

Martin Schweinsberg

Address

ESMT Berlin
Schlossplatz 1
10178 Berlin
Germany

Phone: +49 30 212 31-1549

Email: martin.schweinsberg@esmt.org

Web bio: <https://esmt.berlin/person/martin-schweinsberg/bio>

Current employment

Assistant Professor of Organizational Behavior, ESMT Berlin, Germany, September 2016–Present

Education

Ph.D. Organizational Behavior, London Business School, London, United Kingdom, July 2013.
Dissertation committee: Gillian Ku (Chair), Niro Sivanathan, David Faro

MRes. Organizational Behavior, London Business School, London, United Kingdom, 2010.

M.Sc. Organizational Psychology (Research Master) (cum laude), University of Amsterdam, Amsterdam, Netherlands, 2008.
Supervisor: Carsten De Dreu

B.Sc. Organizational Psychology (with honors and cum laude, top 5% of the class), University of Amsterdam, Amsterdam, Netherlands, degree completed in Dutch, 2006.
Supervisor: Carsten De Dreu

Past employment

Visiting Assistant Professor, University of New South Wales, School of Management Department, Sydney, Australia, December 2018 – February 2019.

Assistant Professor of Organizational Behavior, INSEAD, Fontainebleau, France, August 2013 – September 2016.

Research interests

Negotiations and conflict resolution
Crowdsourcing science, reproducibility
Status and social comparisons

Peer-reviewed publications

Schweinsberg, M., Feldman, M., Staub, N., van der Akker, O. R., van Aert, R. C.M., van Assen, M. A.L.M., Liu, Y., et al. (forthcoming). Same data, different conclusions: Radical dispersion in empirical results when independent analysts operationalize and test the same hypothesis. *Organizational Behavior and Human Decision Processes*.

Schaerer, M., Schweinsberg, M., Thornley, N., & Swaab, R. I. (2020). Win-win in distributive negotiations: The economic and relational benefits of strategic offer framing. *Journal of Experimental Social Psychology*. 87 (March), 103943.

Landy, J. F., Jia, M., Ding, I. L., Viganola, D., Tierney, W., Schweinsberg, M., Uhlmann, E. L., et al. (2020). Crowdsourcing hypothesis tests: Making transparent how design choices shape research results. *Psychological Bulletin* 146 (5): 451–479.

Mor, S., Toma, C., Schweinsberg, M., and Ames, D. (2019). Pathways to intercultural accuracy: Social projection processes and core cultural values. *European Journal of Social Psychology* 49 (1): 47–62.

Lee, A. J., Loschelder, D. L., Schweinsberg, M., Malson M. F., and Galinsky, A. D. (2018). Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. *Organizational Behavior and Human Decision Processes* 148 (September): 87–100

Schaerer, M., Schweinsberg, M., and Swaab, R. I. (2018). Imaginary alternatives: The effects of mental simulation on powerless negotiators. *Journal of Personality and Social Psychology*, 115 (1): 96–117.

Tierney, W., Schweinsberg, M., and Uhlmann E.L. (2018). Making prepublication independent replication mainstream. *Behavioral and Brain Sciences*, 41: e153

Yip, J. A., and Schweinsberg, M. (2017). Infuriating impasses: Angry expressions promote exiting behavior in negotiations. *Social Psychological and Personality Science*, 8, 706-714.

DeSoto, K., and Schweinsberg, M. (2017). Replication data collection highlights value in diversity of replication attempts. *Nature Scientific Data* 4.

Tierney, W., Schweinsberg, M., Jordan, J., Kennedy, D. M., Qureshi, I., Sommer, S. A., ... Uhlmann, E. L. (2016). Data from a pre-publication independent replication initiative examining ten moral judgment effects. *Nature Scientific Data*, 3,1–6.

Schweinsberg, M., Madan, N., Vianello, M., Sommer, S. A., Jordan, J., Tierney, W., ... Uhlmann, E. L. (2016). The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. *Journal of Experimental Social Psychology*, 66(5), 55–67.

Schweinsberg, M., Ku, G., Wang, C. S., and Pillutla, M. (2012). Starting high and ending with nothing: The role of power and anchors in negotiations. *Journal of Experimental Social Psychology*, 48, 226–231.

Manuscripts under review and manuscripts in preparation

Schweinsberg, M., Thau, S., & Pillutla, M. Can't agree: Negotiation impasses types, causes, and resolutions (under review).

Schweinsberg, M., et al., Crowdsourcing data analysis (under review).

Schweinsberg, M., et al., The pipeline project 2: Opening pre-publication independent replicationsto the world (drafting manuscript).

Schweinsberg, M., The mirage at the top: Why forecasters seek status in the wrong place. (drafting manuscript).

Schweinsberg, M., Falcao, H., & Uhlmann, E.L. (2019). Gathering around the table to make a deal: Choosing table shapes to avoid negotiation impasses (designing studies).

Schweinsberg, M. Starting high shrinks the pie. Extreme first offers backfire in integrative negotiations (collecting pre-publication independent replication data).

Brady, G., Schweinsberg, M., Carson-Marr, J., Ku, G., & Pillutla, M. Walking away from the table: How extreme offers provoke impasses from women in negotiations.

Tröster, C., Schweinsberg, M., & Gregurias, G. Social comparisons in management research: A management-based Review.

Other publications

Schaerer, M., Schweinsberg, M., & Swaab, R. I. (2020). How to play “friendly hardball” in a negotiation. Harvard Business Review Blog.

Schaerer, M., Schweinsberg, M., Swaab, R. (2018). When you don’t have an alternative in negotiations, try imagining one. Harvard Business Review.

Schaerer, M., Schweinsberg, M., Swaab, R. (2018). Imagine alternatives to negotiate more ambitiously. INSEAD Knowledge

Schweinsberg, M. (2015). Opening the negotiation. Marketing Magazine, UK.

News / Media

How to get a pay rise in the middle of a crisis.

July 29, 2020 The Independent:

<https://www.independent.co.uk/money/pay-rise-jobs-unemployment-covid-benefits-employment-career-recession-economy-a9641396.html>

How to get a pay rise in the middle of a crisis.

July 28, 2020 Yahoo Finance UK:

<https://uk.finance.yahoo.com/news/pay-rise-middle-crisis-100718562.html>

How do you get exactly what you want in a negotiation? Use this simple sentence.

July 22, 2020 Finance Derivative:

<https://www.financederivative.com/how-do-you-get-exactly-what-you-want-in-a-negotiation-use-this-simple-sentence/>

July 20, 2020 Responsesource:

<https://pressreleases.responsesource.com/news/99875/how-do-you-get-exactly-what-you-want-in-a/>

How to Play "Friendly Hardball" in a Negotiation

June 30, 2020 Harvard Business Review:

<https://hbr.org/2020/06/how-to-play-friendly-hardball-in-a-negotiation>

200 researchers, 5 hypotheses, no consistent answers.

6 December, 2019 Wired:

<https://www.wired.com/story/200-researchers-5-hypotheses-no-consistent-answers/>

2019 Best 40 Under 40 Professors: Martin Schweinsberg ESMT Berlin

April 23, 2019 Poets & Quants:

<https://poetsandquants.com/2019/04/22/2019-best-40-under-40-professors-martin-schweinsberg-esmt-berlin/>

El truco mental que te puede ayudar a salir exitoso de una negociación.

August 2, 2018. BBC World.

<https://www.bbc.com/mundo/noticias-45035629>

Beating the Trump card: How to stand up to a bully in negotiations

July 12, 2018. The Globe and Mail:

<https://www.theglobeandmail.com/business/careers/management/article-beating-the-trump-card-how-to-stand-up-to-a-bully-in-negotiations/>

How your imagination can help improve your well-being and even assist in negotiations

April 25, 2018 The Entrepreneur:

<https://www.entrepreneur.com/article/312511>

Krig i skjorteærmer

April 13, 2018 Weekendavisen Denmark:

<https://www.weekendavisen.dk/2018-15/ideer/krig-i-skjorteærmer>

The reproducibility "crisis": Reaction to replication crisis should not stifle innovation

August 9, 2017 EMBO reports:

<http://embor.embopress.org/content/18/9/1493>

Studyswap

May 30, 2017 Society for Personality and Social Psychology:

<http://www.spsp.org/news-center/blog/studyswap>

Concurrent replication

May 8, 2017 Rolf Zwaan - Blogspot:

<https://rolfzwaan.blogspot.de/2017/05/concurrent-replication.html>

Online platform aims to facilitate replication studies

April 7, 2017 The Scientist Magazine:

<http://www.the-scientist.com/?articles.view/articleNo/49161/title/Online-Platform-Aims-to-Facilitate-Replication-Studies/>

Why it pays to be skeptic of scientific studies

March 1, 2017 In the Black:

<https://www.intheblack.com/articles/2017/03/01/sceptical-of-scientific-studies>

In negotiations, anger leads to impasses

February 9, 2017 Pacific Standard:

<https://psmag.com/in-negotiations-anger-leads-to-impasses-19a3f42bbc5#.ek9f6kqea>

Findings: A daily roundup of academic studies

June 3, 2016 National Affairs:

<http://www.nationalaffairs.com/blog/blogger/findings-a-daily-roundup>

Biomedicine facing a worse replication crisis than the one plaguing psychology

April 19, 2016 Slate:

http://www.slate.com/articles/health_and_science/future_tense/2016/04/biomedicine_facing_a_worse_replication_crisis_than_the_one_plaguing_psychology.html

The reproducibility crisis is good for science

April 15, 2016 Slate:

http://www.slate.com/articles/technology/future_tense/2016/04/the_reproducibility_crisis_is_good_for_science.html

Pipeline project aims to improve reproducibility of scientific research

April 7, 2016 RealKM:

<http://realkm.com/2016/04/07/pipeline-project-aims-to-improve-reproducibility-of-scientific-research/>

What if we tried to replicate papers before they're published?

March 31, 2016 Retraction Watch:

<http://retractionwatch.com/2016/03/31/what-if-we-tried-to-replicate-papers-before-theyre-published/>

How to make psychology studies more reliable

March 31, 2016 The Atlantic:

<https://www.theatlantic.com/science/archive/2016/03/save-psychology-by-replicating-studies-before-theyre-published/475983/>

Failure is moving science forward: The replication crisis is a sign that science is working

March 24, 2016 FiveThirtyEight:

<https://fivethirtyeight.com/features/failure-is-moving-science-forward/>

Emotion and the art of negotiation

December 1, 2015 Harvard Business Review:

<https://hbr.org/2015/12/emotion-and-the-art-of-negotiation>

Erfolgreich beim Gehaltspoker

May 1, 2014 Gehirn und Geist:

<https://www.spektrum.de/magazin/ratgeber-so-verhandeln-sie-erfolgreich-ihr-gehalt/1254093>

Negotiations. Starting high and ending with nothing

January 11, 2012 The Jury Room:

<http://keenetrial.com/blog/2012/01/11/negotiations-starting-high-and-ending-with-nothing/>

Awards and honors

President's Honor Roll for Teaching Excellence, Masters in Management (MIM), ESMT Berlin, 2020.

Best 40 Business School Professors under 40, Poets and Quants, 2019.

President's Honor Roll for Teaching Excellence, Masters in Management (MIM), ESMT Berlin, 2019.

President's Honor Roll for Teaching Excellence, Full-time MBA, ESMT Berlin, 2017, 2018.

Wharton School's Reimagine Education Award, MBA & Executive Education Silver Award, 2017.

INSEAD Dean's Commendation for Excellence in MBA Teaching, 2015, 2016, 2017.

Participant, Young Faculty Consortium at the Academy of Management Annual Meeting, Philadelphia, 2014.

Participant, Organizational Behavior Doctoral Consortium at the Academy of Management Annual Meeting, Boston, 2012.

Economic and Social Research Council Graduate Scholarship, 2008 – 2013.

Ph.D. Program Financial Award, London Business School, 2008 – 2013.

STUNT Scholarship, University of Amsterdam, 2007.

International Studies Scholarship in Psychology, University of Amsterdam, 2007.

First year examinations (in Dutch) attained cum laude, top 1% of the class, University of Amsterdam, 2004.

Research grants

Schweinsberg, M. (2020-2021), Ernst & Young Digital Innovation Research Fund, Negotiation analytics, € 26.500.

Schweinsberg, M. (2020). ESMT Berlin research funding for open science project, €4,000.

De Véricourt, F. & Schweinsberg, M. Ernst & Young Research fund, funding for research project, €21,000.

Schweinsberg, M. (2019). ESMT Berlin research funding for open science project, €4,235.

Schweinsberg, M. (2018). ESMT Berlin research funding for open science project, €4,646.

Falcao, H., Schweinsberg, M., Hasija, S., & Uhlmann, E. L. (2015). INSEAD R&D grant for negotiations research project, €10,000.

Uhlmann, E. L., Falcao, H., Schweinsberg, M., & Thau, S. INSEAD R&D grant for three large-scale open science projects, €15,000.

Schweinsberg, M. (2015). INSEAD R&D grant for two research projects, €4,769.

Schweinsberg, M. (2013), INSEAD R&D grant for five research projects, €17,076.

Conference and research presentations

Schweinsberg, M., Thau, S., & Pillutla, M. Can't agree: A review of impasse causes, types, and resolutions. Talk presented at the Leuphana University in Lüneburg, Germany.

Schweinsberg, M., Feldman, M., Staub, N., (...), Uhlmann, E.L. (2019). Crowdsourcing data analysis: Radical dispersion in estimates when independent scientists operationalize and test the same hypothesis with the same data. Talk presented at the 2nd Morality and Immorality Conference at the Kühne Logistics University, Hamburg, Germany.

Schweinsberg, M. (2018). Impasses in negotiations. Talk presented at the University of Amsterdam. Amsterdam, Netherlands.

Schaerer, M., Thornley, N., Schweinsberg, M., Swaab, R. (2018). Win-win in distributive negotiations: The affective and economic benefits of strategic offer framing. Talk presented at TU Dortmund, Dortmund, Germany.

Uhlmann, E.L., Schweinsberg, M., Silberzahn, R. (2017). Crowdsourcing science. Talk presented at Hong Kong Polytechnic University. Hong Kong.

Lee, A.J., Loschelder, D.D, Schweinsberg, M., Mason, M., & Galinsky, A.D. (2017). Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. Talk presented at the Academy of Management Conference, Atlanta, GA.

Schaerer, M., Schweinsberg, M., & Swaab, R. (2017). Imaginary alternatives: The impact of mental simulation on powerless negotiators. Talk presented at the Academy of Management Conference, Atlanta, GA.

Mor, S., Schweinsberg, M. (2017). Androgyny in negotiations. Talk presented at Harvard University, Boston, MA.

Schaerer, M, Schweinsberg, M., Swaab, R., (2017). Win-win in distributive negotiations: The affective and economic benefits of strategic offer framing. Talk presented at the International Association of Conflict Management, Berlin, Germany.

Lee, A.J., Loschelder, D.D, Schweinsberg, M., Mason, M., & Galinsky, A.D. (2017). Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. Talk presented at the International Association of Conflict Management, Berlin, Germany.

Lee, A.J., Loschelder, D.D, Schweinsberg, M., Mason, M., & Galinsky, A.D. (2017). Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. Talk presented at the European Association of Social Psychology General Meeting. Granada, Spain.

Schaerer, M., Schweinsberg, M., & Swaab, R. (2016). Win-win in distributive negotiations: The affective and economic benefits of strategic offer framing. Talk presented at the Academy of Management Conference, Anaheim, CA.

Schaerer, M., Schweinsberg, M., & Swaab, R. (2016). Imaginary alternatives: The impact of mental simulation on powerless negotiators. Talk presented at the International Association of Conflict Management, New York, NY.

Schweinsberg, M., Madan, N., Vianello, M., Sommer, A., Jordan, J., ... Uhlmann, E. L. (2016). The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. Talk presented at the Asian Management Research Consortium, Singapore.

Schweinsberg, M., Madan, N., Vianello, M., Sommer, A., Bauman, C., ... Uhlmann, E. L. (2016). The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. Talk presented at the Society for Personality and Social Psychology Meeting, San Diego, CA.

Schweinsberg, M., Madan, N., Vianello, M., Sommer, A., Jordan, J., ... Uhlmann, E. L. (2016). The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. Talk presented at the Wharton-INSEAD Doctoral Consortium, Philadelphia, PA.

Yip, J. & Schweinsberg, M., (2015). Infuriating impasses: Expressed anger causes negotiation impasses. Talk presented at the Academy of Management Annual Meeting, Vancouver, Canada.

Yip & Schweinsberg, M. (2015). Infuriating impasses: Expressed anger causes negotiation impasses. Talk to at ESSEC Business School, Paris, France.

Schweinsberg, M., Carson-Marr, J., Ku, G., & Pillutla, M., (2015). Walking away from the table: How extreme offers provoke non-cooperative behavior from women in negotiations. Talk presented at IESEG School of Management, Paris, France.

Schweinsberg, M. (2015). Impasses in negotiations. Talk presented at Saarland University, Saarbrücken, Germany.

Mor, S., Ames, D., & Schweinsberg, M. (2014). Understanding others across cultures: metacognition and calibration of cultural knowledge. Talk presented at the European Association of Social Psychology General Meeting, Amsterdam, Netherlands.

Schweinsberg, M., Carson-Marr, J., Ku, G., & Pillutla, M. (2014). Walking away from the table: Why women react more uncooperatively to extreme first offers. Talk presented at the International Association for Conflict Management Conference, Leiden, Netherlands.

Schweinsberg, M. (2013). The mirage at the top: Why forecasters seek status in the wrong place. Talk presented at INSEAD, Fontainebleau, France.

Schweinsberg, M. (2013). The mirage at the top: Why forecasters seek status in the wrong place. Talk presented at the European Business School, Oestrich-Winkel, Germany.

Schweinsberg, M. (2013). The mirage at the top: Why forecasters seek status in the wrong place. Talk presented at the Kuehne Logistics University, Hamburg, Germany.

Schweinsberg, M., Seifert, M., Moon, H., Brockner, J., & Bianchi, E. C. (2012). Status-sensitivity theory: Why high-status individuals are more sensitive to psychological contract violations. Talk presented at the Academy of Management Annual Meeting, Boston, MA.

Schweinsberg, M., Carson, J., Ku, G., & Pillutla, M. (2012). Walking away from the table: When women are less cooperative than men in negotiations. Talk presented at the International Association for Conflict Management Conference, Stellenbosch, South Africa.

Schweinsberg, M., Carson, J., Ku, G., & Pillutla, M. (2012). Walking away from the table: How women's interdependent self-construals promote uncooperative behavior. Talk presented at the IE Business School Madrid Work & Organizations Conference, Madrid, Spain.

Schweinsberg, M. (2012). The mirage at the top: Why forecasters seek status in the wrong place. Talk presented at the Frankfurt School of Management, Frankfurt, Germany.

Schweinsberg, M., Seifert, M., Moon, H., Shannon, L., Brockner, J., & Bianchi, E. (2011). Status-sensitivity theory. Talk presented at the Transatlantic Doctoral Conference, London, United Kingdom.

Schweinsberg, M., Ku, G., & Pillutla, M. (2010). Starting too high: The disadvantages of high anchors in negotiations. Talk presented at the Academy of Management Annual Meeting, Montréal, Canada.

Schweinsberg, M., Ku, G., & Pillutla, M. (2010). Starting too high: The disadvantages of high anchors in negotiations. Talk presented at the Transatlantic Doctoral Conference, London, United Kingdom.

Other research experience

Research Assistant (Prof. Robert Wood), Australian Graduate School of Management, Sydney, Australia, 2008.

Research Assistant (Prof. Neil Anderson), Amsterdam Business School, Netherlands, 2007.

Research Assistant (Prof. Ute-Christine Klehe), University of Amsterdam, Netherlands, 2005-2006.

Teaching experience

Teaching at ESMT Berlin

Negotiations, MBA core course, 2018, 2019.

Negotiation Dynamics, MBA core course, 2017.

Negotiation Dynamics, MIM core course, 2016.

Negotiation Mastery open executive education program, program direction and teaching in English & German, 2016 – 2018.

Negotiation Excellence open executive education program, program direction and teaching in English & German, 2016 – 2018.

CNN executive education program (London, Hong Kong, Berlin), 2016.

Allianz executive education program (program direction and teaching), 2017.

Gazprom executive education program, 201.

Teaching at INSEAD

Negotiation Dynamics, MBA elective course, 2014 – 2016.

Organizational Behavior, Sorbonne program, 2014 – 2016.

Transition to General Management in San Francisco, open executive education program, 2017.

Transition to General Management, open executive education program, 2017.

IBM executive education program, 2016.

IBM executive education program, 2015.

Cooperation and Competition, PhD course, 2013.

Teaching Assistant at London Business School

Negotiations and Bargaining, Dr. Gillian Ku, MBA elective course, 2010 – 2012.

Negotiations and Bargaining, Dr. Niro Sivanathan, MBA elective course, 2010.

Negotiations and Bargaining, Dr. Ena Inesi, MBA elective course, 2009.

Leading Teams and Organizations, Dr. Margaret Ormiston, MBA elective course, 2011.

Ethics and Corporate Social Responsibility, Dr. Celia Moore, MBA core course, 2010.

Managing Organizational Behavior, Dr. Stefan Thau, MBA core course, 2009.

Leadership Coaching

Led individual and group sessions using 360-degree feedback and NEO-IPR personality test to create leadership development plans and improve team performance for the following courses:

Global Leadership Assessment for Managers, MBA students, 2009 – 2011.

Leadership in Organizations, Masters in Management students, 2009 – 2010.

Personal Assessment and Development, Masters in Finance students, 2008 – 2010.

GMAT Instructor

Taught the verbal section of the GMAT to prospective MBA students for Veritas Prep, Sydney, Australia, 2007

Teaching materials development

Negotiations Course for the World

The Negotiations Course for the World is completely open source and free and specifically tailored for instructors in emerging markets. This course in a box includes lecture slides, exercises, readings, assessments, assignments, videos, and teaching notes. Material is translated into hundreds of languages, including underserved local languages, so high-quality education can reach the corners of the world that need this most. Course materials are further customized to local settings to provide a global, non US-centric education experience. This is the first in a series of courses to create business education for those who need it most. Project lead together with Eric Uhlmann, Horacio Falcão, and Phil Parker.

- Winner of Wharton's Reimagine Education Silver award, 2018
- Taught in India, Singapore, and South Africa. More countries to follow
- High school version of the course has also been developed.

Crowdsourcing Science PhD course teaching materials

Pan-Singaporean doctoral course taught together with Eric Uhlmann and Neal Bearden. Lecture titles include "The crisis of confidence in science", "The replication revolution", and "The open data movement". Syllabus, PowerPoint slides with complete script for instructors and all other course materials are shared open access at <https://osf.io/hj9zr>

Case material development

Cases have been used at both degree and executive education programs at top schools all around the world, at ESMT Berlin, INSEAD, Wharton, Queen's University, and Tel Aviv University. The cases have also been used in corporate MOOCs with around 10,000 managers.

- “The Art Case”, an interactive value claiming negotiation case with debrief slides and full accompanying lecture. Written with Warren Tierney, Horacio Falcão, and Eric Uhlmann.
- “The Joint Bid Case”, an interactive value creation negotiation case with debrief slides and full accompanying lecture. Written with Warren Tierney, Horacio Falcão, and Eric Uhlmann.
- “The Job Negotiation”, an interactive value creation and value claiming negotiation case with debrief slides and full accompanying lecture. Written with Warren Tierney, Horacio Falcão, and Eric Uhlmann.
- “The Dublin Job”, an interactive job negotiations case with debrief slides and full accompanying lecture. Written with Warren Tierney, Horacio Falcão, and Eric Uhlmann.
- “The Newspaper Case”, an interactive conflict resolution negotiation case with debrief slides and full accompanying lecture. Written with Warren Tierney, Horacio Falcão, and Eric Uhlmann.
- “A Game of Chicken”, an interactive negotiation case with debrief slides and full accompanying lecture on team negotiations. Written by Bernardo Betley, Can Yagli, Ciaran Galvin, Hailey Hu, & Pavani Gulati under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Castaways”, an interactive negotiation case on communication channels in negotiations, with full accompanying lecture. Written by Austin Dcosta, Byron Ascott-Evans, Emmanuele Benatti, Fernanda Antunes, Laura Foo, Sam Kaye, and Eric Sullivan and research assistant Rui Ling under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Football Transfer”, an interactive negotiation case with debrief slides and full accompanying lecture on multyparty negotiations. Written by Aditya Prasad, Anna Sarre, Manuel Janisch, Jeremy Leopold-Metzger, & Yerlan Minavar under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Union Negotiation”, a negotiation strategy case with debrief slides on negotiation ethics. Written by Marcos Bruno under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “Magos and Tala Comics”, an interactive case on team negotiations with full accompanying lecture. Written by Carmen Ruiz Pozuelo and Alessandro Mazzarini under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Family Loan”, an interactive negotiation case with full accompanying lecture on “The Seven Elements of a Negotiation.” Written by Wenshan Yeo under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “Dorado Primavera”, an interactive negotiation case with full accompanying lecture on “The Seven Elements of a Negotiation.” Written by Tony Yang, Xinyan Fang, Tatyana Ivanova, Jan Kinsky, Eliseon De Lucchi, and Nitant Kohli under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.

- “Crediluna”, an interactive negotiation case with full accompanying lecture on “The Seven Elements of a Negotiation.” Written by Karin Del Rey under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Indian Mob Boss Negotiation”, a negotiation strategy case with debrief slides. Written by an anonymous student under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Inheritance”, an interactive case on Mediation with full accompanying lectur. Written by doctoral student Eliza Bivolaru under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “The Dual Career Negotiation”, an interactive case on dual career couples with full accompanying lectur. Written by Lara Bekhazi under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “Chocomania”, an interactive case on virtual agents with full accompanying lectur. Written by Daniela Mordetzki, Mai Nguyen Thuy, Vaibhav Kashyap, & Yuhei Ishiguro under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.
- “Golden Standard”, an interactive negotiation case with debrief slides and full accompanying lecture on multyparty negotiations. Written by Astrid Schrader, Julia Snedkova, & Xiaolin Tao under the supervision of Martin Schweinsberg, Horacio Falcão, and Eric Uhlmann.

360-negotiation feedback tool, to be used in negotiations courses at ESMT Berlin and INSEAD.

Developed (with another student) course materials and final exam for the Managing Organizational Behavior core MBA course at London Business School, 2009

Professional service

ESMT Berlin Ethics Committee Member, 2020 – present
Faculty representative on the ESMT Berlin Ethics Committee.

Lead for Faculty Research Seminar Series, 2017-present
Organized faculty research seminars at ESMT Berlin.

Lead for INSEAD Micro OB Brown Bag Series, 2014
Organized micro OB brown bag series at INSEAD.

Lead for INSEAD OB Area Curriculum Coordination Initiative, 2014 – 2016
Coordinated subject area teaching content and dropbox including all subject area teaching materials, together with Eric Uhlmann and Stefan Thau.

Organizer for London Business School Doctoral Lecture Series, 2012
Organized (with another student) doctoral lecture series with Prof. Tory Higgins (Columbia University).

Head Organizer for Transatlantic Doctoral Conference at London Business School, 2010
Organized (with another student) conference for 120 participants from around the world.

Subject Area (OB) Coordinator for Transatlantic Doctoral Conference at London Business School, 2010

Led selection committee and organized visit for 27 OB participants from around the world.

Student Council Member at the University of Amsterdam, 2006 – 2008

Helped program director with establishing a new master's program: conducted information sessions for prospective students, founded the student ambassador program, taught career workshop for the graduating class of 2008.

Student Ambassador at the University of Amsterdam, 2006 – 2008

Represented (with three other students) the research master's program to prospective students.

Mentor for International Student Network at the University of Amsterdam, 2004 – 2005

Mentored international students at the University of Amsterdam.

Referee service

Ad Hoc Reviewer, Manufacturing and Service Operations Management, 2018 – present.

Ad Hoc Reviewer, National Science Foundation, 2017 – present.

Editorial Board Member, Nature: Scientific Data, 2016-present.

Ad Hoc Reviewer, Psychological Science, 2015 - present

Ad Hoc Reviewer, European Journal of Social Psychology, 2013 – present.

Ad Hoc Reviewer, Organizational Behavior and Human Decision Processes, 2011 – present.

Reviewer, Academy of Management Annual Meeting, 2011.

Reviewer, Transatlantic Doctoral Conference, 2008 – 2012.

Professional affiliations

Member, International Association of Conflict Management, 2012 – present.

Member, Academy of Management, 2010 – present.

Member, Association for Psychological Science, 2010 – present.

Other

Language Skills

- German (native)
- English (fluent)
- Dutch (fluent)
- French (intermediate)