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.
The Kurt Lewin Institute Dissertation Series started in 1997. Since 2003 the following dissertations have been published:

2003-1: Femke Bennenbroek - Social comparison and coping with radiation therapy: The significance of different dimensions of comparison
2003-3: Rick van Baaren - Mimicry: A social perspective
2003-4: Michaëla Schippers - Reflexivity in teams
2003-5: Heleen van Mierlo - Self-managing teamwork and psychological well-being
2003-6: Ruben Taris - Person-Environment Fit: A longitudinal study of the interaction between employees characteristics and work environmental characteristics
2003-7: Rob Holland - On the structure and consequences of attitude strength
2003-8: Camiel Beukeboom - How mood turns on language
2003-9: Joost Miedema - Fairness and the Self
2004-1: Wolfgang Steinel - Misleading in social decision-making: A motivational approach
2004-2: Edwin van Hooft - Job seeking as planned behavior: In search of group differences
2004-3: Kirsten Ruys - The influence of self and similarity on immediate affective impressions of people
2004-4: Michel Handgraaf - Self-interest and other-oriented motives in social decision making: An ultimatum bargaining perspective
2004-5: Sjoerd Goslinga - Betrokkenheid, participatie en ledenverloop in vakbonden
2004-6: Nynke Frieswijk - Frail, but happy: The importance of self-management ability and social comparison among elderly persons
2004-7: Jaap Ham - Bridging attribution and spontaneous inferences: Spontaneous and intentional components of dispositional and situational inferences
2004-8: Mirjam Tazelaar - When things go wrong: The influence of noise on interactions
2004-9: Marjolein de Best-Waldhober - Coördinatie in interdependente situaties: Over de afweging van directe uitkomsten versus uitkomsten op lange termijn
2004-10: Hinke Groothof - When others are doing better or worse: Responses from the heart and the head
2004-11: Laetitia Mulder - Throwing light on the dark side of sanctions: Sanctioning systems in social dilemmas re-examined
2004-12: Annebel de Hoogh - Personality and charismatic leadership: A matter of context
2004-13: Brigitte ten Brink - Psychological contract: A useful concept?
2004-14: Gerben van Kleef - Emotion in social conflict: The interpersonal effects of emotions in negotiations