



Rocío LOPEZ CABRERA

Ph.D. in HR Psychology

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

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EDUCATION

- 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

Human Resource Management, International Negotiation

PROFESSIONAL EXPERIENCE

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

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

INTELLECTUAL CONTRIBUTIONS

Other conference and seminar presentations

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

- 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

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