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INTERETS DE RECHERCHE

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

FORMATION

2007	Ph.D. en Comportement Organisationnel, Stanford University, États-Unis
1994	Master of Science, Management, ESCP EUROPE, France

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

2015 - 2015	Professeur associé, ESSEC Business School, France
2015 - Présent	Professeur, ESSEC Business School, France

Autres affiliations académiques

2025 - 2026	Directeur académique ESP Leadership and Change (TBC), ESSEC Business School, France

BOURSES, PRIX ET DISTINCTIONS

Prix et Distinctions

2013	Deans' Commendation for Excellence in MBA Teaching, INSEAD
2010	Deans' Commendation for Excellence in MBA Teaching, INSEAD
2003	Graduate Fellow, Stanford Center on Conflict and Negotiation, Stanford University, États-Unis

PUBLICATIONS

Articles

KHAJEHNEJAD, S., KUMAR, A. et SINACEUR, M. (2026). Being Dishonest to Feel Better: How Intolerance of Uncertainty Fuels Performance Misreporting. *Accounting, Organizations and Society*, 116, pp. 101631.

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.

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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