



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.

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*
- 2003-2: Marlene Roefs - *Public Participation and Perceived (in)justice in South Africa, 1995-2000*
- 2003-3: Rick van Baaren - *Mimicry: A social perspective*
- 2003-4: Michaéla 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*