

Matteo Di Stasi

Education

Ph.D., Management, ESADE Business School Director, Prof. Jordi Quoidbach.	2024
Visiting Ph.D., Harvard Business School Director, Prof. Alison Wood Brooks	2022
M.A. Management Science, ESADE Business School	2020
M.S. Management, HEC Lausanne	2016
B.A. Business Administration, University of Bologna <i>Summa cum laude</i>	2014

Publications

Di Stasi, M., Templeton, E., & Quoidbach, J. (2023). Zooming out on bargaining tables: Exploring which conversation dynamics predict negotiation outcomes. *Journal of Applied Psychology*. Advance online publication. <https://doi.org/10.1037/apl0001136>

Manuscripts Under Review

Di Stasi, M., Brooks, A. W., & Quoidbach, J. “Asking Open-Ended Questions Increases Personal Gains in Negotiations”. *Under review at Journal of Applied Psychology*. [\[pdf\]](#)

Working Papers

Di Stasi, M., Schweinsberg, M., & Quoidbach, J. “Daily Negotiation and Its Effects on Short and Longer-term Well-being”. *In preparation for Organizational Behavior and Human Decision Processes*. [\[pdf\]](#)

Di Stasi, M., Krieg, A., & Quoidbach, J. “Emotional Dynamics of Facial Expressions in Negotiation” *In preparation for Emotion*.

Selected Works in Progress

“When Interruptions Benefit or Hurt Conversations” with Alison Wood Brooks, Michael Yeomans & Hanne Collins. *Data analysis in process*.

“Which Type of Questions are Most Successful in Sales Calls” with Alison Wood Brooks, Michael Yeomans, Hanne Collins & Nicole Abi-Esber. *Data analysis in process.*

“Word Choice When Making First Offers in Distributive Negotiations” with Jordi Quoidbach. *Data analysis in process.*

“The Effect of Video Call Backgrounds on Ability to Claim Value in Negotiations” with Ipek Ozer & Ana Valenzuela. *Data collection in process.*

“Multiplicity and diversity: a key to learn innovation” with Mireia Sierra. *Data analysis in process.*

Research Interests

Negotiation, Conversations, Natural Language Processing, Non-Verbal Behavior, Behavioral decision theory.

Teaching

Teaching Assistant

Negotiation Fundamentals (Full time MBA), ESADE	2020-22
Human Resources Management (Master), ESADE	2021-22
Corporate Strategy (Master in Management), HEC Lausanne	2016

Teaching Material

A.I. Personalized Feedback on Students’ Online Negotiations	2020
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Presentation

“Asking Open-Ended Questions Increases Personal Gains in Negotiations” presented at 2023 IE Doctoral Consortium, May 11, 2023, Madrid, Spain.

“Asking Open-Ended Questions Increases Personal Gains in Negotiations” accepted paper at Society for Judgment and Decision Making Annual Meeting 2022, November, 2022, San Diego (USA). (I couldn’t attend the conference for personal issues)

“The Effect of Interruptions in Conversations on Interpersonal Relationships” presented at Minson Conflict and Collaboration Lab – MC²!, October 27, 2022, Harvard Kennedy School, Boston (USA).

“The Effect of Interruptions in Conversations on Interpersonal Relationships” presented at NerdLab, October 7, 2022, Harvard Business School, Boston (USA).

“Asking Open-Ended Questions Increases Personal Gains in Negotiations” presented at Association for Psychological Science Annual Convention, May 28, 2022, Chicago (USA).

“Zooming Out on Bargaining Tables: Conversation Dynamics Predicts Negotiation Outcomes” presented at International Association for Conflict Management, July 14, 2021, Virtual.

“Conversational Dynamics Predicts Negotiation Outcomes” presented at Behavioral Insights Group (BIG) Doctoral Workshop Harvard Kennedy School, August 18, 2020, Virtual.

Honors & Awards

President ESADE Doctoral Society
ESADE Travel Grant
ESADE PhD Scholarship
Lead of EU funded proposal on food waste initiative "53% Campaign"
Summa Cum Laude, University of Bologna

Professional Experience

Researcher for ERASMUS+ project (Barcelona, Spain) ESADE Business School	2023
Decision-Lab Manager (Barcelona, Spain) ESADE Business School	2021
Communication Manager (Bruxelles, Belgium) European Food Information Council	2019
Consultant (Geneva, Switzerland) United Nations Institute for Training and Research	2016-18
Associate Project Collaborator (Geneva, Switzerland) Conseil Européen pour la Recherche Nucléaire (CERN)	2016
Student Research/Teaching Assistant (Lausanne, Switzerland) HEC Lausanne; Research activity for the Professor Xavier Castañer	2015-16

Professional Affiliations

American Psychological Association
International Association for Conflict Management
Society for Judgment and Decision Making

Languages

English (fluent), Spanish (fluent), Italian (native), French (intermediate), Catalan (intermediate)

References

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