

# Curriculum Vitae

## Dr. Fieke Harinck

2016



### Personal Information

Name: Dr. Sophia (Fieke) Harinck  
Gender: female  
Nationality: Dutch

### Master

University: Free University Amsterdam  
Date: 30/08/1996  
Subject: Social Psychology

### Doctorate

University: University of Amsterdam, Amsterdam  
Date: 19/10/2001  
Supervisor: Prof. C.K.W. De Dreu  
Title of dissertation: Conflict issues matter: How conflict issues influence negotiation

### Work experience since graduating

Full member of Kurt Lewin Institute Since 2005

Assistant Professor Since September 2001  
Leiden University

PhD-candidate November 1996 – August 2001  
University of Amsterdam

## **Improv/Actress**

I started improvisation theatre (improv) in 1999 by doing an introduction course by Ton Haas. In 2003, I joined an improv group, and since then, I have received a weekly training by a great variety of teachers/trainers/actors, and I have played in approximately 4 shows each year. Besides the weekly training I have followed related courses by teachers such as Natasha Schulte (physical theatre), Marina Raat (improv), Siebe Fockens (clowning) and Vivian Wesselink (singing). I added working as a training actress and improv trainer in 2015, and I have worked for Aletta Wubben Mens en Organisatie, and for Prizma Mediation.

## **Publications:**

### **-International (refereed) journals**

Shafa, S., Harinck, F., Ellemers, N., & Beersma, B. (*under review*). Adding injury to insult: the impact of honor on physiological indicators of threat and challenge in response on insults.

Shafa, S., Harinck, F., Ellemers, N., & Beersma, B. (*under review*). In the eyes of others: the role of honor-related self-concerns in explaining and preventing insult-elicited aggression.

Shafa, S., Harinck, F., Ellemers, N. & Beersma, B. (2015). Regulating honor in the face of insults. *International Journal of Intercultural Relations*, 47, 158-174.

Harinck, F. & Druckman, D. (2015). Resolving a conflict over values: Conflict issues and negotiation interventions. *Journal of Conflict Resolution*, 59, 1-27. DOI: 10.1177/0022002715569774

Harinck, F. & Ellemers, N. (2014). How conflict issues change the nature of the conflict game. In: C.K.W. De Dreu (Ed.). *Social conflict within and between groups*. (Current Issues in Social Psychology) (pp. 19-36). East Sussex, UK: Psychology Press.

Illes, R.M., Ellemers, N., & Harinck, F. (2014). Mediation in value conflict. *Conflict Resolution Quarterly*, 31, 331-354. DOI: 10.1002/crq.21089

Shafa, S., Harinck, F., Ellemers, N. & Beersma, B. (2014). Who are you calling an idiot? Honor-related differences in use of and response to insults. *Negotiation and Conflict Management Research*, 7, 38-56. DOI: 10.1111/ncmr.12024

Kouzakova, M., Harinck, F., Ellemers, N. & Scheepers, D. (2014). At the heart of a conflict: Cardiovascular and motivational responses to moral conflicts and

- resource conflicts. *Social Psychology and Personality Science*, 5, 35 – 42. DOI: 10.1177/1948550613486673
- Harinck, F., Shafa, S., Ellemers, N., & Beersma, B. (2013). The good news about honor culture: The preference for cooperative conflict management in the absence of insults. *Negotiation and Conflict Management Research*, 6, 67-78
- Harinck, F. & Van Kleef, G.A. (2012). Be hard on the interests and soft on the values: Conflict issue moderates the interpersonal effects of anger in negotiations. *British Journal of Social Psychology*, 51, 741-752. DOI:10.1111/j.2044-8309.2011.02089.x
- Kouzakova, M., Ellemers, N., Harinck, F., & Scheepers, D. (2012). The implications of value conflict: How disagreement on values affects self-involvement and perceived common ground. *Personality and Social Psychology Bulletin*, 38, 798-807. DOI: 10.1177/0146167211436320
- Harinck, F., Van Beest, I., Van Dijk, E. & Van Zeeland, M. (2012). The strength of loss aversion depends on how you measure it. *Journal for Judgment and Decision Making*, 7, 462-471.
- Terwel, B., Harinck, F., Ellemers, N., & Daamen, D. (2011). Going beyond the properties of CO2 dioxide capture and storage (CCS): How trust in stakeholders affects public acceptance of CCS. *International Journal of Greenhouse Gas Control*, 5, 181-188. doi:10.1016/j.ijggc.2010.10.001
- Stel, M.A. & Harinck, F. (2011). Being mimicked makes you a prosocial voter. *Experimental Psychology*, 58(1), 79-84. DOI: 10.1027/1618-3169/a000070
- Harinck, F. & De Dreu, C.K.W. (2011). When does taking a break help in negotiations? The influence of breaks and social motivation on negotiation processes and outcomes. *Negotiation and Conflict Management Research*, 4, 33-46.
- Terwel, B. W., Harinck, F., Ellemers, N., & Daamen, D. D. L. (2010). Voice in political decision-making: The effect of group voice on perceived trustworthiness of decision makers and subsequent acceptance of decisions. *Journal of Experimental Psychology: Applied*, 16, 173-186. DOI:10.1037/a0019977
- Colzato, L.S., Van Hooijdonk, L., Van Den Wildenberg, W.P.M., Harinck, F., & Hommel, B. (2010). Sexual orientation biases attentional control: a possible gaydar mechanism. *Frontiers in Cognition*.
- Terwel, B., Harinck, B., Ellemers, N., & Daamen, D. (2009). Integrity- versus competence-based trust as predictors of acceptance of CCS: An experimental test of the causal chain model. *Risk Analysis*, 29, 1129-1140.

Terwel, B., Harinck, F., Ellemers, N. & Daamen, D. (2009). How organizational motives and communications affect public trust in organizations: The case of carbon dioxide capture and storage. *Journal of Environmental Psychology*, 29, 290-299.

Harinck, F. & C.K.W. De Dreu (2008). Take a break! Or not? The influence of mindsets on negotiation processes and outcomes. *Journal of Experimental Social Psychology*, 44, 397-404.

(Mind Gym Prize 2009 finalist)



Steinel, W., Van Kleef, G. & Harinck, F. (2008). Are you talking to me?! Separating the people from the problem when expressing emotions in negotiation. *Journal of Experimental Social Psychology*, 44, 362-369.

Van Kleef, G., Van Dijk, E., Steinel, W., Harinck, F. & Van Beest, I. (2008). Anger in social conflict: Cross-situational comparisons and suggestions for the future. *Group Decision and Negotiation*, 17, 13-30.

Harinck, F., Van Dijk, E., Van Beest, I. & Mersmann, P. (2007). When gains loom larger than losses; Reversed loss aversion for small amounts of money. *Psychological Science*, 18, 1099-1105.

Harinck F. & Ellemers, N. (2006). Playing Hide and Seek: The influence of information exchange on intergroup negotiations. *European Journal of Social Psychology*, 36, 791-813. DOI: 10.1002/ejsp.321 (Top 10 Mind Gym Prize 2007)

Harinck, F. & De Dreu, C.K.W. (2004). Negotiating interests or values and reaching integrative agreements; The importance of time pressure and temporary impasses. *European Journal of Social Psychology*, 34, 595 - 611. DOI: 10.1002/ejsp.218

Harinck, F. (2004). Persuasive arguments and beating around the bush in negotiations. *Group Processes and Intergroup Relations*, 7, 5-17. DOI: 10.1177/1368430204039970

Beersma, B., Harinck, F. & Gerts, M. (2003). Bound in Honor: How Honor Values and Insults Affect the Experience and Management of Conflicts. *International Journal for Conflict Management*, 14, 75-94.

Harinck, F., De Dreu, C.K.W., & Van Vianen, A.E.M (2000). The impact of conflict issues on fixed-pie perceptions, problem solving, and integrative outcomes in negotiation. *Organizational Behavior and Human Decision Processes*, 81, 329-358. DOI: 10.1006/obhd.1999.2873

De Dreu, C.K.W., Harinck, F. & Van Vianen, A.E.M. (1999). Conflict and performance in groups and organizations. In C. Cooper & I. Robertson (Eds.), *International Review of Industrial and Organizational Psychology*, 14, pp. 396 – 414.

Chichester: John Wiley & Sons.

Van Lange, P.A. M., Agnew, C.R., Harinck, F. & Steemers, G.E.M. (1997). From game theory to real life: How social value orientation affects willingness to sacrifice in ongoing close relationships. *Journal of Personality and Social Psychology*, 73, 1330-1344.

### **Work in progress**

Kouzakova, M., Ellemers, N., Harinck, F. (*in progress*). Cortisol and Testosterone in Value and Resource conflict

Harinck, F. & Jehn, K.E. (*in progress*). Why it is so hard to say sorry.

Van Leeuwen, E.A.M., & Harinck, F. (*in progress*). How to present your research in the social sciences. Cambridge University Press.

### **National (refereed) journals**

Shafa, S., Harinck, F., Ellemers, N. (2013). Bezint eer ge beschimpt: Eergerelateerde verschillen in fysiologische reacties op beledigingen. *Jaarboek Sociale Psychologie 2013*. Groningen, The Netherlands: ASPO Pers.

Rexwinkel, R., Ellemers, N., & Harinck, F. (2011) Wanneer jij OK bent, ben ik ook OK!: Hoe de bevestiging van een ander het oplossen van een waardenconflict vergemakkelijkt. *ASPO Jaarboek 2011*. 175-178

Shafa, S., Harinck, F., & Ellemers, N. (2011). Eer en regulatiefocus in een conflictsituatie. *ASPO Jaarboek 2011*.

Kouzakova, M., Ellemers, N., & Harinck, F. (2010). Bevend onder het morele pantser: fysiologische gevolgen van waardeconflicten en belangenconflicten. In: *Jaarboek Sociale Psychologie 2010*, 221-228. ASPO Pers; Groningen, the Netherlands.

Rexwinkel, R., Ellemers, N., & Harinck, F. (2010). Kom je aan mijn waarden, dan kom je aan mij! Hoe verwijzingen naar verschillende waarden of informatie bepalen hoe mensen een conflict benaderen. In: *Jaarboek Sociale Psychologie 2010*, 323-330. ASPO Pers; Groningen, the Netherlands.

Shafa, S., Harinck, F., Ellemers, N., & Beersma, B. (2010). Asociaal of imbeciel? Invloed van culturele verschillen op beledigingen na een normovertreding. In: *Jaarboek Sociale Psychologie 2010*, 403-410. ASPO Pers; Groningen, the Netherlands.

- Stel, M. & Harinck, F. (2010). Imitatie maakt je een prosociale kiezer. In: *Jaarboek Sociale Psychologie 2010*, 443-450. ASPO Pers; Groningen, the Netherlands.
- Van Zeeland, M., Harinck, F., Van Dijk, E. & Van Beest, I. (2007). De relatie tussen focus en verliesaversie. *Jaarboek Sociale Psychologie 2006*, 577 - 585. Groningen: ASPO Pers.
- Terwel, B., Harinck, F., Ellemers, N. & Daamen, D. (2007). Inspraak in complexe besluitvorming: De effecten van procedures op vertrouwen en de acceptatie van maatschappelijke beslissingen. *Jaarboek Sociale Psychologie 2006*, 467 - 475. Groningen: ASPO Pers.
- Terwel, B., Harinck, F., Ellemers, N., & Daamen, D. (2006). Zeg maar gewoon wat er van je verwacht wordt. *Jaarboek Sociale Psychologie 2005*. Groningen: ASPO Pers.
- Ghauharali, R., Harinck, F. & Beersma, B. (2006). Hollanders en Hindostanen. De effecten van eercultuur en belediging op de beleving van een conflict. *Jaarboek Sociale Psychologie 2005*. Groningen: ASPO Pers.
- Van der Graaf, A., & Harinck, F. (2004). Take a break: De effecten van onderbrekingen in onderhandelingen. *Jaarboek Sociale Psychologie 2003*, 103-110. Groningen: ASPO Pers.
- Harinck, F., De Dreu, C.K.W., & Van Vianen, A.E.M (1999). Waargenomen conflict in onderhandelingen. *Gedrag en Organisatie*, 12, 32-48.
- Bos, A.E.R., Harinck, F., Verschoor, F. & Ellemers, N. (1994). Feedback van een vriend of onbekende: Acceptatie van het oordeel en het effect op het zelfbeeld. In N. Ellemers, W. Van der Kloot & N. de Vries (Eds.), *Fundamentele sociale psychologie, deel 8*, 193 – 200.

## **Grants**

- 2014 Additional NWO funding for post-doc position S. Shafa (€22.000)
- 2014 LUF funding for IACM conference, matched by section of S&O (total: €3.000)
- 2014 KLI-funding (€2.000) for workshop on Honor Culture Security (in collaboration with prof. N. Ellemers and dr. S. Shafa)
- 2013 NWO Post-doc grant (€78.000) in the NWO Programme Conflict and Security (in collaboration with prof. N. Ellemers and drs. S. Shafa)

- 2013 Research grant (€15.000) of Faculty of Social Sciences, Leiden University to reduce teaching load
- 2013 Travel Grant (\$5000) by Melbourne Business School (Australia) for two-week stay with prof. K.E. Jehn at MBS (June 2013)
- 2012 KLI-funding (€2.000) for workshop by prof. D. Druckman and dr. F. Harinck
- 2009 Grant (€600.000) in the NWO-Programme Conflict and Security entitled “Value conflict: How differences in values affect conflict-escalation and effectiveness of interventions” with Naomi Ellemers, Daan Scheepers and Bianca Beersma (UvA) for 2 PhD-students and a two-year postdoc
- 2003 Travel Grant (approximately €1.500) by Leids Universitair Fonds to attend conference of Academy of Management, Seattle, 2003, and to participate in pre-conference called: The Research Incubator “Opening the Black Box of Negotiation”

### **Prizes and Awards**

- 2009 Bart Terwel, former PhD-student supervised by Naomi Ellemers and myself, wins Best Paper Award 2009 of the Department for Social Sciences of Leiden University.
- 2009 Finalist in Mind Gym Prize Competition, an international competition for outstanding contributions to well-founded, practical knowledge about enhancing psychological capabilities (£ 1500).
- 2007 Top-ten ranking Mind Gym Prize.
- 2005 Nominated for Teaching Prize of the department of Psychology

### **International Collaboration**

- Since 2011 prof. D. Druckman (George Mason University, Macquarie University, Brisbane)
- Since 2012 prof. K.E. Jehn (including two-weeks stay at MBS, Melbourne in June 2013)
- 2003 Invited participation at Conference about ‘Critical Moments in Negotiation’ organized by Project on Negotiation at Harvard Law School, Cambridge, November 2003.

1994            A 5-months stay at the University of Padova (1994). Collaboration with professor L. Arcuri and dr. L. Castelli concerning research about the recognition of emotions and stereotypes.

## **Research Project Management**

### **a) PhD Supervision**

MSc. Rosabelle Illes (since September 1, 2012 ). De-escalation of value conflict: Justice and interventions. Continuation of project 2 of the project “Value conflict: How differences in values affect conflict-escalation and effectiveness of interventions”, funded by the Conflict and Security Programme of N.W.O. (NWO grant number 432-08-016).

MSc. Ruth Rexwinkel (August 1, 2010 until June 1, 2012). De-escalation of value conflict: Justice and interventions. Part of the project “Value conflict: How differences in values affect conflict-escalation and effectiveness of interventions”, funded by the Conflict and Security Programme of N.W.O. (NWO grant number 432-08-016).

Drs. Saïd Shafa (since December 15, 2009). Differences in value systems and the resolution of value conflict. Part of the project “Value conflict: How differences in values affect conflict-escalation and effectiveness of interventions”, funded by the Conflict and Security Programme of N.W.O. (NWO grant number 432-08-016)

Drs. Bart Terwel (15 september 2004 – 14 september 2008)  
Funded by CATO-project “Trust as a function of motives and argumentation”.

### **b) KNAW Research Assistant Supervision**

Daryna Kolesnik (2013)  
Lisa Schreuder (2012-2013)  
Bart Huismans (2011-2012)

## **Academic Service**

2012 - today    Member of Instituutsraad Psychology

2016            Member of Best Paper Award Committee KLI-conference, May 2016

2015            Member of Teaching Committee Kurt Lewin Institute

2014            Member of Best Paper Award Committee KLI-conference, May 2014



- 2013/2014 Local Arrangements Co-Organizer (with Wolfgang Steinel) of 2014 conference of the International Association for Conflict Management, Noordwijk, the Netherlands.
- 2012 Member of Best Paper Award committee IACM 2012
- 2011 - 2012 Member of Bachelor Opleidingscommissie Psychologie
- 2011 Participation in mentoring programme for female faculty by Department of Social Sciences as mentee.
- 2012 Organization of Conflict Track of KLI-conference 2012 with Kai Jonas.
- 2010 Participation in one-day national programme of Women to the Top, organized by N.W.O.
- 2009 Teacher in course for female faculty members for FSW with Naomi Ellemers
- 2008 Teacher in course for female faculty members for FSW with Naomi Ellemers
- 2007 Organization, in collaboration with Naomi Ellemers, of national workshop about Survival in Academia for female faculty members in S&O Psychology.
- 2006 Organization of Conflict Track of KLI-conference with Sabine Otten.
- 2005-2006 Chair of Best-Paper-Award Committee of the International Association for Conflict Management
- 2005- 2007 Board member of the International Association for Conflict Management.
- 2001-2006 Member of national board of Associatie voor Sociaal-Psychologische Onderzoekers (ASPO).
- 2004 – 2012 Twice a year presentations at Open Dagen for students-to-be, to promote Psychology at Leiden University
- 2004 Member of Best Paper Award Committee of International Association for Conflict Management.
- 2003 Invited participation at Conference about ‘Critical Moments in Negotiation’ organized by Project on Negotiation at Harvard Law School, Cambridge, November 2003.

- 2003 Participation in 'Research Incubator' organized by the Division of Conflict Management of the Academy of Management, Seattle, July 2003.
- 1997- today Active participation in yearly meetings of the Association for Conflict Management, an international association in which the most important researchers on negotiation and conflict management take part.
- 1999 Organization of yearly conference of Werkgemeenschap van Arbeids- en Organisatiepsychologen, Amsterdam, 1999.
- 1993 Member of organizing committee of Conference on Sports and Psychology, October 8, 1993 at the Free University Amsterdam. There were 500 participants, and the presentations were published in "Sportpsychologie. Wetenschap en Toepassing IV" . Editors: F. Bakker, A. Dudink & J. Pijpers). Amsterdam, VSPN.

### **Editorships**

- 2006 - now Member of editorial board of Negotiation and Conflict Management Research, the official journal of the International Association for Conflict Management (IACM).
- 2008 Member of ASPO Jaarboek redactie

### **Reviewing**

Psychological Science  
 Journal of Experimental Social Psychology  
 Cognition  
 European Journal of Social Psychology  
 Journal of Applied Psychology  
 Negotiation and Conflict Management Research (board member)  
 Organizational Behavior and Human Decision Processes  
 Journal of Personality and Social Psychology  
 Group Processes and Intergroup Relations  
 British Journal of Social Psychology  
 Human Relations

## PR/Valorisation

- 2015      Participation in “Nacht van Wetenschap en Kennis” as scientist/actress in story slam about “Goeie Mie, de Gifmengster van Leiden”, September 19, 2015
- Workshop on negotiation on University of Aruba, Oranjestad (Aruba), July 3<sup>rd</sup> 2015.
- Pitch about negotiation at networkmeeting “Leidse Praatjes”, Leiden, June 1<sup>st</sup>, 2015
- Developer and trainer (for HR Department Leiden University) of negotiation training for PhD’s and Leiden University staff (September 18, October 16, December 17, 2015)
- Training (as teacher/trainer for HR Department Leiden University) for Famelab Competition for Leiden University (February, 2015)
- 2014      Blog about compliments and helping behavior – Leiden Psychology Blog (November, 2014)
- Deelname aan quiz van NTR tijdens Nacht van Kunst en Wetenschap (September, 2014)
- Guest at radio-programme “Haring en Van Es”, Unity FM about “het wij-gevoel”, April 22, 2014.
- Blog about laptops in lectures – Leiden Psychology Blog (April, 2014)
- Radio interview about negotiation in “Kennis van Nu”, a NTR-radio programme about science for Radio 5 (January 15, 2014).
- <http://www.wetenschap24.nl/programmas/de-kennis-van-nu/kettingvraag.html>
- 2013-2014      Short lectures (22 times) about Compassion prior to play “Goed Bedoeld” by Nieuw Leiden (www.nieuwleiden.com)
- 2013      Short quote about negotiation at BNR radio (October 2, 2013)
- Guest at Pavlov (Radio 1), a live radio programme about human behavior April 13, 2013). A discussion with Abdelkader Benali ‘About polite Moroccans and rude Dutch’, research from the Conflict and Security Project

<http://www.radio1.nl/items/76179-pavlov-radio-podcast-13-april-2013>

- since 2013 Contributor to FSW-blog
- 2012 Live Radio interview for BNR (Business News Radio) by Humberto Tan, about negotiation in Catshuis (March, 2, 2012).
- 2011 Participant in discussion about movie “Carnage” by Roman Polanski, in de Balie (Amsterdam) after preview, resulting in article in Volkskrant on December 8, 2011.
- Guest at Pavlov (Radio 1), a live radio programme about human behavior (14/5/2011)
- <http://www.radio1.nl/pavlov?on=2011-05-14>
- Radio-interview Vara Radio 1 (March 1, 2011) about non-verbal behavior of politicians.
- Interviewed by Malou van Hintum for Column “Tussen de oren” in Volkskrant (February 28, 2011), Scientific Section.
- 2010 Interviewed by Malou van Hintum for Column “Tussen de oren” in Volkskrant (June, 26, 2010), Scientific Section.
- Huge world-wide attention for “Gaydar- article”, by Colzato et al. (2010), for which I am a co-author.
- Several radio-interviews and media attention for article with Mariëlle Stel “Mimicry makes you a prosocial voter” (o.a. Radio West, Noorderlicht Radio 1, article mentioned on several national websites).
- 2009 Newspaper article about “Saying sorry” in Wegener Dagbladen (o.a. PZC, Brabants Dagblad, Tubantia, Stentor en de Gelderlander)
- 2007 Invited opinion article about formation negotiations in national newspaper (Reformatisch Dagblad)

# Teaching

## BKO

Basiskwalificatie Onderwijs received in 2012

## Master's Theses (since September 2001)

September 2014

Sophie Erkamp  
Leonie Kuivenhoven  
Melissa van der Geest  
Anouschka van Setten van der Meer  
Niels van der Klauw

### Completed

- Tom Rens (S&O, sep 2014)
- David van de Bilt (S&O, sep 2013)
- Kyra Wijnekus (S&O, sep 2013)
- Maaïke Soer (S&O, sep 2013)
- Sophie de Wit (S&O, sep 2013)
- Liane Bonofacia (S&O, sep 2013)
- Mike Lekx (S&O, sep 2013)
- Roxanne Soet (S&O, sep 2013)
- Mariska Adrichem (S&O, sep 2012)
- Caroliene de Coo (S&O, sep 2012)
- Vera Hulsebosch (ECP, sep 2012)
- Milan Trimbos (ECP, sep 2012)
- Johan Niemeijer (ECP, sep 2012)
- Cas Knoester (S&O, sep 2012)
- Katerina Kokmotou (feb 2012, ECP)
- Bart Huisman (feb 2012, S&O, research Master)
- Walter Hoekstra (co-supervised with Ruth Rexwinkel, started feb. 2010) (ECP)
- Titus de Jong (S&O, sep 2011)
- Lisa Sleddering (S&O, sep 2011)
- René Oskam (ECP, 2012)
- Cobus van der Poel (S&O, 2011)
- Simone van Leeuwen (S&O, 2011)
- Anna Akerman (ECP, 2011)
- Sabine Hooijmans (ECP, 2011)
- Suzanne Cederhout (ECP, 2011)
- Ineke Olsthoorn (2010)
- Iren Koomen (2009)

- Laura Stevens (2009)
- Gökhan Bozkurt (2009)
- Serge Maas (2009)
- Renier Grobler (2008-2009)
- Alexandra Sips (2008-2009)
- Matthijs Aantjes (2007-2008)
- Elaine Woe (2007-2008)
- Wilma Dek (2007-2009)
- Lienka Otten (2006, † 2007)
- Marjolijn van Zeeland (2006)
- Jostein van Vliet (2006)
- Hanneke de Waardt (2006).
- Razia Ghauharali (2005).
- Tim da Costa Gomez (2005).
- Karel Groenendijk (2004).
- Bart Terwel (2004).
- Ruben Hoogervorst (2004).
- Paul Mersmann (2004).
- Thessa Plevier (2004).
- Aukje van der Graaf (2003).
- Steven de Nie (2003).
- Evelien Deiters (2003).
- Viola Hermans (2002).

### **Courses Taught (since 2001)**

- 2015
- Conflict and Cooperation, a third-year Bachelor course on (10 ECTS; 130 participants, in English, Feb-Mar 2014). Lectures and general coordination.
  - Motivation, Power & Leadership (5 ECTS, 200 participants, Sep-Oct 2015)
  - 2 times workgroup Psychology of Media and Communication
  - Negotiation workshops for HR department of Leiden University
- 2014
- Conflict and Cooperation, a third-year Bachelor course on (10 ECTS; 130 participants, in English, Feb-Mar 2014). Lectures and general coordination.
  - Two-day presentation course for KLI with Marret Noordewier (June 2014)
  - Motivation, Power & Leadership (5 ECTS, 200 participants, Sep-Oct 2014)

- 2013
- Conflict and Cooperation, a third-year Bachelor course on (10 ECTS; 150 participants, in English). Lectures, 2 workgroups and general coordination.
  - Two-day presentation course for KLI with Marret Noordewier
  - Motivation, Power & Leadership (5 ECTS, 170 participants)
- 2012
- third-year Bachelor Course on Conflict and Cooperation (150 participants, in English). Lectures, 2 workgroups (one English) and general coordination.
  - Motivation, Power and Leadership. Master course, in English (130 participants). Lectures and general coordination.
  - 2 Bachelor projects (one starting in January, one in September)
  - Two-day presentation course for KLI with Marret Noordewier
  - One-day KLI workshop on turning points in negotiation with prof. Dan Druckman
- 2011
- third-year Bachelor Course on Conflict and Cooperation (150 participants, in English). Lectures, 2 workgroups (one English) and general coordination.
  - Motivation, Power and Leadership. Master course, in English (115 participants). Lectures and general coordination.
- 2010
- Coordination Master course Mediation Skills (april/may 2010)
  - third-year Bachelor Course on Conflict and Cooperation (150 participants). Lectures, workgroup and general coordination.
  - Motivation, Power and Leadership. Master course, in English (84 participants). Lectures and general coordination.
- 2009
- Motivation, Power and Leadership. Master course, in English (85 participants). Lectures and general coordination.
  - Coordination Master course Mediation Skills
  - third-year Bachelor Course on Conflict and Cooperation (150 participants). Lectures, workgroup and general coordination.
- 2008
- Coordination Master course Mediation Skills
  - Two-day presentation course for PhD-students of the Kurt Lewin Institute (in collaboration with dr. B. Beersma).

- third-year Bachelor Course on Conflict and Cooperation. Lectures and supervision of a workgroup.
  - Coordination and Teaching of course on presentation skills for fourth-year research master students.
  - tutor of first-year Bachelor students
- 2007
- Survival in Academia for female assistant professors (Department of Social Sciences, Leiden University)
  - Coordination Master course Mediation Skills
  - Two two-day presentation courses for PhD-students of the Kurt Lewin Institute (in collaboration with dr. B. Beersma).
  - Coordination and Teaching of third-year Bachelor Course on Conflict and Cooperation. Lectures and supervision of a workgroup.
  - Coordination, Development and Teaching of course on presentation skills for fourth-year research master students.
- 2006
- Bachelor project (200 hours).  
Two-day presentation course for PhD-students of the Kurt Lewin Institute (in collaboration with dr. B. Beersma) (Twice)  
Coordination, and Teaching of third-year Bachelor Course on Conflict and Cooperation. Lectures and supervision of 2 workgroups.
- 2005
- Two two-day presentation courses for PhD-students of the Kurt Lewin Institute (in collaboration with dr. E. Kluwer).  
Coordination, Development and Teaching of a new third-year Bachelor Course on Conflict and Cooperation. 3 Lectures and supervision of several work-groups (275 uur)  
Analyse en Diagnose (200 uur)
- 2004
- Analyse en Diagnose (200 uur).  
Begeleiden van werkgroepen, nakijken en bespreken huiswerkopdrachten.
- 2003
- Analyse en Diagnose  
Onderzoekspracticum (100 uur).  
Begeleiden van 7 studenten bij uitvoeren van een onderzoek.  
Toegepaste Groepsdynamica (110 uur) (alleen de deeltijdstudenten).
- 2002
- Toegepaste Groepsdynamica (110 uur).  
Coördinatie en begeleiden van 2 werkgroepen.
- 2001
- Toegepaste Groepsdynamica (110 uur).  
Coördinatie en begeleiden van 2 werkgroepen



## **Course Development**

- 2010 Adaptation of Dutch third-year bachelor course on conflict and cooperation into English (pilot for English Bachelor)
- 2009 Adaptation of course Motivation, Power and Leadership (updated yearly)
- 2007 Development and implementation of course for female faculty, about survival in academia. Course given at departmental level.
- 2007 Development and implementation of course on Presentation Skills for research master students
- 2004 Development of course for third-year Bachelor students on Conflict and Cooperation
- 2002 Revision of teaching programme of Toegepaste Groepsdynamica.

## **Honours Research Students**

- Nanja Flikweert (2012)
- Merlijn Venus (2005-2006)

## **Personal Development (Courses Taken)**

- 2015 ICLON workshop Turnitin  
Dubbelstag workshop Intercultural Communication  
Dubbelstag workshop "Toetsing en de toetsmatrijs"  
Workshop "open-ended questions"
- 2014/2015 Coaching by Aletta Wubben
- 2014 ICLON workshop Writing a Blog
- 2014 ICLON workshop voting machines in lectures
- 2013 Masterclass R&O gesprekken Eric den Heijer
- 2012 Leidinggeven (training by Branco Lastdrager, Schouten en Nelissen)
- 2012 Resultaat- en Ontwikkelingsgesprekken voor Leidinggevendenden by Eric den Heijer, Leiden University

- 2008 Word Order (Ineke Smit, Leiden University)
- 2005 Tentamineren (ICLON, Leiden University)
- 2004 Activerend hoorcollege geven (ICLON, Leiden University)
- 2003 Scriptie-begeleiding (ICLON, Leiden University)

### **Presentations/ Invited Lectures**

Harinck, F. Invited lecture for KLI 2016 (April 21-22 2016)

Harinck, F., Kopelman, S. & Shafa, S. (2015). Symposium about Positive Negotiation. Symposium presented at the International Conference of Positive Psychology, Orlando, USA, July 26, and at the 27<sup>th</sup> international conference of the International Association for Conflict Management, Clearwater Beach, USA, July 28 – July 1<sup>st</sup>.

Harinck, F. (2012). Invited lecture. Mimicry makes your vote go left. Presentation at Food for Thought Meeting (October 2012) organized by Department of Social Sciences of Leiden University

Harinck, F., Beersma, B. & Ellemers, N. (2012). The good news about honor culture: The preference for cooperative conflict management in the absence of insults. Presentation at the 25<sup>th</sup> annual IACM conference, Stellenbosch (SA), July 11–14, 2012.

Harinck, F., Beersma, B., Ellemers, N., & Shafa, S. (2012). “I am sorry”: The effects of apologies on conflict de-escalation for high and low honor people. Presentation at the 25<sup>th</sup> annual IACM conference, Stellenbosch (SA), July 11–14, 2012.

Harinck, F., Rexwinkel, R., Ellemers, N., & Druckman, D. (2012). Invited lecture. Interventions in value conflict; the role of shared identity. KLI-conference, Woudschoten, May 2012.

Harinck, F. (2012). Invited lecture. Pauzes in onderhandelingen. Presentation at the ASPO Blits, Amsterdam, April 2012.

Harinck, F. (2011). Invited lecture. How to predict reactions to new technologies. Presentation at the ASPO Herfstsymposium on Long Term Psychology, Tilburg, October 6 2011.

Harinck, F., & Van Kleef, G.A. (2011). Be hard on the interests and soft on the values; Conflict issue moderates the interpersonal effects of emotions in negotiations. 24<sup>th</sup> annual conference of the International Association for Conflict Management, Istanbul, July 3-6 2011.

Shafa, S., Harinck, F., Ellemers, N., & Beersma, B. (2011). Honor and insult: Cultural differences in use of and response to insults. 24<sup>th</sup> annual conference of the International Association for Conflict Management, Istanbul, July 3-6 2011.

Kouzakova, M., Ellemers, N., Harinck, F., & Scheepers, D. (2011). The implications of value conflict: How disagreement on values affects self-involvement and perceived common ground. 24<sup>th</sup> annual conference of the International Association for Conflict Management, Istanbul, July 3-6 2011.

Kouzakova, M., Ellemers, N., Harinck, F., & Scheepers, D. (2011). The consequences of moral conflicts. 16<sup>th</sup> General Meeting of the European Association of Social Psychology, Stockholm, July 12-16 2011.

Harinck, F., Beersma, B., Shafa, S. & Ellemers, N. (2010). Invited lecture at two-yearly conference of the Kurt Lewin Institute, Zeist, the Netherlands.

Stel, M. & Harinck, F. (2010). "Imitatie maakt je een prosociale kiezer" at annual conference of Associatie voor Sociaal Psychologische Onderzoekers, Enschede, December 15 2010.

Harinck F. & De Dreu, C.K.W. (2009). The effects of social motivation and breaks on negotiations. Poster presentation at the conference of the Society for Judgment and Decision Making, Boston, November 2009.

Harinck, F., Beersma, B., Hoorne, F. & Ghauharali, R. (2008). Shame on you: How honor values, shame and anger influence the willingness to retaliate. Paper presented at the 21<sup>st</sup> annual conference of the International Association for Conflict Management, Chicago, USA, July 2008.

Harinck, F. & De Dreu, C.K.W. (2007). When to have your Kitkat: The influence of social motivations and breaks on negotiations. Paper presented at the 20<sup>th</sup> annual conference of the International Association for Conflict Management, Budapest, Hungary, July 2007.

Van Zeeland, M., Harinck, F., Van Dijk, E. & Van Beest, I. (2006). Paper presented at the 21<sup>st</sup> annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Leiden, December 2006.

Terwel, B., Harinck, F., Ellemers, N., & Daamen, D. (2006). Paper presented at the 21<sup>st</sup> annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Leiden, December 2006.

Harinck, F., Van Dijk, E., Van Beest, I., & Mersmann, P. (2006). Reversed loss aversion. Paper presented at the 5th Tilburg Symposium on Psychology and Economics, Tilburg, the Netherlands, September 2006.

Terwel, B., Harinck, F., Ellemers, N., & Daamen, D. (2005). Zeg maar gewoon wat er van je verwacht wordt. Paper presented at the 20th annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Groningen, December 2005.

Ghauharali, R., Harinck, F. & Beersma, B. (2005). Hollanders en Hindostanen. De effecten van eercultuur en belediging op de beleving van een conflict. Paper presented at the 20th annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Groningen, December 2005.

Harinck, F., De Dreu, C.K.W. & Groenendijk, K. (2005). Take a break! The influence of breaks on negotiations. Paper presented at the 18<sup>th</sup> annual conference of the International Association for Conflict Management, Sevilla, Spain.

Harinck, F. & Ellemers, N. (2004). Playing Hide and Seek: The influence of information exchange on intergroup negotiations. Presented at the yearly conference of the International Association of Conflict Management. Pittsburg, June 2004.

Van der Graaf, A. & Harinck, F. (2003). Take a break: De effecten van onderbrekingen in onderhandelingen. Paper presented at the 18th annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Maastricht, December 2003.

Harinck, F (2003). Invited lecture. Take a break! Paper presented at a small group meeting about 'Motivation and Cognition in Decision-Making'. Amsterdam, September 2003.

Harinck, F (2003). Persuasive arguments and beating around the bush in negotiations. Paper presented at the yearly conference of the Academy of Management, Seattle, August 2003.

Harinck, F. & De Dreu, C.K.W. (2001). The effects of conflict issues and resistance to yielding on negotiation processes. Paper presented at the 10<sup>th</sup> European Congress on Work and Organizational Psychology of the European Association of Work and Organizational Psychology, Praag, Czech Republic.

Harinck, F. & De Dreu, C.K.W. (2001). Temporary impasses and taboo tradeoffs; the effects of time pressure and conflict issues on integrative bargaining. Paper presented at the 13<sup>th</sup> annual conference of the International Association for Conflict Management, Cergy, France.

Harinck, F. & De Dreu, C.K.W. (2000). Persuasive arguments and beating around the bush in negotiations; The role of conflict issue. Paper presented at the annual conference of the Werkgemeenschap voor Arbeids- en Organisationspsychologie, Nijmegen, The Netherlands.

Harinck, F. & De Dreu, C.K.W. (1999). Negotiation processes and outcomes as a function of the conflict issue: The importance of interests, facts and values. Paper

presented at the 12<sup>th</sup> annual conference of the International Association for Conflict Management, San Sebastian, Spain.

Harinck, F., De Dreu, C.K.W. & Van Vianen (1998). Perceived conflict in negotiation; The importance of interests, facts and values. Paper presented at the 11<sup>th</sup> annual conference of the International Association for Conflict Management, Washington, USA.

Harinck, F., De Dreu, C.K.W. & Van Vianen (1998). Waargenomen conflict in onderhandelingen. Paper presented at the annual conference of the Werkgemeenschap voor Arbeids- en Organisationspsychologie, Amsterdam, The Netherlands.

Harinck, F., Bos, A.E.R., Verschoor, F. & Ellemers (1993). Feedback van een vriend of onbekende; Acceptatie van het oordeel en het effect op het zelfbeeld. Paper presented at the 8th annual conference of the Associatie van Sociaal Psychologische Onderzoekers, Maastricht, The Netherlands.