

## Marwan Sinaceur

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## Education

PhD in Organizational Behavior, Stanford Graduate School of Business, Stanford University.

## Biography

**Marwan Sinaceur** is Associate Professor at ESSEC in Paris, and a member of the Institute for Research and Education on Negotiation. Previously, he was Assistant Professor, then Associate Professor of Organisational Behaviour at INSEAD. He was co-director of the INSEAD Social Sciences Research Centre from 2007-2010. He received his PhD in Organizational Behavior from the Stanford Graduate School of Business, Stanford University.

Marwan's research focuses on negotiations, emotions, and group decisions. He is interested in understanding how the emotional and behavioral strategies that negotiators can elect to adopt influence their effectiveness and efficiency. In that, he has focused on what might be termed "the dark side" of negotiations. For example, he has investigated how and when issuing a threat, expressing anger and other emotions, expressing emotional inconsistency, being suspicious, or making the first offer may influence the process and outcome of negotiations. He also is interested in understanding how the interplay of emotions and information influences decision-making in groups, both social and task groups. For example, he has investigated how negative emotions affect behavior in social aggregates, or why the expression of certain emotions stimulates thinking in small groups.

Marwan's research has been published or is in press in the *Journal of Applied Psychology*, the *Journal of Experimental Social Psychology*, *Personality and Social Psychology Bulletin*, *Psychological Science*, and *Group Decision and Negotiation*.

### PUBLICATIONS:

**Sinaceur, M.**, Kopelman, S., Vasiljevic, D., & Haag, C. (in press). [Weep and get more: When and why sadness expression is effective in negotiations.](#) *Journal of Applied Psychology*.

**Sinaceur, M.**, Maddux, W., Vasiljevic, D., Nuckel, R., & Galinsky, A. D. (2013). [Good things come to those who wait: Late first offers facilitate creative agreements in negotiation.](#) *Personality and Social Psychology Bulletin*, 39, 814-825.

**Sinaceur, M.**, Adam, H., Van Kleef, G. A., & Galinsky, A. D. (2013). [The advantages of being unpredictable: How emotional inconsistency extracts concessions in negotiation.](#) *Journal of Experimental Social Psychology*, 49, 498-508.

**Sinaceur, M.**, Van Kleef, G. A., Neale, M. A., Adam, H., & Haag, C. (2011). [Hot or cold: Is communicating anger or threats more effective in negotiation?](#) *Journal of Applied Psychology*, 96, 1018-1032.

Swaab, R., Maddux, W. W., & **Sinaceur, M.** (2011). [Early words that work: When and how virtual linguistic mimicry facilitates negotiation outcomes.](#) *Journal of Experimental Social Psychology*, 47, 616-621.

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

**Sinaceur, M.**, Thomas-Hunt, M., Neale, M. A., O'Neill, O., & 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, 423-437.

Sinaceur, M., & 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, 314-322.

One of the Top 5 Cited Articles over a five-year period (among all articles published in this journal, 2006-2011), *Journal of Experimental Social Psychology*

Sinaceur, M., Heath, C., & Cole, S. (2005). [Emotional and deliberative reactions to a public crisis: Mad Cow disease in France.](#) *Psychological Science*, 16, 247-254.

Featured in *The Observer*, American Psychological Society.

Sinaceur, M., & 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, 63-85.

## Publications

### Academic Publications

#### Articles

"Self-Assertive Interdependence in Arab Culture" (A. San Martin, M. Sinaceur, A. Madi, S. Tompson, W. W. Maddux, S. Kitayama), *Nature Human Behaviour*, Nov 2018, Issue 2, p. 830-837

"Weep and Get More: When and Why Sadness Expression Is Effective in Negotiations" (M. Sinaceur, S. Kopelman, D. Vasiljevic, C. Haag), *Journal of Applied Psychology*

"The Double-Edged Impact of Future Expectations in Groups: Minority Influence Depends on Minorities' and Majorities' Expectations to Interact Again" (M. Sinaceur, A. San Martin, R. Swaab, D. Vasiljevic), *Organizational Behavior and Human Decision Processes*