

Marwan SINACEUR

Professor

Department: Public & Private Policy
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

EMPLOYMENT

Full-time academic positions

2015 - 2015 Associate Professor, ESSEC Business School, France

2015 - Present Professor, ESSEC Business School, France

PUBLICATIONS

Journal Articles

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.

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.

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