

Marwan SINACEUR

Professeur

Département: Droit et environnement de
l'entreprise

ESSEC Business School

3 avenue Bernard Hirsch

95021 Cergy-Pontoise

France

Email: sinaceur@essec.edu

Numéro de téléphone: +33 (0)1 34 43 30 41

Pays d'origine: France

INTERETS DE RECHERCHE

Groupes et décisions organisationnelles, islam, religion, Coran, dialogue interreligieux, Psychologie

FORMATION

2007 Ph.D. en Comportement Organisationnel, Stanford University, États-Unis

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

2015 - 2015 Professeur associé, ESSEC Business School, France

2015 - Présent Professeur, ESSEC Business School, France

PUBLICATIONS

Articles

SAN MARTIN, A., SINACEUR, M., MADI, A., TOMPSON, S., MADDUX, W.W. et KITAYAMA, S. (2018). Self-Assertive Interdependence in Arab Culture. *Nature Human Behaviour*, 2, pp. 830–837.

SAN MARTIN, A., SWAAB, R.I., SINACEUR, M. et VASILJEVIC, D. (2015). The Double-Edged Impact of Future Expectations in Groups: Minority Influence Depends on Minorities' and Majorities' Expectations to Interact Again. *Organizational Behavior and Human Decision Processes*, (128), pp. 49-60.

SINACEUR, M., KOPELMAN, S., VASILJEVIC, D. et HAAG, C. (2015). Weep and Get More: When and Why Sadness Expression Is Effective in Negotiations. *Journal of Applied Psychology*, 100(6), pp. 1847-1871.

SINACEUR, M., KOPELMAN, S., VASILJEVIC, D. et HAAG, C. (2015). Weep and get more: When and why sadness expression is effective in negotiations. *Journal of Applied Psychology*, 100(6), pp. 1847-1871.

SINACEUR, M., MADDUX, W.W., VASILJEVIC, D., NÜCKEL, R.P. et GALINSKY, A.D. (2013). Good Things Come to Those Who Wait. *Personality and Social Psychology Bulletin*, 39(6), pp. 814-825.

SINACEUR, M., ADAM, H., VAN KLEEF, G.A. et GALINSKY, A.D. (2013). The advantages of being unpredictable: How emotional inconsistency extracts concessions in negotiation. *Journal of Experimental Social Psychology*, 49(3), pp. 498-508.

SINACEUR, M., VAN KLEEF, G.A., NEALE, M.A., ADAM, H. et HAAG, C. (2011). Hot or cold: Is communicating anger or threats more effective in negotiation? *Journal of Applied Psychology*, 96(5), pp. 1018-1032.

SWAAB, R.I., MADDUX, W.W. et SINACEUR, M. (2011). Early words that work: When and how virtual linguistic mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology*, 47(3), pp. 616-621.

SINACEUR, M. (2010). Suspending judgment to create value: Suspicion and trust in negotiation. *Journal of Experimental Social Psychology*, 46(3), pp. 543-550.

SINACEUR, M., THOMAS-HUNT, M.C., NEALE, M.A., O'NEILL, O.A. et HAAG, C. (2010). Accuracy and Perceived Expert Status in Group Decisions: When Minority Members Make Majority Members More Accurate Privately. *Personality and Social Psychology Bulletin*, 36(3), pp. 423-437.

SINACEUR, M. et TIEDENS, L.Z. (2006). Get mad and get more than even: When and why anger expression is effective in negotiations. *Journal of Experimental Social Psychology*, 42(3), pp. 314-322.

SINACEUR, M., HEATH, C. et COLE, S. (2005). Emotional and Deliberative Reactions to a Public Crisis. *Psychological Science*, 16(3), pp. 247-254.

SINACEUR, M. et NEALE, M.A. (2005). Not All Threats are Created Equal: How Implicitness and Timing Affect the Effectiveness of Threats in Negotiations. *Group Decision and Negotiation*, 14(1), pp. 63-85.

Conférences

HELLERINGER, G. et SINACEUR, M. (2018). Entering and Exiting Relationships. Dans: 2018 Empirical Methods for Legal Studies.

AUTRES ACTIVITES DE RECHERCHE

Membre d'un comité de lecture

2019 Négociations

2017 Négociations