

M^a del Carmen Saorín Iborra

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Summary

M^a del Carmen Saorín Iborra holds a Ph.D. in Management Studies. She is Associate Professor of Management at the University of Valencia.

Dr. Saorín-Iborra has supervised 5 doctoral theses, has participated in several research projects (locally, nationally and internationally), many of them from competitive calls. In this regard, it is worth mentioning her participation in interdisciplinary projects in collaboration with the Universitat Jaume I (Castellón) or in international projects with the École de Management de Lyon (EM-Lyon) or the Technological Institute of Costa Rica (TEC) on condition of external researcher. Professor Saorín-Iborra has been visiting scholar at Schulich Business School (Canada), École de Management de Lyon (France), ITCR (Costa Rica) and UJI (Spain). Her research has been accepted for publication among others in *Journal of Purchasing and Supply Management*, *Canadian Journal of Administrative Science*, *International Business Review*, *Service Business*, *European Journal of Management and Business Economics*, *Competitiveness Review*, *Equal Opportunities International*, *Management Decision*, *Journal of Promotion Management*, *Universia Business Review*, etc.

Research line

Management Teams: Organizational Behavior and Skills

Research Interest

Negotiation Behavior

Strategic Alliances

M&ACs

Gender

Cross cultural management

Human resource management

Selected Publications

- Canet-Giner, T; Redondo-Cano, A.; Saorín-Iborra, M.C. and Escribá-Carda, N. (2020). Impact of the perception of performance appraisal practices on individual innovative behavior. *European Journal of Management and Business Economics*, 29(3): 277-296.
- Canet-Giner, T.; Redondo-Cano, A.; Balbastre-Benavent, F.; Revuelto-Taboada, L. and Saorín-Iborra, M.C. (2020). The influence of clustering on HR practices and intrapreneurial behavior. *Competitiveness Review*, in press.
- Saorín-Iborra, M.C. and Cubillo, G. (2019). Supplier behavior and its impact on customer satisfaction: A new characterization of negotiation behavior. *Journal of Purchasing and Supply Management*, 25(1): 53-68.
- Saorín-Iborra, M.C. and Cubillo, G. (2016). Influence of time pressure on the outcome of intercultural commercial negotiations. *Journal of Promotion management*, 22(4): 511-525.
- Saorín-Iborra, M.C.; Redondo-Cano, A; Revuelto-Taboada, L. and Vogler, É. (2015). Negotiating behavior in service outsourcing. An exploratory case study analysis. *Service Business*, 9(4): 771-801.
- Cubillo, G. and Saorín-Iborra, M.C. (2012). *Impacto de la cultura nacional en las tácticas de negociación. Una exploración en las negociaciones comerciales de Costa Rica*. Ed. Académica Española, Saarbrücken, Alemania. ISBN 978-3-659-03987-4

- Saorín-Iborra, M.C. (2008). Time pressure in acquisition negotiations: Its determinants and effects on parties' negotiation behaviour choice. *International Business Review*, 17(3): 285-309.
- Canet-Giner, T. and Saorín-Iborra, M.C. (2007). The influence of gender role on negotiation development and outcome. A proposal for strategic alliance negotiations. *Equal Opportunities International*, 26(3): 209-231.
- Saorín-Iborra, M.C. (2006). A review of negotiation outcome: a proposal on delimitation and subsequent assessment in joint venture negotiations. *Canadian Journal of Administrative Sciences*, 23(3): 237-252.

External Links

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