



Adrian BARRAGAN DIAZ

Ph.D., Psychology of the Human Resources

Assistant Professor, International Negotiation and Sales
Management

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

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

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

Barragan Diaz A., Ramirez Marin J., (2015), *Selecting You, Selecting Me: Similarity Biases In Personnel Selection*. IESEG School of Management, Lille, France

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