



**J.L. Kellogg School of Management  
Management and Strategy Department**

Donald P. Jacobs Center  
2001 Sheridan Road  
Evanston, Illinois 60208-2001

Phone 847-491-3465  
Fax 847-467-1777  
[www.kellogg.northwestern.edu](http://www.kellogg.northwestern.edu)



**NORTHWESTERN  
UNIVERSITY**

### **Disclosure Statement**

This statement is in regards to MS# 2011-1258, "Managing Conflicts in Relational Contracts."

The author declares that he has no relevant or material financial interests that relate to the research described in this paper.

A handwritten signature in black ink, appearing to read "Jin Li".

---

Jin Li

Assistant Professor of Management and Strategy