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

van Kleef, G.A.

Citation for published version (APA):

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.

UvA-DARE is a service provided by the library of the University of Amsterdam (http://dare.uva.nl)
CHAPTER 3
The Interpersonal Effects of Emotions in Negotiations: A Motivated Information Processing Approach

Emotions in Negotiation
Motivated Information Processing
The Present Research
Experiment 3.1
  Method
  Results
  Discussion
Experiment 3.2
  Method
  Results
  Discussion
Experiment 3.3
  Method
  Results
  Discussion
General Discussion
  Implications and Contributions
  Limitations and Suggestions for Future Research
  Conclusion
Notes

CHAPTER 4
Supplication and Appeasement in Negotiations: The Interpersonal Effects of Disappointment, Worry, Guilt, and Regret

Emotions in Negotiation
When One Feels One Has Taken Too Much: Appeasement
When One Feels One Has Received Too Little: Supplication
# Contents

Experiment 4.1  
Method  \hspace{1cm} 122  
Results  \hspace{1cm} 123  
Discussion  \hspace{1cm} 128  
Experiment 4.2  
Method  \hspace{1cm} 133  
Results  \hspace{1cm} 133  
Discussion  \hspace{1cm} 137  
Experiment 4.3  
Method  \hspace{1cm} 142  
Results  \hspace{1cm} 143  
Discussion  \hspace{1cm} 144  
General Discussion  
Implications and Contributions  \hspace{1cm} 147  
Limitations and Suggestions for Future Research  \hspace{1cm} 148  
Conclusion  \hspace{1cm} 149

## Chapter 5

*General Discussion*

Summary of the Main Findings  \hspace{1cm} 153  
Toward an Integrative Framework: The Role of Motivation  \hspace{1cm} 158  
Implications and Contributions  \hspace{1cm} 159  
Interpersonal Versus Intrapersonal Effects  \hspace{1cm} 160  
Discrete Emotions Versus General Affect  \hspace{1cm} 161  
Incidental Versus Integral Emotions  \hspace{1cm} 162  
Motivation in Social Interaction  \hspace{1cm} 162  
Practical Implications  \hspace{1cm} 162  
Limitations and Directions for Future Research  \hspace{1cm} 163  
Computer-Mediated Versus Face-to-Face Interaction  \hspace{1cm} 163  
Distributive Versus Integrative Negotiation  \hspace{1cm} 164  
Single-Shot Versus Repeated Interaction  \hspace{1cm} 165  
Conflict of Interest Versus Value Conflict  \hspace{1cm} 166  
Dyadic versus Multi-Party Negotiation  \hspace{1cm} 166  
Individualism Versus Collectivism  \hspace{1cm} 167  
Conclusion  \hspace{1cm} 168
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAMENVATTING</td>
<td>169</td>
</tr>
<tr>
<td>Summary in Dutch</td>
<td></td>
</tr>
<tr>
<td>REFERENCES</td>
<td>175</td>
</tr>
<tr>
<td>BIOGRAPHY</td>
<td>205</td>
</tr>
</tbody>
</table>