A Tribute to Harold Guetzkow:
The Person and the Social Scientist

I arrived in Evanston to begin graduate studies in social psychology at Northwestern (NU) with a prized assistantship to work on the LeVine-Campbell cross-cultural study of ethnocentrism (Ethnocentrism, Wiley, 1972). My first assignment was to summarize findings from an inter-disciplinary literature on ethnocentrism and nationalism in the form of propositions. While engaged in this task, I was also encouraged by Don Campbell to connect with Harold Guetzkow’s Inter-Nation Simulation (INS) project in the political science department. Campbell thought that the INS would provide a platform for evaluating many of the propositions that I had been developing. Further, I would be a conduit or liaison between the two projects and departments. (Harold held joint appointments with psychology and sociology.) This was a good opportunity for someone with my interests in both inter-disciplinary (cross-level) projects and experimentation.

My first encounter with Harold was positive. He welcomed me to the “Company,” conveyed enthusiasm for the project, and generally wanted me to know that he valued my involvement. He told me to drop by “the house” on Hinman Avenue to meet and be briefed by Peg Hermann, another psychology graduate student working on the INS.

In addition to career development, my work on the project began a lifelong relationship with Harold and an appreciation for the way he balanced compassion with excellence.

Harold was a great mentor. He was one of only a few professors who considered his students as colleagues and collaborators. He listened, read our early drafts, and provided timely feedback – with his characteristic terse hand-written remarks in the margins. My first experience with his feedback was in conjunction with a thesis on ethnocentrism in the INS, where he also showed me how best to respond to criticism, both his own and those made by others. An eloquent writer, Harold was especially concerned with the quality of our writing, admonishing us to “get to the point, avoid parenthetical expressions.” On the latter, he opined that if qualifications or add-ons are needed, then the thought is not being communicated adequately or is not well developed. (My first lesson was learned in connection with a draft recommendation letter that he corrected. This parenthetical add-on is probably not needed!) I have tried to follow in his mentoring footsteps, for which I was recognized in 1998 with a teaching excellence award primarily for my mentoring efforts.
Harold's mentoring was evident as well with members of our Washington Interest in Negotiation (WIN) group. He helped Dean Pruitt obtain his first faculty position at the University of Delaware and provided a glowing recommendation letter for Bert Spector that helped secure his first position at a consulting firm in Washington. Dean refers to Harold as having been an excellent advisor during his post-doctoral appointment at NU. Bert credits Harold's letter as paving the way for a life-long career in research consulting. Lloyd Jensen appreciates Harold’s role in providing him with a more theoretical and multi-disciplinary approach to the field of international realations.

Less directly perhaps, Harold set in motion the connections needed to form the WIN group and this journal. Dean's post-doc preceded Lloyd's appointment as the Associate Director of the Simulated International Processes (SIP) project, which coincided with my graduate years. Sensing that Terry Hopmann's research on simulated negotiation processes converged on my work, he encouraged a collaboration that has lasted for several decades. I discovered similar synergies with Dean's experimental studies and with Lloyd's case-study analyses of arms control negotiations. Landing in DC at various times, the four of us joined with another fruitful collaboration between mediation scholars Bill Zartman and Saadia Touval to form WIN. We all participated with Bert – a student of Bill’s – to launch and nurture this journal. The “Guetzkow-inspired group” teamed up with the “Zartman-Spector-Touval trio” to define a field of scholarship with implications for practice. Happily, the beat goes on with contributions from the next generation of negotiation researchers such as Catherine Tinsley, who cited Harold's work in her NU dissertation.

Although proud of his own accomplishments and dedicated to his convictions about peace, Harold was not a self-centered scholar. He wanted his students to succeed on their own merits. One story circulating during my time in graduate school illustrates his compassion: When a foreign student was dropped from the political science program, he offered to pay his airline ticket home. Another story comes from my dissertation oral defense. Although he was not the committee's chair, Harold introduced the session by saying that the committee was persuaded that I knew the literature on my topic well. Thus there was no need to query my knowledge about the conditions and processes of bargaining. Rather, he was interested to learn what else I knew about the field of social psychology. This remains the most difficult professional challenge I faced. Needless to say, the committee's private caucus about the decision may have been the longest 10 minutes of my professional life. The “long” wait was over when Harold emerged from the caucus to congratulate me. He then proceeded to “show me off” to the psychology faculty, proudly introducing me to each member as Dr. Druckman.

I experienced Harold’s caring attitude in many other ways. My son's enrollment as a Northwestern undergraduate provided opportunities to visit the campus with some frequency. I connected with Harold on each of the visits. As an