



SUN YOUNG KIM

Ph.D. in Management and Organizations
Assistant Professor, International Negotiation and Sales
Management

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EDUCATION

- 2014** Ph.D. in Management and Organizations, Northwestern University, USA
- 2008** Master, Economics and Mathematics Sciences, Statistics, Stanford University, USA

RESEARCH INTERESTS

Diversity, Creativity, Ethical decision making, Inter- and Intra-group processes

EMPLOYMENT EXPERIENCE

ACADEMIC:

- 2012 - 2013** Lecturer, Northwestern University, Chicago, USA

PROFESSIONAL:

- 2002 - 2006** Associate manager, the Export-Import Bank of Korea, Korea

COURSES TAUGHT

- Multi party negotiation, Msc in negotiation for organisations
- Negotiation for international managers, Msc in international business
- Negotiation research methodology, Grande ecole
- Practical negotiation skills, Grande ecole

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

Gunia B., Kim S. Y., (2016), The Behavioral Benefits of Other People's Deviance, *Group Processes and Intergroup Relations*, 19(5), pp. 653-675

Cohen T., Gunia B., Kim S. Y., Murnighan J. K., (2009), Do groups lie more than individuals? Honesty and deception as a function of strategic self-interest, *Journal of Experimental Social Psychology*, 45(6), pp. 1321-1324

Communications in refereed conferences

International

Kim S. Y., (2017), *Cultural Association: Cross-cultural Differences in Vicarious Responsibility* EURAM Early Career Colloquium, Rabat, Morocco

Kim S. Y., (2017), *Guilty by Cultural Association: Cross-cultural Differences in Vicarious Responsibility* IACM, Berlin, Germany

Other conference and seminar presentations

International

Kim S. Y., (2019), *Fostering In-group Disagreement through Diversity: High-status out-group members enhance intragroup engagement* Ingroup, Lisbon, Portugal

Kim S. Y., (2019), *The Diversity-Morality Link* IACM, Dublin, Ireland

Kim S. Y., (2017), *The Moral Credentials of Organizational Diversity* Diversity in Organizations, Brussels, Belgium

Kim S. Y., (2017), *The Diversity-Morality Link* AOM, Atlanta, USA

Chapters in books

Published

Phillips K., Kim S. Y., Shim S., (2011), The value of diversity in organizations: A social psychological perspective, in: David De Cremer, Rolf van Dick, J. Keith Murnighan (Eds.), *Social Psychology and Organizations*, ., Routledge, London, pp. 253-71

SCIENTIFIC PRIZES AND AWARDS

Award

2015 Best Paper Based on a Dissertation Award, Academy of Management, USA