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Département: Droit, Science politique & Société
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DIPLÔMES

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

CARRIÈRE

POSITIONS ACADÉMIQUES PRINCIPALES

2015 - 2015-08-31	Professeur associé (ESSEC Business School France)
2015 - Présent	Professeur (ESSEC Business School France)

AUTRES POSITIONS ACADÉMIQUES

2025 - 2026-08-31	Directeur académique ESP Leadership and Change (TBC) (ESSEC Business School France)
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PUBLICATIONS

ARTICLES

[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. 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.](#)

[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.](#)

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

[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., 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.](#)

[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.](#)

[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.](#)

COMMUNICATIONS DANS UNE CONFÉRENCE

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

ACTIVITÉS DE RECHERCHE

Membre d'un comité de lecture

2017 - 2017: Membre du comité de lecture - Negotiations

2019 - 2019: Membre du comité de lecture - Negotiations