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

van Kleef, G.A.

Publication date
2004

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.


W. R. Crozier (Ed), Shyness and embarrassment: Perspectives from social
psychology (pp. 230-251). New York: Cambridge University Press.
York: Guilford Press.
withdrawal, theft and substance use: An exploratory study. Journal of
Occupational and Organizational Psychology, 65, 177-184.
last clear chance doctrine to bargaining. Journal of Personality and Social
Psychology, 20, 298-303.
Chertkoff, J. M., & Conley, M. (1967). Opening offer and frequency of concessions as
Cialdini, R. B., Darby, B. L., & Vincent, J. E. (1973). Transgression and altruism: A
perspective on the relationship of negative mood state and helping. Journal of
Personality and Social Psychology, 34, 907-914.
Clark, C. (1990). Emotions and the micropolitics in everyday life: Some patterns and
paradoxes of "place." In T. D. Kemper (Ed.), Research agendas in the sociology of
affective responses. In P. Ekman & R. J. Davidson (Eds.), The nature of emotion:
Fundamental questions (pp. 131-136). New York: Oxford University Press.
Clark, M. S., Fitness, J., & Brissette, I. (2001). Understanding people's relationships is
crucial to understanding their emotional lives. In G. J. O. Fletcher & M. S.
Clark (Eds.), Blackwell handbook of social psychology: Interpersonal processes (pp.
Clark, M. S., Ouellette, R., Powell, M. C., & Milberg, S. (1987). Recipient's mood,
relationship type, and helping. Journal of Personality and Social Psychology, 53,
94-103.


Gasper, K., & Clore, G. L. (2000). Do you have to pay attention to your feelings to be influenced by them? Personality and Social Psychology Bulletin, 26, 698-711.


REFERENCES


REFERENCES


