



NUREYA ABARCA

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I. EDUCATION

- Doctor in Psychology (Ph.D.), University of California, San Diego. 1982
- Master in Psychology, University of California, San Diego. 1981
- Psychologist, Universidad de Chile. 1972

II. ACADEMIC POSITIONS

- Full Professor, School of Business Administration,
Pontificia Universidad Católica de Chile 1993
- Full Professor, Dept. of Psychology,
Pontificia Universidad Católica de Chile 1987
- Chair Department of Psychology,
Pontificia Universidad Católica de Chile 1988 – 1990
- Teaching Affairs Chair,
Pontificia Universidad Católica de Chile 1988
- Post Graduate Affairs Chair,
Pontificia Universidad Católica de Chile 1985 – 1988
- Research Director, Department of Psychology,
Pontificia Universidad Católica de Chile 1983 – 1984
- Associate Professor, Department of Psychology,
Pontificia Universidad Católica de Chile 1978
- Academic Director, Department of Psychology,
Pontificia Universidad Católica de Chile 1976 – 1978
- Head, Operant Laboratory, Department of Psychology,



Pontificia Universidad Católica de Chile

1974 – 1979

- Instructor, Department of Psychology,

Pontificia Universidad Católica de Chile

1972

III. AREA OF SPECIALIZATION AND MAIN COURSES

- Area: Organizational Behavior
- Main Courses: Negotiation, Organizational Behavior, Leadership and Emotional Intelligence

IV. RESEARCH

Recent Publications

- Guzmán, R., Harrison, R., Abarca, N. & Villena, M.G. (2020). A game-theoretic model of reciprocity and trust that incorporates personality traits. *Journal of Behavioral and Experimental Economics*.
- Jang, S., Kim, E., Cao, CH., Allen, T., Cooper, C., Lapierre, L., O'Driscoll, M., Sanchez, J., Spector, P., Poelmans, S., Abarca, N., Alexandrova, M., Antoniou, AS., Beham, B., Brough P., Carikci, I., Ferreiro P., Fraile G., Geurts S., Kinnunen, U., & 12 others. (2017). Measurement invariance of the satisfaction with life scale across 26 countries. *Journal of Cross-Cultural Psychology*. 48(4), 560-576.
- Abarca, N., Gormaz, N. & Leiva, P.I (2012). Expectativas de roles futuros de estudiantes universitarios en Chile. *Universitas Psychologica*, 11 (2), 405-414.
- Yang, L-Q., Spector, P., Sanchez, I., Allen, T., Poelmans, S., Cooper, C., Lapierre, L., O'Driscoll, M., Abarca, N. & 21 others (2012). Individualism–collectivism as a moderator of the work demands–strains relationship: A cross-level and cross-national examination. *Journal of International Business Studies*, 43(4), 424-443.

Books

- Abarca, N. (2017). *Negociación Inteligente: Estrategias para hombres y mujeres*, Santiago, Chile: Ediciones El Mercurio.



V. SELECTED SCIENTIFIC PRESENTATIONS

- Strategic Management Society, 22th. Annual International Conference, 2002. Paris, Francia
Presented paper: How to build and manage organizational trust in times of change
Majluf, N.; Abarca, N.; Mingo, S.

- Academy of Management Annual Meeting, 2000, Toronto, Canada
Presented paper: The New World of Labor Relations, Majluf, N.; Abarca, N.; Rodríguez, D.

- Strategic Management Society, 19th. Annual International Conference, 1999. Berlin, Alemania.
Presented paper: Deconstructing Industrial Relations: a requirement for a successful strategy

- PERCADE. XI Simposio Internacional de Personal Capacitación y Desarrollo, 12 y 13 de Agosto de 1999, Santiago de Chile.
Presented paper: Hacia una nueva cultura laboral. Un estudio sobre el caso de Chile. Majluf, N. Abarca, N. & Rodríguez, D.

- Strategic Management Society, 18th. Annual International Conference, 1998, Orlando USA.
Presented paper: Do Female CEOs Make a Difference on Strategy? An Empirical Study for Chilean Firms. Abarca, N.; Majluf, N.; Rodríguez, D.

- PERCADE. X Simposio Internacional de Personal Capacitación y Desarrollo, 20 y 21 de agosto de 1998, Santiago de Chile.
Presented paper: Taller de Experiencias de Cambios en la Cultura Laboral Latinoamericana. Majluf, N. Abarca, N. & Rodríguez, D.

VI. ORGANIZATIONAL CONSULTING

- Workshops: Leadership; Teamwork; Communication; Resolving Conflicts;



Negotiation; Emotional Intelligence 1986 – 2013

- Team member in the civic education workshop
- "The multiple roles of a non-partisan association" in Bulgaria
(NDI and the Bulgarian association for fair elections and civil rights) 1991

VII. GRANTS AND AWARDS

- Propuestas para la conciliación trabajo y familia. Abarca, N.;
Carmona, C.; Errázuriz, M. 2006-2007
- Fondecyt Project, Management based in Trust. Majluf, N.;
Abarca, N.; Rodriguez, D 2001-2003
- Fondecyt Project, Changes in labor relations in Chile. Majluf, N.;
Abarca, N.; Rodriguez, D. 1997-2000
- Fondecyt Project, An emergent model of management in Chile 1994-1996
- Fondecyt Project, Self-control in the classroom 1990-1991

VIII. SCIENTIFIC ASSOCIATIONS MEMBERSHIP

- SLAP (Sociedad Latinoamericana de Psicobiología).
- RAC (Revista Análisis del Comportamiento, Consejo Editorial de la Revista)
- APA (American Psychological Association)
- AM (Academy of Management)
- SMS (Strategic Management Society)