

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

Office A5 006 Ground Floor, Building A5, Gallos Campus, Rethymno, 74100
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

2018- today: 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

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

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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. Arvanitis, A. (2021). Negotiation is about entitlements, not interests. *Theory & Psychology*. <https://doi.org/10.1177/09593543211008987> (Publisher: Sage, 2019 Impact Factor: 1.309)
2. Arvanitis A., Kalliris K., & Kaminiotis, K. (2020). Are nudges supportive of autonomy? The use of defaults in making choices. *Social Science Journal*. (Publisher: Taylor & Francis, 2019 Impact Factor: 1.033) <https://doi.org/10.1016/j.soscij.2019.08.003>
3. Arvanitis, A., & Kalliris, K. (2020). Consistency and moral integrity: A self-determination theory perspective. *Journal of Moral Education*, 49, 316-329. (Publisher: Taylor & Francis, 2019 Impact Factor: 1.328) <https://doi.org/10.1080/03057240.2019.1695589>
4. 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, 2019 Impact Factor: 1.550) <https://doi.org/10.1016/j.newideapsych.2018.12.005>
5. 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) <https://doi.org/10.1007/s42322-018-0018-5>
6. 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, 2019 Impact Factor: 0.785) <https://doi.org/10.1080/09515089.2017.1307333>
7. Arvanitis, A. (2017). Autonomy and morality: A Self-Determination Theory discussion of ethics. *New Ideas in Psychology*, 47, 57-61. (Publisher: Elsevier, 2019 Impact Factor: 1.550) <https://doi.org/10.1016/j.newideapsych.2017.06.001>
8. Arvanitis, A., & Hantzi, A. (2016). In search of the elusive essence: Heuristics in the essentialization process. *Eleftherna*, 8, 55-80. (Publisher: Department of Psychology, University of Crete) <https://ejournals.lib.uoc.gr/index.php/eleutherna/article/view/85>

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9. Arvanitis, A., & Hantzi, A. (2016). Equity theory ratios as causal schemas. *Frontiers in Personality and Social Psychology*, 7, 1257. (Publisher: Frontiers, 2019 Impact Factor: 2.069) <https://doi.org/10.3389/fpsyg.2016.01257>
10. Arvanitis, A. (2015). Agreement as the convergence of will: A consensualistic approach to negotiation. *New Ideas in Psychology*, 37, 24-32. (Publisher: Elsevier, 2019 Impact Factor: 1.550) <https://doi.org/10.1016/j.newideapsych.2014.12.002>
11. Arvanitis, A. (2014). Essentialization as a distinct form of abductive reasoning. *Journal of Theoretical and Philosophical Psychology*, 34, 243-256. (Publisher: APA) <https://doi.org/10.1037/a0036182>
12. Arvanitis A., & Karampatzos, A. (2013). Negotiation as an intersubjective process: Creating and validating claim-rights. *Philosophical Psychology*, 26, 89-108. (Publisher: Taylor & Francis, 2019 Impact Factor: 0.785) <https://doi.org/10.1080/09515089.2011.633692>
13. Arvanitis A., & Karampatzos A. (2011). Negotiation and Aristotle's Rhetoric: Truth over interests? *Philosophical Psychology*, 24, 845-860. (Publisher: Taylor & Francis, 2019 Impact Factor: 0.785) <https://doi.org/10.1080/09515089.2011.569910>

MANUSCRIPTS UNDER PREPARATION

Arvanitis, A., & Stichter, M. Why being morally virtuous is being happy: A Self-Determination Theory approach.

BOOK CHAPTERS

Arvanitis, A., & Kalliris, K. (under review). Philosophical Perspectives on SDT's Autonomy. In Richard Ryan (Ed.) *Handbook of Self-Determination Theory Research*. Oxford University Press.

OTHER PUBLICATIONS

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

Arvanitis, A., & Karampatzos, A. (2012). The truth of negotiation. *World Financial Review*, July-August Issue, 30-33.

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.

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RESEARCH PROGRAMMES

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

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.

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.

REVIEWING AND EDITORIAL ACTIVITY

Publons webpage with confirmed reviews: <https://publons.com/researcher/1402995/alexios-arvanitis/peer-review/>

Ad hoc reviewer for the following journals: Journal of Moral Education, International Negotiation, Philosophical Psychology, Theory and Psychology, Psychology of Sport and Exercise, Humanities and Social Sciences Communications, The European Journal of Counselling Psychology, Psychology in Russia: State of the Art, Hellenic Journal of Psychology,

Member of editorial board (2020-2023): Humanities and Social Sciences Communications (Springer Nature) <https://www.nature.com/palcomms/about/editorialboard>

CONFERENCE PRESENTATIONS

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.

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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.

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

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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 (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.

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"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 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: What the Tsipras-Varoufakis negotiation can teach us" Gutenberg Publications (2017)
- Author of over 150 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