NYU NAMES NEW UNDERGRADUATE DEAN
AT THE STERN SCHOOL OF BUSINESS

Sally Blount-Lyon, a Scholar of Management and Behavior,
Is the First Woman to Hold the Dean’s Post

New York University President John Sexton and Thomas Cooley, Dean of the Leonard N. Stern School of Business, today announced the selection of Sally Blount-Lyon as the new dean of Stern’s undergraduate college, one of the most highly-ranked undergraduate business programs in the U.S. Dr. Blount-Lyon, a professor of management at the Stern School since 2001, is the first woman to hold this post at NYU’s business school; she will begin her duties as dean July 1.

An author of more than 30 research articles, Dr. Blount-Lyon is best known for her research in the area of negotiations and decision-making. Her current research focuses on how people perceive and manage time in social interaction, and she is investigating the dynamics of consultant-client interactions.

John Sexton said, “In selecting an undergraduate dean for Stern, we were looking for someone who had a vision for taking a college already known for excellence and selectivity and making it a program of global distinction. The person would have to exemplify the best of both of our missions as a research university: outstanding scholarship and a devotion to teaching. We have found such a person in Sally Blount-Lyon, and I am very pleased that she has accepted our offer to serve as the undergraduate dean of the Stern School of Business.

“I would like to thank the members of the search committee, and, in particular, its chair, Professor Bruce Buchanan. Their diligence and discernment can be seen in the excellence of their recommendation.

“Let me also thank Fred Choi, the outgoing undergraduate dean. During his nearly 10 years of energetic service, Fred compiled a wonderful record of achievement; the school advanced remarkably under his leadership.”
David McLaughlin, the provost of NYU, said, “We are very pleased to have Sally Blount-Lyon as the new dean of the undergraduate college at Stern. She emerged as the outstanding choice in a field of excellent candidates. I am confident she will not only maintain the high standards of scholarship and teaching that characterizes Stern, but will advance them. We welcome her as dean.”

Thomas Cooley said, “From the moment she arrived at Stern in 2001, Sally Blount-Lyon has made an extraordinary contribution to the School as both a teacher and a scholar. Her proven leadership and rapport with students will serve her well in this new role.”

Professor Bruce Buchanan, the chair of the dean’s search committee, said, “The Search Committee is thrilled that Sally Blount-Lyon will be the next Dean of the Stern Undergraduate College. Professor Blount-Lyon represents the very highest standards of excellence in both research and teaching, and we have every confidence that she will lead the College to the absolute top of its field. We were gratified by the number and quality of candidates for deanship of the Stern Undergraduate College. Their interest in this position is testimony to the progress the school has made under the leadership of Dean Choi.”

Dr. Blount-Lyon has been a professor of management at NYU’s Stern School of Business since 2001. From 1992 to 2001, she was a professor of behavioral science at University of Chicago’s Graduate School of Business. From 1988 to 1992, she was an instructor at Northwestern University’s Kellogg Graduate School of Management. Prior to that she worked in the private sector.

Dean-designate Blount-Lyon received her B.S.E. with high honors from Princeton in 1983, and her M.S. in 1991 and her Ph.D. in 1992 from the Kellogg School at Northwestern University.

She is widely published, and her many honors, awards, and affiliations are: recipient of a Best Dissertation Award from the International Association of Conflict Management; an Austin Scholar at the Kellogg School; a recipient of the Sheldon Research Prize at Princeton University; and a National Science Foundation principal investigator designee; among others. She is a member of the Academy of Management, the American Psychological Association, the Economic Science Association, among other organizations, and she has held board and panel positions with the National Science Foundation, the Academy of Management, and the Princeton University School of Engineering, among other institutions.

Stern’s undergraduate college is one of the most highly ranked undergraduate business programs in the country. There are some 2,200 men and women in the college; the average freshman SAT for students who entered in the fall of 2003 was 1403. New York University Stern School of Business is one of the nation’s premier management education schools and research centers. NYU Stern offers a broad portfolio of academic programs
at the graduate and undergraduate levels, all of them informed and enriched by the
dynamism, energy and deep resources of the world’s business capitol.

New York University, located in the heart of Greenwich Village, was established in 1831
and is one of America’s leading research universities. It is one of the largest private
universities, and it has more international students than any other college or university in
the U.S. Through its 14 schools and colleges, NYU conducts research and provides
education in the arts and sciences, law, medicine, business, dentistry, education, nursing,
the cinematic and dramatic arts, music, public administration, social work, and
continuing and professional studies, among other areas.