



## **Rocío LOPEZ CABRERA**

**Ph.D. in HR Psychology**

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

**r.lopezcabrera@ieseg.fr**

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### **EDUCATION**

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- 2021** Ph.D. in HR Psychology, University of Seville, Spain
- 2021** Ph.D. in Psychology, KU Leuven, Belgium
- 2016** MSc. in Work and Organizational Psychology, University of Seville, Spain
- 2015** MSc. in Work and Organizational Psychology, University of Maastricht, Netherlands
- 2014** Degree in Psychology, University of Seville, Spain

### **RESEARCH INTERESTS**

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Human Resource Management, International Negotiation

### **PROFESSIONAL EXPERIENCE**

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#### **ACADEMIC:**

- 2023 - Present** Professor, IÉSEG School of Management, France
- 2022 - 2023** Professor, University of Seville, Seville, Spain
- 2021 - 2021** Professor, University of Seville, Seville, Spain
- 2017 - 2021** Predoctoral Research Fellow, University of Seville, Seville, Spain
- 2016 - 2016** Research Assistant, University of Seville, Seville, Spain
- 2014 - 2014** Research Assistant, University of Seville, Seville, Spain

### **CONSULTING EXPERIENCE**

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- 2021 - 2022** Consultant, AFFOR Prevención Psicosocial, Spain
- 2021 - 2022** Consultant, Knowledgefy Technologies, Spain

## INTELLECTUAL CONTRIBUTIONS

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### Other conference and seminar presentations

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#### International

Lopez Cabrera R., Lara B. M., Medina F. J., Arenas A., Munduate L., (2024), *Learning Conflict and Negotiation Skills through training based on Analogical Encoding* 37th International Association for Conflict Management Conference, Singapore, Singapore

#### Grants

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**2019** Research Stay Grant for Doctoral Scholarship Holders, University of Seville (Spain)

**2018** International Mobility Grant for Researchers, University of Seville (Spain)

**2017** Doctoral Scholarship, University of Seville (Spain)

**2015** Grant for International Double Degree Master Studies, University of Seville (Spain)

**2014** Erasmus+ Grant for Master's Double Degree Studies, Spanish Government (Spain)

## GRANTS AND HONORS

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#### Award

2022 Finalist XI National Awards for Excellence in Workplace Inclusion and Prevention of People with Disabilities, Fundación Alares, Spain

#### Honor

2021 Doctorate with Cum Laude designation and International Mention., University of Seville, Spain