

# Marwan SINACEUR

Professor

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## RESEARCH INTERESTS

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

## EDUCATION

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

## EMPLOYMENT

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### 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

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### 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

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### 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

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### Editorial Board Membership

2019                    Négociations

2017                    Négociations