

Marwan SINACEUR

Professor

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Department: Law, Political Science & Society
Campus de Cergy

DIPLOMAS

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

CAREER

FULL-TIME ACADEMIC APPOINTMENTS

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|-------------------|--|
| 2015 - 2015-08-31 | Associate Professor (ESSEC Business School France) |
| 2015 - Now | Professor (ESSEC Business School France) |

OTHER ACADEMIC APPOINTMENTS

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|-------------------|--|
| 2025 - 2026-08-31 | Academic director ESP Leadership and Change (TBC) (ESSEC Business School France) |
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PUBLICATIONS

JOURNAL ARTICLES

[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.

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., 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.

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.

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.

[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.](#)

PRESENTATIONS AT AN ACADEMIC OR PROFESSIONAL CONFERENCE

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

RESEARCH ACTIVITIES

Editorial Board Membership

2017 - 2017: Editorial board membership - Negotiations

2019 - 2019: Editorial board membership - Negotiations