Marwan SINACEUR

Professor
Department: Law, Political Science & Society
ESSEC Business School
3 avenue Bernard Hirsch
95021 Cergy-Pontoise
France

Email: sinaceur@essec.edu
Phone number: +33 (0)1 34 43 30 41
Country of origin: France

RESEARCH INTERESTS

Groups and organizational decisions, Islam, religion, Koran, inter-faith dialogue, Psychology across

EDUCATION

2007	Ph.D. in Organizational Behavior, Stanford University, United States of America
1994	Master of Science, Management, ESCP EUROPE, France

EMPLOYMENT

Full-time academic positions

2015 - 2015	Associate Professor, ESSEC Business School, France
2015 - Present	Professor, ESSEC Business School, France

Other affiliations and appointments

2025 - 2026	Academic director ESP Leadership and Change (TBC), ESSEC Business School, France

GRANTS AND HONORS

Awards and Honors

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, United States of America

PUBLICATIONS

Journal Articles

KHAJEHNEJAD, S., KUMAR, A. and 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. and KITAYAMA, S. (2018). Self-Assertive Interdependence in Arab Culture. *Nature Human Behaviour*, 2, pp. 830–837.

SAN MARTIN, A., SWAAB, R.I., SINACEUR, M. and 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. and 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. and 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. and 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. and 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. and 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. and 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. and 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. and COLE, S. (2005). Emotional and Deliberative Reactions to a Public Crisis. *Psychological Science*, 16(3), pp. 247-254.

SINACEUR, M. and 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.

Conferences

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

OTHER RESEARCH ACTIVITIES

Editorial Board Membership

2019	Négociations
2017	Négociations