



Adrian BARRAGAN DIAZ

Ph.D., Psychology of the Human Resources

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

Major Coordinator

a.barragandiaz@ieseg.fr

EDUCATION

2018 Ph.D., Psychology of the Human Resources, University of Seville, Spain

2014 Ph.D. Student, University of Seville, Spain

2011 Master, Management Sciences, Human Resource Management, University of Seville, Spain

2010 Bachelor, Management Sciences, Psychology, University of Huelva, Spain

RESEARCH INTERESTS

Human Resource Management, International Negotiation

PROFESSIONAL EXPERIENCE

ACADEMIC:

2020 - Present Assistant Professor, IÉSEG School of Management, France

2018 - Present Lecturer, IÉSEG School of Management, France

2014 - 2018 Teaching and Research Assistant, IÉSEG School of Management, France

2013 - 2014 Researcher, ISCTE-Instituto Universitário de Lisboa (ISCTE-IUL), LISBON, Portugal

2012 - 2012 Research Assistant, University of Seville, Seville, Spain

PROFESSIONAL:

2013 - 2013 Human Resources Technician, Zemsania Tech Outsourcing Services, Sevilla, Spain

2011 - 2011 Human Resources Technician, Grupo ADECCO. Medical & Science, Sevilla, Spain

COURSES TAUGHT

- Negotiation et culture
- Negotiation research methods

- Introduction to negotiation
- Negotiation research methods
- Introduction to negotiation
- Business game
- Introduction to negotiation, Grande ecole (bachelor cycle)
- Negotiation strategy and company observation, Grande ecole (master cycle)

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

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

Ramirez Marin J., Barragan Diaz A., Acar-Burkay S., (2021), Is stress good for negotiation outcomes? The moderating effect of social value orientation., *International Journal of Conflict Management*, 32(3), pp. 407-421

Barragan Diaz A., Ramirez Marin J., Medina Diaz F., (2019), The Irony of Choice in Recruitment: When Similarity Turns Recruiters To Other Candidates, *M@na@gement*, 22(3), pp. 466-486

Communications in refereed conferences

International

Ramirez Marin J., Barragan Diaz A., (2016), *Concessions Across Cultures: Reversing Competitiveness in Intercultural Negotiations through Honor and Emotions* IACM 2016, New York, USA

Ramirez Marin J., Barragan Diaz A., (2015), *Fashionable Feelings: Emotions generate concessions in French intra and intercultural negotiations* IACM 2015, Clearwater, USA

Other conference and seminar presentations

International

Barragan Diaz A., Hermann, C. C., Lopez Cabrera R., (2024), *The Dark side of Self-Efficacy: Overconfidence Backfires in Native Language Negotiations* IACM 2024, Singapore, Singapore

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

Ramirez Marin J., Barragan Diaz A., Acar-Burkay S., (2019), *Is stress helping or hurting negotiation outcomes? An evaluation of social motivation* IACM International Association for Conflict Management 2019, Dublin, Ireland

Ramirez Marin J., Barragan Diaz A., (2018), *Better The Devil You Know: Competition in Intra and Intercultural Negotiations* IACM International Association for Conflict Management, Philadelphia, USA

Ramirez Marin J., Barragan Diaz A., (2018), *Concessions Across Cultures: Reversing Competitiveness in Intercultural Negotiations through Honor and Emotions* Kellogg Culture and Negotiation Conference, Chicago, USA

National

RESEARCH ACTIVITIES

COMMITTEE CHAIR

Course Coordinator

2017 - 2018 Marketing and International Negotiation, IÉSEG School of Management, France

2016 - 2017 Marketing and International Negotiation, IÉSEG School of Management, France