Smadar Cohen-Chen
Senior Lecturer
Sussex Business School
University of Sussex

DEGREES

Ph.D.	Social Psychology	University of Sheffield	2015
M.A.	Conflict Resolution	Interdisciplinary Center Herzliya	2010
B.A.	Political Science	Interdisciplinary Center Herzliya	2009

EMPLOYMENT HISTORY

2020-	Senior Lecturer	University of Sussex	Sussex Business School
2016-2020	Lecturer	University of Surrey	Surrey Business School
2014-2016	Visiting Assistant Professor	Northwestern University	Kellogg School of Management

Publications – Peer Reviewed

Cohen-Chen, S. & Pliskin, R. (in press). Hope: The experience and functions of a seemingly-positive group-based emotion. *European Review of Social Psychology*

Cohen-Chen, S., Dhensa-Kahlon, R.K., & Hameiri, B. (2024). Humorous responses to gender injustice: The contrasting effects of efficacy and emotions on women's collective action intentions. *Sex Roles.* https://doi.org/10.1007/s11199-024-01459-0

Chernyak-Hai, L. & Cohen-Chen, S. (2023). Collective future orientation, group-based emotions, and support for policy. *Journal of Applied Social Psychology, 53*(11), 1108-1121. https://10.1111/jasp.12997

Frackowiak, M., Russell, P. S., Rusconi, P., Fasoli, F., & Cohen-Chen, S. (2023). Political orientation, trust, and discriminatory beliefs during the Covid-19 pandemic: longitudinal evidence from the United Kingdom. *British Journal of Social Psychology, 62*(4), 1897-1924. doi: 10.1111/bjso.12662

Moysidou, K. & Cohen-Chen, S. (2023). Inducing collective action intentions for healthcare reform through medical crowdfunding framing. *Social Science & Medicine: Medical Anthropology, 333,* 116090

Hasler, B. S., Leshem, O. A., Hasson, Y., Landau, D. H., Krayem, Y., Blatansky, C., Baratz, G., Friedman, D., Psaltis, C., Cakal, H., Cohen-Chen, S., & Halperin, E. (2023). Young generations' hopelessness perpetuates long-term conflicts. *Scientific Reports, 13*(1), 4926.

Russell, P. S., Frackowiak, M., Cohen-Chen, S., Rusconi, P, & Fasoli, F. (2023). Induced gratitude and hope, and experienced fear, but not experienced disgust, facilitate COVID-19 prevention. *Cognition and Emotion, 37*(2), 196-219. doi: 10.1080/02699931.2022.2157377

Cohen-Chen, S., Brady, G. L., Massaro, S., & van Kleef, G. A. (2022). Meh, whatever: The effects of indifference expressions on cooperation in social conflict. *Journal of Personality and Social Psychology, 123,* 1336-1361. doi: 10.1037/pspi0000392.

Cohen-Chen, S., Lang, O., Ran, S., & Halperin, E. (2020). The prevalence of despair in intractable conflicts: Direct messages of hope and despair affect Leftists, but not Rightists. *Journal of Applied Social Psycholo*gy, *50,* 588-598. doi: 10.1111/jasp.12697

Cohen-Chen, S., Pliskin, R., & Goldenberg, A. (2020). Feel good or do good? A valence / function framework for understanding emotions. *Current Directions in Psychological Science, 29,* 388-393. doi: 10.1177/0963721420924770

Van Zomeren, M., Pauls, I. L., & Cohen-Chen, S. (2019). Is hope good for collective action in the context of climate change? Differentiating hope's emotion- and problem-focused coping functions. *Global Environmental Change, 58,* 101915.doi: 10.1016/j.gloenvcha.2019.04.003

Cohen-Chen, S., Van Kleef, G. A., Crisp, R. J., & Halperin, E. (2019). Dealing in hope: Does observing hope expressions increase conciliatory attitudes in intergroup conflict? *Journal of Experimental Social Psychology, 83,* 102-111.

Cohen-Chen, S. & Van Zomeren, M. (2018). Yes we can? Group efficacy beliefs predict collective action, but only when hope is high. *Journal of Experimental Social Psychology, 77,* 50-59. doi: https://doi.org/10.1016/j.jesp.2018.03.016

Goldenberg, A., Cohen-Chen, S., Goyer, J. P., Dweck, C. S., Gross, J. J., & Halperin, E. (2018). Testing the impact and durability of group malleability intervention in the context of the Israeli-Palestinian conflict. *Proceedings of National Academy of Science, 115*(4), 696-701. doi: 10.1073/pnas.1706800115

Solak, N., Reifen, M., Cohen-Chen, S., Saguy, T., & Halperin, E. (2017). Disappointment expression evokes collective action: The moderating role of legitimacy appraisal and the mediating role of collective guilt after wartime. *Cognition and Emotion, 31,* 1112-1126. doi: 10.1080/02699931.2016.1197098

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2017). A new appraisal-based framework underlying hope in conflict resolution. *Emotion Review, 9,* 208-214. doi: abs/10.1177/1754073916670023

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2017). Hope comes in many forms: Outgroup expressions of hope override low support and promote reconciliation in conflicts. *Social Psychological and Personality Science, 8,* 153-161. doi: 10.1177/1948550616667612

Rosler, N., Cohen-Chen, S., & Halperin, E. (2017). The distinctive effects of empathy and hope in intractable conflicts. *Journal of Conflict Resolution, 61,* 114-139. doi: 10.1177/0022002715569772

Shuman, E., Cohen-Chen, S., Hirsch-Hoefler, S., & Halperin, E. (2016). Explaining normative versus non-normative action: The role of implicit theories. *Political Psychology, 37,* 835-852 .doi: 10.1111/pops.12325

Kudish, S., Cohen-Chen, S., & Halperin, E. (2015). Increasing support for concession-making in intractable conflicts: The role of conflict uniqueness. *Peace and conflict: Journal of Peace Psychology, 21,* 248-263. doi: 10.1037/pac0000074

Wohl, M. J. A., Cohen-Chen, S., Halperin, E., Caouette, J., Hayes, N., & Hornsey, M. J. (2015). Belief in the malleability of groups strengthens the collective apology-forgiveness link. *Personality and Social Psychology Bulletin, 41,* 714-725. doi: 10.1177/0146167215576721.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2015). Perceptions of a changing world induce hope and promotes peace in intractable conflicts. *Personality and Social Psychology Bulletin, 41*(4), 498-512. doi:10.1177/0146167215573210

Halperin, E.*,* Cohen-Chen, S., & Goldenberg, A. (2014). Indirect emotion regulation in intractable conflicts: A new approach to conflict resolution. *European Review of Social Psychology, 25,* 1-31. doi: 10.1080/10463283.2014.923155

Cohen-Chen, S., Halperin, E., Porat, R., & Bar-Tal, D. (2014). The differential effects of hope and fear on information processing in intractable conflict. *Journal of Social and Political Psychology, 2,* 11-30*.* doi: 10.5964/jspp.v2i1.230

Cohen-Chen, S., Halperin, E., Saguy, T., & Van Zomeren, M. (2014). Beliefs about the malleability of immoral groups facilitate collective action*. Social Psychological and Personality Science, 5,* 203-210. doi: 10.1177/1948550613491292

Cohen-Chen, S., Halperin, E., Crisp, R.J., & Gross, J.J. (2014). Hope in the Middle East: Malleability beliefs, hope, and the willingness to compromise for peace. *Social Psychological and Personality Science, 5,* 67-75. doi: 10.1177/1948550613484499

Publications – Book Chapters

Cohen-Chen, S., Goldenberg, A., Gross, J. J., & Halperin, E. (2023). Malleability interventions in intergroup relations. In E. Halperin, B. Hameiri, & R. Littman (Eds.), *Psychological Intergroup Interventions* (pp. 86-98). New York: Routledge.

Cohen-Chen, S. & Halperin, E. (2023). Emotional processes in intractable conflicts: Integrating descriptive and interventionist approaches. In L. Huddy, D. O. Sears, J. S. Levy, & J. Jerit (Eds.), *Oxford Handbook of Political Psychology*. New York: Oxford University Press.

Cohen-Chen, S. (2022). The role of hope in social change processes. *Routledge Encyclopedia of Psychology in the Real World.* Routledge. doi: 10.4324/9780367198459-REPRW75-1

Cohen-Chen, S., van Zomeren, M., & Halperin, E. (2015). Hope(lessness) and (in)action in intractable intergroup conflict. In E. Halperin, & K. Sharvit (Eds.), *The Social Psychology of Intractable Conflicts - Celebrating the Legacy of Daniel Bar-Tal.* New York, NY: Springer Publishing.

Grants

British Academy (£10,000)

Sophie Russell, Smadar Cohen-Chen, Patrice Rusconi, Fabio Fasoli; *The World Needs Hope*

Negotiation and Team Resource (NTR) Institute ($10,000)

Invited Talks

Cohen-Chen, S. (2023, November). The role of emotions in negotiations. <u>Invited talk.</u> Expert Speaker Series: Negotiating with Assertive and Adversarial Counterparts. Centre of Competence on Humanitarian Negotiations (CCHN), Frontline Negotiations, virtual presentation.

Cohen-Chen, S. (2023, July). The role of emotions in negotiations. <u>Invited talk.</u> Annual conference of the Global Negotiations Institute (GNI), Zurich, Switzerland.

Cohen-Chen, S., Pliskin, R., & Goldenberg, A. (2023, July). Feel Good / Do Good: A Valence / Function framework for emotions. <u>Keynote</u> presented at the Emotions and Societal Issues Pre-conference , European Association of Social Psychology (EASP), Krakow, Poland.

Cohen-Chen, S. (2023, April). Hope in conflict resolution. <u>Invited talk.</u> Ways of thinking about emotions: dialogues between humanities and sciences small group meeting. School of Advanced Studies, University of London, London, UK.

Cohen-Chen, S. (2021, July). The role of emotions in negotiations. <u>Invited talk.</u> Annual conference of the Global Negotiations Institute (GNI), virtual presentation.

Cohen-Chen, S. (2016, July). Beyond malleability beliefs. <u>Invited talk</u>. Small group meeting on Intergroup Psychological Interventions. Stanford, California.

Papers Presented in Academic Conferences

Cohen-Chen, S., Van Kleef, G. A., Brady, G. L., Massaro, S., & Halperin, E. (2023, July). Paper presented at the meeting of the European Association of Social Psychology (EASP), Krakow, Poland.

Moysidou, K. & Cohen-Chen, S. (2022, July). Politicized medical crowdfunding and social attitudes. Paper presented at the annual meeting of the International Society of Political Psychology (ISPP), Athens, Greece.

Cohen-Chen, S., Brady, G. L., & Halperin, E. (2022, February). Indifference expressions in intractable conflicts. Paper presented at the meeting of Society for Personality and Social Psychology (SPSP), virtual presentation

Cohen-Chen, S., Brady, G. L., Massaro, S., & Van Kleef, G. A. (2020, July). Indifference expressions reduce cooperation intentions in conflict. Paper presented at the annual meeting of the International Society of Political Psychology (ISPP), virtual conference.

Cohen-Chen, S., Van Kleef, G. A., Crisp, R. J., & Halperin, E. (2019, July). Dealing in hope: Observing hope expressions in ingroup leaders. Paper presented at the annual meeting of the International Association of Conflict Management (IACM), Dublin, Ireland.

Cohen-Chen, S. & Van Kleef, G. (2018, April). Emotional Expressions and Dual Concern Theory in Negotiations. Paper presented in the Culture and Negotiations Conference at the Dispute Resolution Research Center, Kellogg School of Management, Chicago, USA.

Cohen-Chen, S. & van Zomeren, M. (2017, July). Hope and Efficacy in Collective Action. Paper presented at the meeting of the European Association of Social Psychology (EASP), Granada, Spain.

Cohen-Chen, S. & van Zomeren, M. (2017, July). Hope and Efficacy in Collective Action. Paper

presented at the annual meeting of the International Society of Political Psychology (ISPP), Edinburgh, Scotland.

Cohen-Chen, S. (2017, June). Change motivation beliefs in intergroup conflict. Paper presented at the Winds of Change Small group meeting. Groningen, The Netherlands.

Cohen-Chen, S., Van Kleef, G. A., Crisp, R. J., & Halperin, E. (2016, July). Dealing in hope: Observing hope expressions in ingroup leaders. Paper presented at the annual meeting of the International Society of Political Psychology (ISPP), Warsaw, Poland.

Cohen-Chen, S. (2016, July). Change motivation beliefs in intergroup conflict. Paper presented at the annual meeting of the International Society of Justice Research (ISJR), Canterbury, United Kingdom.

Cohen-Chen, S. (2015, July). Change motivation beliefs in intergroup conflict. Paper presented at the annual meeting of the International Society of Political Psychology (ISPP), San Diego, California.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2015, February). Belief in a changing world induces hope and promotes peace in intractable conflicts. Poster presented at the meeting of Society for Personality and Social Psychology (SPSP), Long Beach, California.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2014, July). Hope and change in intractable conflicts. Paper presented at the meeting of the European Association of Social Psychology (EASP), Amsterdam, The Netherlands.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2014, July). The role of outgroup expressions of hope in conflict resolution. Paper presented at the annual meeting of the International Society of Political Psychology, Rome, Italy.

Cohen-Chen, S., Halperin, E., Saguy, T., & van Zomeren, M. (2014, July). Beliefs about the malleability of immoral groups facilitate collective action. Paper presented at the annual meeting of the International Society of Political Psychology, Rome, Italy.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2014, March). Hope and change in intractable conflicts. Paper presented at the annual meeting of the Consortium of European Research on Emotion (CERE), Berlin, Germany.

Cohen-Chen, S., Crisp, R. J., & Halperin, E. (2013, July). Hope and change in intractable conflicts. Paper presented at the annual meeting of the International Society of Political Psychology, Herzliya, Israel.

Cohen-Chen, S., Halperin, E., Crisp, R. J., Dweck, C. S., & Gross, J. J. (2012, May). Hope in Conflict Resolution. Paper presented at the annual meeting of the Consortium of European Research on Emotion (CERE), Kent, United Kingdom.

Cohen-Chen, S., Liberman, V., Halperin, E., & Ross, L. (2011, July). If this offer is *yours*, I'm really not interested: Reactive devaluation affects information processing in offers by outgroup vs. neutral group. Paper presented at the annual meeting of the International Society of Political Psychology, Istanbul, Turkey.

Professional Honors

Surrey Business School Early Career Researcher of the year, 2018

International Society of Political Psychology Best Dissertation Award, 2016

Society for Personality and Social Psychology graduate student travel award, 2015

International Society of Political Psychology Roberta Sigel Junior Scholar Paper Award, 2014

Service to the Profession

Conference Co-Organizer
    Emotions and Societal Issues Pre-conference , European Association of Social Psychology 2023

Associate Editor
    Journal of Applied Social Psychology 2020-2021

Governing Council Member (elected)
    International Society of Political Psychology – 2018-2021

Editorial Board
    Journal of Theoretical Social Psychology
    Frontiers in Psychology

Membership in Learned Societies

    International Society of Political Psychology
    International Association of Conflict Management
    Society for Personality and Social Psychology
    European Association of Social Psychology

Scholarly assessment

Communications Psychology	Ad Hoc Review	2023 – present
Social Science & Medicine	Ad Hoc Review	2023 – present
Frontiers in Social Psychology	Ad Hoc Review	2022 – present
Psychological Science	Ad Hoc Review	2021 – present
Proceedings of National Association of Science (Nexus)	Ad Hoc Review	2022 – present
Journal of Experimental Social Psychology	Ad Hoc Review	2016 – present
Social Psychological and Personality Science	Ad Hoc Review	2015 – present
Political Psychology	Ad Hoc Review	2013 – present
Journal of Social and Political Psychology	Ad Hoc Review	2014 – present
Group Processes and Intergroup Relations	Ad Hoc Review	2015 – present
Journal of Organizational Behavior	Ad Hoc Review	2017 – present
Journal of Applied Social Psychology	Ad Hoc Review	2017 – present
European Journal of Social Psychology	Ad Hoc Review	2020 – present
Journal of Business Research	Ad Hoc Review	2020 – present
Personality and Social Psychology Bulletin	Ad Hoc Review	2018 – present

ACADEMIC RESPONSIBILITIES

Teaching and Supervision

MBA

| Negotiation | Surrey Business School | 2016 - 2018 |
| Cross-Cultural Negotiations | Kellogg School of Management | 2015 - 2016 |

<u>MSc</u>

Workplace Learning, Training, and Coaching	Sussex Business School	2020 - 2022
Future of Work Design	Sussex Business School	2020-
Management of Negotiation	Sussex Business School	2020-
Psychology of Leadership and Decision-Making	Surrey Business School	2016 - 2020

<u>Supervision</u>

| PhD Supervision | Sussex Business School | 2021- |

Jay McCloskey (3rd year; Management; Secondary)

James Loughton (2nd year; Psychology; Secondary)

Nicky McCradden (2nd year; Management; Primary)

| MSc + MBA Dissertation supervision | Sussex Business School | 2020 - |
| MSc Dissertation supervision | Surrey Business School | 2017 - 2020 |

Administrative Responsibilities

SEDarc Research in Practice Lead, Sussex Business School (2023-present)

Internationalization Committee Member, Surrey Business School (2019-2020)

Head of Teaching and Learning, People and Organizations Dept (2019 - 2020)

Industry Engagement and Impact

Frontline Negotiations

https://frontline-negotiations.org/events/emotions-in-negotiations-overcoming-indifference-reaching-collaboration-expert-session/var/ri-0.l-all/

Media pieces

https://www.pharmiweb.com/press-release/2023-10-05/medical-crowdfunding-can-shape-people-s-attitudes-to-us-healthcare-reform

https://www.psychreg.org/medical-crowdfunding-shape-attitudes-healthcare-reform/

https://www.healthcare-outlook.com/healthcare-insights/the-inequitable-impact-of-crowdfunding

Bee in my Beanie

Hope in conflict children's play https://www.beeinmybeanie.com/current-production; https://thespyinthestalls.com/2020/02/aamira-and-gad/

Magenta Associates

Workplace conflict https://www.magentaassociates.co/people-matters-smadar-cohen-chen/

The Workplace Podcast

Negotiating through a female lens https://www.mfi.ie/negotiation-through-the-female-lens-with-smader-cohen-chen/

Society of Personality and Social Psychology

Character and Context Blog https://spsp.org/news/character-and-context-blog/cohen-chen-expressing-indifference-in-conflict