Misleading in social decision-making: a motivational approach
Steinel, W.

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: http://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.
Wolfgang Steinel was born in Nuremberg, Germany, on December 14, 1971 – that self-same year, by a remarkable coincidence, the city celebrated the 500th birthday of her greatest son, the artist and mathematician Albrecht Dürer. And, like the genius of the Northern Renaissance who visited the Netherlands twice (in 1490, Dürer was attracted by the works of the Flemish painters, and in 1520, he met Erasmus of Rotterdam), the author of this dissertation traveled to the Netherlands to broaden his horizons and increase his expertise.

Wolfgang first visited Amsterdam in 1990, while still a high school student at Gymnasium Roth. Fascinated by the paintings of the Dutch Golden Age, he found extra inspiration in the works of his (almost) name-fellow Jan Steen, which was a good example of how his future office could be organized.

Wolfgang came back to Amsterdam as an exchange student five years later, while studying psychology and political sciences at the Friedrich-Alexander University in Erlangen. Academics like Prof. Abele-Brehm and Prof. Oswald raised his interest in social psychology and in research in general, and the Erasmus program gave him the chance to spend six months at the Department of Social Psychology at the University of Amsterdam, and to work together with Prof. van der Pligt and Marcel Zeelenberg.

After finishing his studies, Wolfgang came back to Amsterdam for the third time in July 1999. He returned to the University of Amsterdam to start a PhD project at the Department of Work and Organizational Psychology under the supervision of Prof. De Dreu, the result of which is this book. Having finished up this thesis, he took up a post as an assistant professor at the same department.
The "Kurt Lewin Institute Dissertation Series" started in 1997. Since 2002 the following dissertations have been published:

2002-1: Marius van Dijke: *Understanding power dynamics. Effects of social comparison on tendencies to change power and power differences*

2002-2: Bianca Beersma: *Small group negotiation and team performance*

2002-3: Xu Huang: *Just a matter of taste? One nation's job satisfiers are another nation's job dissatisfiers*

2002-4: Veerle Brenninkmeijer: *A drug called comparison: The pains and gains of social comparison among individuals suffering from burnout*

2002-5: Dimitri van der Linden: *Mental fatigue and goal-directed behavior: Flexibility, planning, and the regulation of actions*

2002-6: Johanna Schönrock-Adema: *De ontwikkeling en evaluatie van een zelfinstructieprogramma voor een training in basisgespreksvaardigheden*

2002-7: Jan-Willem van Prooijen: *Procedural justice and group dynamics*

2002-8: Boukje Keijzer: *Changing perspectives: Conclusions and conjectures about context effects in group perception*

2002-9: Daan Scheepers: *The social functions of in-group bias*

2002-10: Johan Karremans: *Forgiveness: Examining its consequences*

2002-11: Dianne van Hemert: *Patterns of cross-cultural differences in psychology: A meta-analytic approach*

2002-12: Judit Arends: *Psychological acculturation of Turkish migrants in the Netherlands: Issues in theory and assessment*

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*