



UvA-DARE (Digital Academic Repository)

Emotion in social conflict : the interpersonal effects of emotions in negotiations

van Kleef, G.A.

Publication date
2004

[Link to publication](#)

Citation for published version (APA):

van Kleef, G. A. (2004). *Emotion in social conflict : the interpersonal effects of emotions in negotiations*.

General rights

It is not permitted to download or to forward/distribute the text or part of it without the consent of the author(s) and/or copyright holder(s), other than for strictly personal, individual use, unless the work is under an open content license (like Creative Commons).

Disclaimer/Complaints regulations

If you believe that digital publication of certain material infringes any of your rights or (privacy) interests, please let the Library know, stating your reasons. In case of a legitimate complaint, the Library will make the material inaccessible and/or remove it from the website. Please Ask the Library: <https://uba.uva.nl/en/contact>, or a letter to: Library of the University of Amsterdam, Secretariat, Singel 425, 1012 WP Amsterdam, The Netherlands. You will be contacted as soon as possible.

CONTENTS

CHAPTER 1	11
<i>Affect in Social Decision Making: An Introduction</i>	
<hr/>	
Conceptualizing Emotion	12
Conceptualizing Social Decision Making	14
Affect in Social Decision Making	16
Intrapersonal Effects	17
<i>Cooperative Settings</i>	18
<i>Competitive Settings</i>	20
<i>Conclusion</i>	24
Interpersonal Effects	24
<i>Cooperative Settings</i>	25
<i>Competitive Settings</i>	30
<i>Conclusion</i>	33
Overview of the Present Dissertation	33
CHAPTER 2	37
<i>The Interpersonal Effects of Anger and Happiness in Negotiations</i>	
<hr/>	
Emotions in Negotiation	37
Experiment 2.1	41
Method	42
Results	47
Discussion	49
Experiment 2.2	50
Method	51
Results	54
Discussion	60
Experiment 2.3	60
Method	62
Results	65
Discussion	68
General Discussion	70
Implications and Contributions	71

Limitations and Directions for Future Research	74
Conclusion	76
Notes	77
CHAPTER 3	79
<i>The Interpersonal Effects of Emotions in Negotiations: A Motivated Information Processing Approach</i>	
<hr/>	
Emotions in Negotiation	79
Motivated Information Processing	82
The Present Research	83
Experiment 3.1	84
Method	84
Results	88
Discussion	91
Experiment 3.2	92
Method	93
Results	95
Discussion	101
Experiment 3.3	102
Method	105
Results	107
Discussion	109
General Discussion	110
Implications and Contributions	110
Limitations and Suggestions for Future Research	114
Conclusion	115
Notes	116
CHAPTER 4	117
<i>Supplication and Appeasement in Negotiations: The Interpersonal Effects of Disappointment, Worry, Guilt, and Regret</i>	
<hr/>	
Emotions in Negotiation	117
When One Feels One Has Taken Too Much: Appeasement	120
When One Feels One Has Received Too Little: Supplication	121

Experiment 4.1	122
Method	123
Results	128
Discussion	133
Experiment 4.2	133
Method	136
Results	137
Discussion	141
Experiment 4.3	142
Method	143
Results	144
Discussion	146
General Discussion	147
Implications and Contributions	148
Limitations and Suggestions for Future Research	151
Conclusion	152
CHAPTER 5	153
<i>General Discussion</i>	
<hr/>	
Summary of the Main Findings	153
Toward an Integrative Framework: The Role of Motivation	158
Implications and Contributions	159
Interpersonal Versus Intrapersonal Effects	160
Discrete Emotions Versus General Affect	161
Incidental Versus Integral Emotions	162
Motivation in Social Interaction	162
Practical Implications	162
Limitations and Directions for Future Research	163
Computer-Mediated Versus Face-to-Face Interaction	163
Distributive Versus Integrative Negotiation	164
Single-Shot Versus Repeated Interaction	165
Conflict of Interest Versus Value Conflict	166
Dyadic versus Multi-Party Negotiation	166
Individualism Versus Collectivism	167
Conclusion	168

SAMENVATTING <i>Summary in Dutch</i>	169
REFERENCES	175
BIOGRAPHY	205