

Alexios Arvanitis, Associate Professor of Social Psychology, Department of Psychology, University of Crete

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Research profiles: [ORCID](#), [Scopus](#), [Web of Science](#), [Google Scholar](#)

Email: a.arvanitis@uoc.gr

EDUCATION

ACADEMIC STUDIES

2005-2009 Panteion University, Department of Psychology – Ph.D. in Psychology

- Title of thesis: Toward a cognitive theory of social exchange: Motivation in negotiation and social exchange (Grade: Excellent)
- Short Summary: The thesis argues against utilitarian views of human motivation. Six studies were performed to show that, besides utility, a self-determination conception of motivation should include social rules, terms of relationships and ethical rules as motives for social exchange and negotiation behavior.
- Supervisor: Professor Alexandra Hantzi

2001-2003 Athens University of Business and Economics - Master in Business Administration (GPA: 8.09)

1997-2001 Athens University of Business and Economics - Bachelor in Business Administration (GPA: 7.39)

POST-DOCTORAL RESEARCH

2009-2010 (Summer Semester): Research on Self-Determination Theory at Rochester University, supervised by Edward Deci, co-author of Self-Determination Theory

2017-2018: Post-Doctoral Research at Panteion University "Ethics in negotiation: A consensualistic approach"

NON-DEGREE COURSES

2003 (Summer Semester): Vienna University of Business and Economics - Business Strategy, European Cases (Grade A), Negotiation Management (Grade A), Business to Business Marketing (Grade A)

2002 (Summer Semester): Harvard University, Department of Economics - Strategy, Conflict & Cooperation (Grade A-)

TEACHING EXPERIENCE

2024- today: Associate Professor of Social Psychology, University of Crete, Department of Psychology

2018- 2024: Assistant Professor of Social Psychology, University of Crete, Department of Psychology

2016– 2017 (Summer Semester): University Scholar, University of Crete, Department of Psychology

2016– 2017 (Winter Semester): Research Associate (Social Psychology), National and Kapodistrian University of Athens, Department of Philosophy, Pedagogy and Psychology

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2015– 2016 (Summer Semester): Lecturer (Psychology, Adjunct, on the basis of article 5 of P.D. 407/80), University of Crete, Department of Psychology

2015– 2016 (Summer Semester): Research Associate (Social Psychology), National and Kapodistrian University of Athens, Department of Philosophy, Pedagogy and Psychology

2014– 2015 (Summer Semester): Lecturer (Psychology, Adjunct, on the basis of article 5 of P.D. 407/80), University of Crete, Department of Psychology

10/2013-12/2013 (Winter Semester): Instructor (Social Psychology), Athens University of Business and Economics, Training program "Diploma In Negotiations"

07/2013-09/2013 (Summer Semester): Instructor (Social Psychology), Athens University of Business and Economics, E-learning program, Training program "Diploma In Negotiations"

12/2012-12/2012 (Winter Semester): Instructor (Social Psychology), Athens University of Business and Economics, Training program "Diploma In Negotiations"

2009 – 2010 (Winter Semester): Lecturer (Psychology, Adjunct, on the basis of article 5 of P.D. 407/80) Athens University of Business and Economics, Department of Marketing and Communication

PUBLICATIONS IN PEER-REVIEWED JOURNALS

1. Buchanan, E.M., Cuccolo, K.,.....,Arvanitis, A.....,Lewis, S.C. (2025). Measuring the semantic priming effect across many languages. *Nature Human Behaviour*. (Publisher: Springer Nature, 2024 Impact Factor: 19.7) <https://doi.org/10.1038/s41562-025-02254-x>
2. *Arvanitis, A., & Zampetakis, L.A. (2025). Exploring the Link Between Daily Job Burnout and Violent Extremist Attitudes: The Role of Negative Affect and Perceived Organizational Support. *Psychology of Violence*. Advance Online Publication. (Publisher: APA, 2024 Impact Factor: 2.4). <https://doi.org/10.1037/vio0000643>
3. Kowal, M., Sorokowski, P.,....., Arvanitis,A.,.....,Prazeres, F. (2025). Cross-cultural data on romantic love and mate preferences from 117,293 participants across 175 countries. *Scientific Data*, 12, 1103. (Publisher: Springer Nature, 2024 Impact Factor 6.9) <https://doi.org/10.1038/s41597-025-05365-2>
4. *Zampetakis, L. A., & Arvanitis, A. (2024a). From trait affect to situated performance of change-oriented organizational citizenship behavior: The pathway through situational construal and emotion utilization. *Frontiers in Organizational Psychology*, 2, 443994. (Publisher: Frontiers) <https://doi.org/10.3389/forgp.2024.1443994>
5. Buttlere, B., Arvanitis, A., Biatek, M., Choshen-Hillel, S., Davidai, S., Gilovich, T., ... Weick, M. (2024). Kahneman in Quotes and Reflections. *Psychological Inquiry*, 35(1), 3–10. (Publisher: Taylor & Francis, 2024 Impact Factor 4.1) <https://doi.org/10.1080/1047840X.2024.2366813>
6. *Papachristopoulos, K., & Arvanitis, A. (2024). Autonomy Orientation and Innovative Work Behavior: The Mediating Role of Creativity and Prosocial Motivation. *European Journal of Psychology Open*, 83(2), 83-88. (Publisher: Hogrefe, 2024 Impact Factor 0.9) <https://doi.org/10.1024/2673-8627/a000059>
7. Zampetakis, L. A., & Arvanitis, A. (2024b). Finding an autonomous path to positive change: a self-determination theory view of daily change-oriented organizational citizenship

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- behavior. *Current Psychology*, 43, 21952–21965. (Publisher: Springer Nature, 2024 Impact Factor 2.6) <https://doi.org/10.1007/s12144-024-05965-y>
8. Arvanitis, A. (2024). Expressing and developing wisdom: A self-determination theory approach. *Motivation Science*, 10(2), 89–99. (Publisher: APA, 2024 Impact Factor 3.3) <https://doi.org/10.1037/mot0000325>
9. Kowal, M., Sorokowski, P.,....., Arvanitis,A.,.....Sternberg, R. (2024) Validation of the Short Version (TLS-15) of the Triangular Love Scale (TLS-45) across 37 Languages. *Archives of Sexual Behavior*, 53, 839–857. (Publisher: Springer Nature, 2024 Impact Factor 2.9) <https://doi.org/10.1007/s10508-023-02702-7>
10. Arvanitis, A., Barrable, A., & Touloumakos, A. K. (2024) The relationship between autonomy support and structure in early childhood nature-based settings: Practices and challenges. *Learning Environments Research*, 27, 101–119. (Publisher: Springer Nature, 2024 Impact Factor 2.8) <https://doi.org/10.1007/s10984-023-09470-0>
11. Karakulak, A., Stogianni, M.,..... Arvanitis, A.,.... Gkomez, A. (2023). The perceived vulnerability to disease scale: Cross-cultural measurement invariance and associations with fear of COVID-19 across 16 countries. *Social and Personality Psychology Compass*, 17(11),e12878. (Publisher: John Wiley & Sons Ltd, 2024 Impact Factor 2.8) <https://doi.org/10.1111/spc3.12878>
12. Arvanitis A. (2023). Moral self-consistency as the self-organization of moral identity: A social-cognitive approach. *Humanities and Social Sciences Communications*, 10, 259. (Publisher: Springer Nature, 2024 Impact Factor 3.6). <https://doi.org/10.1057/s41599-023-01763-2>
13. Buchanan, E.M., Lewis, S.C.,.....,Arvanitis, A.,.... Zsido, Z.N (2023). The Psychological Science Accelerator's COVID-19 rapid-response dataset. *Scientific Data*, 10, 87. (Publisher: Springer Nature, 2024 Impact Factor 6.9) <https://doi.org/10.1038/s41597-022-01811-7>
14. Arvanitis, A., Touloumakos, A. K., Dimitropoulou, P., Vlemincx, E., Theodorou, M, & Panayiotou, G. (2022). Learning how to learn in real-life context: Insights from expert focus groups on narrowing the soft skills gap. *European Journal of Psychology Open*, 3, 71-77. (Publisher: Hogrefe, 2024 Impact Factor 0.9) <https://doi.org/10.1024/2673-8627/a000027>
15. Arvanitis, A., Touloumakos, A. K., & Barrable, A. (2022). Parents' perceptions of UK Forest School: Descriptive and evaluative Aspects. *Forests*, 13, 1314. (Publisher: MDPI, 2024 Impact Factor: 2.5) <https://doi.org/10.3390/f13081314>
16. Dorison, C. A., Lerner, J. S,, Arvanitis, A.,, Coles, N. A. (2022). In COVID-19 health messaging, loss framing increases anxiety with little-to-no concomitant benefits: Experimental evidence from 84 countries. *Affective Science*, 3, 577–602. (Publisher: Springer Nature, 2024 Impact Factor 2.6) <https://doi.org/10.1007/s42761-022-00128-3>
17. Arvanitis, A., & Stichter, M. (2022) Why being morally virtuous is being happy: A Self-Determination Theory approach. *Journal of Moral Education*, 52(3), 362–378. (Publisher: Taylor & Francis, 2024 Impact Factor: 1.8) <https://doi.org/10.1080/03057240.2022.2066640>
18. Legate N., Nguyen T. T., Weinstein N.,....., Arvanitis A.,....., Primbs, M.A. (2022). A Global experiment on motivating social distancing during the COVID-19 Pandemic. *Proceedings of the National Academy of Sciences*, 119(22), Article e2111091119. (Publisher: Academy of Sciences, 2024 Impact Factor: 9.1) <https://doi.org/10.1073/pnas.2111091119>
19. Bago B., Balazs A.,, Arvanitis A.,, Bezerra Durta, N. (2022). Situational factors shape moral judgements in the trolley dilemma in Eastern, Southern and Western countries in a

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- culturally diverse sample. *Nature Human Behaviour*, 6, 880-895. (Publisher: Springer Nature, 2024 Impact Factor: 15.9) <https://doi.org/10.1038/s41562-022-01319-5>
20. Arvanitis, A. (2022). Negotiation is about entitlements, not interests. *Theory & Psychology*, 32(1), 82-96. (Publisher: Sage, 2024 Impact Factor: 1.9) <https://doi.org/10.1177/09593543211008987>
21. Arvanitis A., Kalliris K., & Kaminiotis, K. (2022). Are nudges supportive of autonomy? The use of defaults in making choices. *Social Science Journal*, 59, 394-404. (Publisher: Taylor & Francis, 2024 Impact Factor: 2.1) <https://doi.org/10.1016/j.soscij.2019.08.003>
22. Wang, K., Goldenberg, A., Dorison, C. A.,.....Arvanitis, A.,....., Forscher, P. S., & Moshontz, H. (2021). A multi-country test of brief reappraisal interventions on emotions during the COVID-19 pandemic. *Nature Human Behaviour*, 5, 1089–1110. (Publisher: Springer Nature, 2024 Impact Factor: 15.9) <https://doi.org/10.1038/s41562-021-01173-x>
23. Arvanitis, A., & Kalliris, K. (2020). Consistency and moral integrity: A self-determination theory perspective. *Journal of Moral Education*, 49, 316-329. (Publisher: Taylor & Francis, 2024 Impact Factor: 1.8) <https://doi.org/10.1080/03057240.2019.1695589>
24. Arvanitis A., Papadatou-Pastou, M. & Hantzi A. (2019). Agreement in the ultimatum game: An analysis of interpersonal and intergroup context on the basis of the consensualistic approach to negotiation. *New Ideas in Psychology*, 54, 14-26. (Publisher: Elsevier, 2024 Impact Factor: 2.9) <https://doi.org/10.1016/j.newideapsych.2018.12.005>
25. Barrable, A., & Arvanitis, A. (2019) Flourishing in the forest: Looking at forest school through a self-determination theory lens. *Journal of Outdoor and Environmental Education*, 22, 39-55. (Publisher: Springer Nature, 2024 Impact Factor 1.4) <https://doi.org/10.1007/s42322-018-0018-5>
26. Arvanitis, A., & Kalliris, K. (2017). A Self-Determination Theory account of self-authorship: Implications for law and public policy. *Philosophical Psychology*, 6, 763-783 (Publisher: Taylor & Francis, 2024 Impact Factor: 2.1) <https://doi.org/10.1080/09515089.2017.1307333>
27. Arvanitis, A. (2017). Autonomy and morality: A Self-Determination Theory discussion of ethics. *New Ideas in Psychology*, 47, 57-61. (Publisher: Elsevier, 2024 Impact Factor: 2.9) <https://doi.org/10.1016/j.newideapsych.2017.06.001>
28. Arvanitis, A., & Hantzi, A. (2016). Equity theory ratios as causal schemas. *Frontiers in Psychology (Personality and Social Psychology Section)*, 7, 1257. (Publisher: Frontiers, 2024 Impact Factor: 2.9) <https://doi.org/10.3389/fpsyg.2016.01257>
29. Arvanitis, A. (2015). Agreement as the convergence of will: A consensualistic approach to negotiation. *New Ideas in Psychology*, 37, 24-32. (Publisher: Elsevier, 2024 Impact Factor: 2.9) <https://doi.org/10.1016/j.newideapsych.2014.12.002>
30. Arvanitis, A. (2014). Essentialization as a distinct form of abductive reasoning. *Journal of Theoretical and Philosophical Psychology*, 34, 243-256. (Publisher: APA, 2024 Impact Factor: 1.2) <https://doi.org/10.1037/a0036182>
31. Arvanitis A., & Karampatzos, A. (2013). Negotiation as an intersubjective process: Creating and validating claim-rights. *Philosophical Psychology*, 26, 89-108. (Publisher: Taylor & Francis, 2024 Impact Factor: 2.1) <https://doi.org/10.1080/09515089.2011.633692>

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32. Arvanitis A., & Karampatzos A. (2011). Negotiation and Aristotle's Rhetoric: Truth over interests? *Philosophical Psychology*, 24, 845-860. (Publisher: Taylor & Francis, 2024 Impact Factor: 2.1) <https://doi.org/10.1080/09515089.2011.569910>

* Articles marked with an asterisk indicate that the two authors share first authorship.

BOOK CHAPTERS

Arvanitis, A., & Kalliris, K. (2023). Philosophical Perspectives on Autonomy in Self-Determination Theory. In Richard Ryan (Ed.) *Handbook of Self-Determination Theory*. Oxford University Press.

OTHER PUBLICATIONS

Arvanitis, A., & Karampatzos, A. (2013). Lawyer provisions for mediation. (in Greek) *Public Law Applications*, 25-26, 153-154.

<http://www.nbonline.gr/journals/96/volumes/280/issues/1329/lemmas/4882983>

Arvanitis, A., & Karampatzos, A. (2012). The truth of negotiation. *World Financial Review*, July-August Issue, 30-33. <https://worldfinancialreview.com/truth-negotiation/>

PUBLICATIONS IN CONFERENCE PROCEEDINGS

Arvanitis A., Papadatou-Pastou, M. & Hantzi A. (2017) Systematic review and meta-analysis of the ultimatum game in children: The development of the perception of justice. *Proceedings of the 7th Hellenic Conference of Education Sciences*. Athens, 15-18 June 2017.

<http://dx.doi.org/10.12681/educsc.1678>

RESEARCH PROGRAMMES

Title: "Multimodal Approach for Social-emotional learning in HEI (MASH-up n' HEI). A qualitative and quantitative research". Source: EE (KA2 Erasmus+). Budget: 300.117 Euro. Position: Research group member. <https://mashup-hei.eu/aboutPage.html#>

Title: "Setting the ground for a multi-level approach on developing soft skills in Higher Education" (2020-2023). Source: EE (KA2 Erasmus+). Budget: 289.000 Euro. Position: Research group member <https://level-up-project.eu/index.php?id=14>

Title: "Why does morality make us happy: A eudaimonic perspective under the lens of self-determination theory" (2020-2022). Source: Special Account for Research Funds of University of Crete. Small size programme. Budget: 1.000 Euro. Position: Principal investigator.

Title: "Are nudges autonomy supportive: Preliminary research under the lens of self-determination theory" (2019). Source: Special Account for Research Funds of University of Crete. Small size programme. Budget: 1.000 Euro. Position: Principal investigator.

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Title: "Endorsement and morality: A Self-Determination Theory perspective" (2018-2019). Source: Special Account for Research Funds of University of Crete. Small size programme. Budget: 1.000 Euro. Position: Principal investigator.

Title: "Real and Virtual Social Interactions: Crossroads and Reciprocities (REVITAL)" (2014-2015). Source: FP7, European Network of Excellence in Internet Science. Position: Research group member. <https://oswinds.csd.auth.gr/REVITAL/participants.html>

REVIEWING AND EDITORIAL ACTIVITY

Web of science webpage with confirmed reviews:

<https://www.webofscience.com/wos/author/record/370322>

Ad hoc reviewer for the following journals: European Journal of Psychology Open, Journal of Moral Education, Journal of Community and Applied Social Psychology, Social Science Journal, International Negotiation, Human Resource Development Quarterly, Philosophical Psychology, Frontiers in Psychology, Theory and Psychology, Psychology of Sport and Exercise, Humanities and Social Sciences Communications, Infant and Child Development, Journal of Outdoor and Environmental Education, The European Journal of Counselling Psychology, International Journal of Psychology, International Journal of Human-Computer Interaction, Psychology in Russia: State of the Art, PLOS ONE, Ethics & Behavior, The Journal of General Psychology, Journal of Neuroscience, Psychology, and Economics, Hellenic Journal of Psychology, Περιοδικό Ψυχολογία.

Member of editorial board (2020-): Humanities and Social Sciences Communications (Springer Nature) <https://www.nature.com/palcomms/about/editorialboard>

Member of editorial board (2022-): European Journal of Psychology Open (Hogrefe) <https://www.hogrefe.com/eu/journal/european-journal-of-psychology-open#1+1>

CONFERENCE PRESENTATIONS

Arvanitis, A. Autonomy as a supportive factor in the development of wisdom. Oral presentation. 19th Panhellenic Conference of Psychological Research of the Hellenic Psychological Society. Ioannina, May 7–11, 2025.

Papachristopoulos, K. & Arvanitis, A. Autonomous causality orientation and innovative work behavior: The mediating role of creativity and prosocial motivation. Oral presentation. 19th Panhellenic Conference of Psychological Research of the Hellenic Psychological Society. Ioannina, May 7–11, 2025.

Arvanitis, A., Barrable, A., & Touloumakou, A. The relationship between structure and autonomy support in nature-based educational environments. 13th Panhellenic Conference of Social Psychology, Hellenic Psychological Society. Patras, November 23–26, 2023.

Arvanitis, A. Understanding moral agency through the lens of Self-Determination Theory. Oral presentation. 8th International Self-Determination Theory Conference, Orlando, Florida, USA, May 31–June 3, 2023.

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Arvanitis, A., Legate, N., & Nguyen, T. Motivation in social distancing through the lens of Self-Determination Theory: A cross-cultural experiment. 1st Panhellenic Conference of Cross-Cultural Psychology. Komotini, March 10–11, 2023.

Arvanitis, A., & Stichter, M. Moral integration and moral virtue: A self-determination theory perspective. 48o Association for Moral Education (AME) Conference. Manchester, 20-23 July, 2022.

Arvanitis, A. Moral integrity and eudaimonia: A theoretical attempt of explicating their cause-effect relationship. Oral presentation. 12th Greek Social Psychology Section Conference. Paleokerasia, 28 November-1 December, 2019.

Arvanitis, A., Kalliris, K., & Kaminiotis, K. How autonomy-supportive are nudges? A preliminary study under the lens of self-determination theory. Oral presentation. 7th International Conference on Self-Determination Theory, Amsterdam, Netherlands, 21-24 May, 2019.

Arvanitis, A., & Kalliris, K. What does it mean to be moral in the workplace? The Self-Determination Theory approach. Oral presentation. 17th Annual conference of the Hellenic Psychological Society. Alexandroupoli, 15-19 May, 2019.

Arvanitis, A., & Kalliris, K. Endorsement and morality: A Self-Determination Theory perspective. Oral presentation. 44th Annual AME (Association for Moral Education) Conference. Barcelona, 8-10 November 2018.

Arvanitis A., Papadatou-Pastou, M. & Hantzi A. The ultimatum game and the consensualistic approach to negotiation. Oral presentation. 11th Greek Social Psychology Section Conference. Alexandroupoli 1-3 December, 2017.

Arvanitis A., Papadatou-Pastou, M. & Hantzi A. A systematic review and meta-analysis of intergroup ultimatum games and the consensualistic approach to negotiation. Oral presentation. British Social Psychology Section Conference. Leicester, 31 August-1 September 2017.

Arvanitis A., Papadatou-Pastou, M. & Hantzi A. Systematic review and meta-analysis of the ultimatum game in children: The development of the perception of justice. Oral presentation. 7th Hellenic Conference of Education Sciences. Athens, 15-18 June 2017.

Arvanitis, A. A Self-Determination Theory discussion of ethics. Oral presentation. 15th International Conference on Motivation. Thessaloniki, 24-27 August 2016.

Arvanitis A. The ethics of negotiation. Oral presentation. 14th Annual conference of the Hellenic Psychological Society. Nicosia, 27-31 May 2015.

Arvanitis A. Essentialist thinking as a type of abductive reasoning. Oral presentation. 14th Annual conference of the Hellenic Psychological Society. Alexandroupoli, 15-19 May, 2013.

Arvanitis, A. A consensualistic approach to negotiation: Beyond interests. Poster presented at the 120th APA annual convention, Orlando, Florida, 2-5 August, 2012.

Arvanitis A., & Karampatzos, A. Negotiation as an intersubjective process: Emphasizing Claim-Rights. Oral presentation. 13th Annual Conference of the Hellenic Psychological Society. Athens, 25-29 May 2011.

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Arvanitis, A., Niemec, C.P., Hantzi, A., & Deci, E.L. Social comparison's autonomous and heteronomous aspects. Oral presentation. Fourth International Conference on Self-Determination Theory, Ghent, Belgium, 13-16 May, 2010.

Arvanitis A., Vassilikos E., Hantzi A., & Gardikiotis A. Minority and autonomy: Minority influence under the prism of Self-Determination Theory. Oral presentation. 7th Greek Social Psychology Section Conference. Sparta, 3-6 December, 2009.

Arvanitis A., & Hantzi A. Illusory correlation and prejudice. A cognitive approach to essentialisation. Oral presentation in symposium titled "Intergroup relations: Views of social differentiation and facets of social identity". 12th Annual Conference of the Hellenic Psychological Society. Volos, 14-17 May, 2009.

Arvanitis A., & Hantzi A. A cognitive account of social exchange theory: A self-determination perspective. Oral presentation. 15th EAESP General Meeting, Opatija, Croatia, 10-14 June, 2008. Hantzi A., & Arvanitis A. In search of the elusive essence: Attributing social categories characteristics to hidden causes. Poster presented at the 15th EAESP General Meeting, Opatija, Croatia, 10-14 June, 2008.

Arvanitis A., & Hantzi A. Essentialism in social psychology: A different approach. Oral presentation. Greek Social Psychology Section Conference. Delphi, 15-18 November, 2007.

Arvanitis A., & Hantzi A. The "overvalued justice" of equity. Oral presentation. 6th Greek Social Psychology Section Conference. Delphi, 15-18 November, 2007.

Arvanitis A., & Hantzi A. When do we give to each other? An attributional account of giving and an alternative application of equity theory. Oral presentation. British Social Psychology Section Conference. Kent, 5-7 September, 2007.

Arvanitis A., Hantzi A., & Madoglou A. Negotiation as an exchange of rights: Is satisfaction a function of the outcome only? Oral presentation. 11th Annual Conference of the Hellenic Psychological Society. Rethymno, Crete, 18-22 April, 2007.

Arvanitis A., & Hantzi A. Negotiation as an exchange-within-exchange. The norm of reciprocity as the primary guiding principle. Poster presented at the Judgment and Decision-Making preconference. 8th Annual Conference of the Society for Personality and Social Psychology, Memphis, 25-27 January, 2007.

INVITED TALKS

"Partner selection", in the context of Brain Awareness Week, Hellenic Society for Neuroscience, Nafpaktos, 9th March, 2019.

"The art and science of negotiation", in the context of the Journal Club of DEMOKRITOS Institute of Nuclear and Particle Physics. Demokritos, Agia Paraskevi, 7th December, 2018.

"How (not) to negotiate: What the Tsipras-Varoufakis negotiation can teach us", talk at the MSc in International and European studies, Panteion University, 10th January, 2018.

"Beyond economic incentives in policy-making: The role of psychology". Conference "Social Sciences, Public Policy and the Law". Organized by the Group of Behavioral Law & Economics

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(GRouBLE), the Energy and Environmental Policy Laboratory of the University of Piraeus and Hamad Bin Khalifa University Law School. Nomiki Vivliothiki, Athens, 23rd December, 2016.

"Beyond interests – The role of emotions and rhetoric in negotiations", seminar organized by the Arbitration and Mediation Center (AMC) of the German-Hellenic Chamber of Industry and Commerce. Athens, 10th June, 2016.

"How much are we to blame for our bad acts?" Mediterranean Science Festival. Nicosia, 5th December, 2015.

"Beyond win-win: Ethics and truth in negotiation", Conference "The discourse of persuasion: Interdisciplinary approaches and educational suggestions", Athens, 14th February, 2015.

"Subtle forms of discrimination and prejudice: New forms of racism and sexism", Amaleion, Athens, 21 November, 2014.

"The psychology of mediation", Conference What is mediation after all? Nomiki Vivliothiki, Athens, 22 November, 2013

OTHER ACTIVITIES

- Certified mediator - Chartered Institute of Arbitrators (November, 2008)
- Translation in Greek (With P. Dimitropoulou) of motivation and emotion textbook "Reeve, J. Understanding motivation and emotion. Wiley" for Pedio publications
- Translation in Greek of negotiation textbook "Thompson, L. The mind and the heart of the negotiator. Pearson" for Papazisis publications
- Translation in Greek (with E. Vassilikos) of social psychology textbook "Hogg, M.A., & Vaughan, G.M. Social Psychology: An introduction. London: Prentice Hall" for Gutenberg publications
- Translation in Greek (with F. Kokkinaki) of negotiation textbook "DeMarr, B. J., & De Janasz, S. C. (2013). Negotiation and dispute resolution. Prentice Hall" for Tziola Publications
- Translation in Greek (with K. Kafetsios, E. Vassilikos) of social psychology textbook "Aronson, E., Wilson, T. D., & Sommers, S. R. (2019). Social psychology (9th, illustrated, revised ed.). Pearson" for Tziola Publications
- Author of pop science book "How (not) to negotiate" Gutenberg Publications (2017)
- Author of over 200 articles in Greek newspapers such as Kathimerini, To Vima, protagon.gr, Athens Voice, Books' Journal and international press such as Project Syndicate, Social Europe and Open Democracy