



## Elena POLIAKOVA

Ph.D., Marketing, International Business

Assistant Professor, International Negotiation and Sales  
Management

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### EDUCATION

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- 2020** Ph.D., Marketing, International Business, Georgia State University, USA
- 2014** Ph.D., Linguistics, Lomonosov Moscow State University , Russia
- 2010** Master, Philology (Languages and Literature), Lomonosov Moscow State University , Russia

### PROFESSIONAL EXPERIENCE

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#### ACADEMIC:

- 2021 - Present** Assistant Professor of International Negotiation, IESEG School of Management, France
- 2016 - 2020** Teaching and Research Assistant, Georgia State University, Atlanta, USA

### COURSES TAUGHT

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- Multi-party negotiation
- Advanced negotiation
- Intercultural and diversity management
- Negotiation research methodology
- Introduction to negotiation
- Decision games and negotiation
- Globalization and business practices
- Introduction to negotiations
- Qualitative research methods
- International negotiations

## INTELLECTUAL CONTRIBUTIONS

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### Papers in refereed journals

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#### Published

Poliakova E., Lempp F., Liu L. A., (2025), How are metaphors used in negotiation? A communication context analysis, *Negotiation and Conflict Management Research*, 18(1), pp. 69-93

Barragan Diaz A., Ramirez Marin J., Poliakova E., Medina Diaz F. J., (2024), Linguistics of the heart and mind: Negotiating in one's native language is comfortable but not efficient, *Journal of Occupational and Organizational Psychology*, 97(4), pp. 1451-1474

Poliakova E., Ku S., Cavusgil S. T., Ozkan K. S. L., Pinho C. R., Pinho M. L., Sanguinetti F., Sharma S., (2020), The Great Lockdown Recession and International Business, *Rutgers Business Review*, 5(1), pp. 113-135

Poliakova E., Riddle L., Cummings M. E., (2020), Diaspora investment promotion via public-private partnerships: Case-study insights and IB research implications from the Succeed in Ireland initiative, *Journal of International Business Policy*, 3(1), pp. 23-37

Liu L. A., Adair W. L., Tjosvold D., Poliakova E., (2018), Understanding intercultural dynamics: Insights from competition and cooperation in complex contexts, *Cross Cultural & Strategic Management*, 25(1), pp. 2-31

### Communications in refereed conferences

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#### International

Poliakova E., Lempp F., Liu L. A., (2024), *Exploring the Strategic Use of Metaphors in Negotiation: Insights from Practicing Negotiators* International Association of Conflict Management (IACM), Singapore, Singapore

Poliakova E., Claus B., (2023), *Cocreation of Brand Narratives in a Hyperconnected World* ICORIA Writer's Workshop on Crafting Industry Relevant Research, Bordeaux, France

### Other conference and seminar presentations

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#### International

Barragan Diaz A., Poliakova E., Ramirez Marin J., Medina Diaz F. J., (2023), *Linguistics of the mind and heart: Negotiating in native language is comfortable but not efficient* IACM 2023, Thessaloniki, Greece

### Grants

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**2020** Negotiation and Team Resources (NTR), NTR (USA)

**2020** GSU-CIBER Summer Grant, Georgia State University (USA)

**2018** GW-CIBER Summer Grant, George Washington University (USA)

## GRANTS AND HONORS

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#### Award

2022 Best Reviewer Award, Academy of International Business, Unknown

## EDITORIAL ACTIVITY

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### Reviewer in an academic journal

**2018** Journal of Business Research

**PROFESSIONAL SERVICE**

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**Chair of the organizing committee of an academic conference**

**2021**            47th EIBA Annual Conference 2021, Spain

**Discussant in an academic conference**

**2021**            47th EIBA Annual Conference 2021

**2021**            47th EIBA Annual Conference 2021

                    47th EIBA Annual Conference 2021

**Panelist in an academic conference**

**2021**            Biennale Roundtables on Negotiation

**Reviewer for an academic conference**

                    Academy of International Business (AIB) 2022

                    47th EIBA Annual Conference 2021