



Elena POLIAKOVA

Ph.D., Marketing, International Business

**Assistant Professor, International Negotiation and Sales
Management**

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EDUCATION

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

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

- 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

Papers in refereed journals

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

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

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

2020	Negotiation and Team Resoucres (NTR), NTR (USA)
2020	GSU-CIBER Summer Grant, Georgia State University (USA)
2018	GW-CIBER Summer Grant, George Washington University (USA)

GRANTS AND HONORS

Award

2022	Best Reviewer Award, Academy of International Business , Unknown
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EDITORIAL ACTIVITY

Reviewer in an academic journal

2018	Journal of Business Research
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PROFESSIONAL SERVICE

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