award for Dedicated Service to Cornell's Legal Aid Clinic (1999)
- Teaching Assistant of the Year (1998; 1999)
- Joel Seideman Memorial Prize for best undergraduate and graduate level work on labor and employment related issues (1996)

PUBLICATIONS & WORKING PAPERS

[When and Why Individuals Obey Form-Contracts: Experimental Evidence of Consent, Compliance, Promise and Performance](#) (working paper).

[Do Lawyers Really Believe Their Own Hype and Should They?: A Natural Experiment](#) (with Yair Listokin; working paper).

Shifting the Paradigm of the Debate: A Proposal to Eliminate At-Will Employment and Implement a 'Mandatory Arbitration Act', (forthcoming, INDIANA LAW JOURNAL, 2011) (with Nicolas Menillo & David Sherwyn).

LABOR AND EMPLOYMENT LAW INITIATIVES AND PROPOSALS IN THE OBAMA ADMINISTRATION: PROCEEDINGS OF THE NEW YORK UNIVERSITY 62ND ANNUAL CONFERENCE ON LABOR, volume Editor (forthcoming 2011).

[The Forum for Adjudication of Employment Disputes](#), in RESEARCH HANDBOOK ON THE ECONOMICS OF LABOR AND EMPLOYMENT LAW, Michael L. Wachter, Cynthia L. Estlund, eds. Edward Elgar Publishing Ltd. (2010) (with Samuel Estreicher).

[The Devil in the Details: The Interrelationship among Citizenship, Rule of Law and Form-Adhesive Contracts](#), 41 CONNECTICUT LAW REVIEW 381 (2008).

The Recent Judicial Evolution of Arbitration of Employment Discrimination Lawsuits: From Gardner-Denver and Gilmer to Circuit City, Waffle House and Luce, Forward, ALTERNATIVE DISPUTE RESOLUTION IN THE EMPLOYMENT ARENA: PROCEEDINGS OF N.Y.U. 53RD ANNUAL CONFERENCE OF LABOR, Samuel Estreicher, ed. (2004) (with David Sherwyn).

[Don't Train Your Employees and Cancel Your 1-800 Harassment Hotline: An Empirical Examination and Correction of the Flaws in the Affirmative Defense to Sexual Harassment Charges](#), 69 FORDHAM LAW REVIEW 1265 (2001) (with David Sherwyn & Michael Heise).

In Defense of Mandatory Arbitration of Employment Disputes: Saving the Baby, Tossing Out the Bath Water and Constructing a New Sink in the Process, 2 U. PENN. JOURNAL OF LABOR & EMPLOYMENT LAW 73 (1999) (with David Sherwyn & Bruce Tracey).

Voluntary Mediation in New York: An Unturned Rock?, 52 DISPUTE RESOLUTION JOURNAL 58 (1997).

PRESENTATIONS

- 2011: Labor and Employment Research Association Annual Meeting; Suffolk University Law School's Law & Society Speaker Series; Cornell Law School Empirical Legal Studies Seminar.
- 2010: Law & Society Association Annual Meeting; Northwestern University Sociology Workshop; HR in Hospitality Annual Conference; University of Illinois College of Law; Kellogg School of Management (Management & Organizations Seminar); UC Berkeley School of Law.
- 2009: American Bar Foundation Research Seminar; NYU Law School Conference on Labor and Employment Law; Conference on Empirical Legal Studies; Yale Law School; Northwestern

- 2008: Law School; UC Davis School of Law.
 Academy of Management; Conference on Empirical Legal Studies; American Sociological Association Annual Meeting.
- 2007: MIT Sloan School of Management.
- 2006: Wisconsin School of Law; Harvard Law School; Cornell University.

PROFESSIONAL EXPERIENCE

TWENTIETH CENTURY FOX FILM CORP., Los Angeles, CA 2003-2005

Senior Counsel, Labor Relations

- Served all of Fox's national and international divisions and subsidiaries
- Sole responsibility for handling all aspects of Fox's (and related entities') labor arbitrations
- Advised and counseled Fox regarding collective bargaining with entertainment industry labor organizations including SAG, WGA, DGA, IATSE, AFTRA, NABET, IBEW, etc.
- Advised and counseled Fox's corporate labor relations department in administering collective bargaining agreements and handling day-to-day traditional labor law issues
- Represented Fox vis-a-vis the Alliance of Motion Picture & Television Producers (AMPTP) on industry-wide issues

LITTLER MENDELSON, San Francisco & San Diego, CA 1999-2003

Associate Counsel

- Represented clients, including Fortune 500 companies, in connection with all types of labor and employment-related disputes
- Represented clients in all forms of ADR, including arbitration, mediation and early-neutral evaluations in both court-mandated and private forums
- Represented clients before the Ninth, Eleventh and D.C. Courts of Appeals
- Conducted collective bargaining negotiations and grievance resolution

CADES, SCHUTTE, FLEMING & WRIGHT, Honolulu, HI 1998

Summer Associate

PROFESSIONAL AFFILIATIONS & ACTIVITIES

- Member: Executive Committee, Kellogg School of Management Dispute Resolution Research Center; Society for Empirical Legal Research; Law & Society Association; American Sociological Association; California Bar (also admitted to practice in USDC N, E, C and S Districts of California as well as 9th, 11th and DC Circuit Courts); Labor and Employment Research Association.
- Referee/ Reviewer: Journal of Law & Social Inquiry; Law & Society Review; Conference on Empirical Legal Studies; Israeli Science Foundation.
- Other: President, Order of the Coif; Northwestern University School of Law Chapter (2010).