



UNIVERSITY OF AMSTERDAM

UvA-DARE (Digital Academic Repository)

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

van Kleef, G.A.

[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.

UvA-DARE is a service provided by the library of the University of Amsterdam (<http://dare.uva.nl>)

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: 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*