## CONTENTS

Chapter 1: Motivation in negotiation: An introduction  
- Negotiation: Mixed-motive Interdependence  
- Motivated Information Processing in Negotiation  
- Social and Epistemic Motivation  
- Heterogeneity of Social Motivation  
- Heterogeneity of Epistemic Motivation  
- Competitive Motivation  
- Summary and Overview  

6  
7  
9  
10  
14  
15  
16  
17

Chapter 2: Majority and Minority Influence in Group Negotiation:  
- The Moderating Effects of Social Motivation and Decision Rules  
  - Decision Rules and Social Motives in Group Negotiation  
  - Method  
  - Results  
  - Conclusions and Discussion  
  - Notes  

19  
19  
23  
26  
36  
39

Chapter 3: It takes one to tango: The effects of Dyads' Epistemic  
- Motivation Composition in Negotiation  
  - Motivated Information Processing in Negotiation  
  - Heterogeneity in Epistemic Motivation: The Present Research  
  - Experiment 3.1  
    - Method  
    - Results  
    - Discussion  
  - Experiment 3.2  
    - Method  
    - Results  
    - Discussion  
  - Conclusions and General Discussion  
    - Theoretical implications and Avenues for Future Research  
    - Conclusion  
  - Notes  

41  
42  
43  
44  
44  
47  
47  
47  
47  
49  
53  
60  
60  
61  
64  
65
Chapter 4: When competition breeds equality: Effects of appetitive versus aversive competition in negotiation  67

The Psychology of Appetitive and Aversive Competition  68
Negotiation Processes and Outcomes  69
The Present Chapter: Overview  70
Experiment 4.1  71
  Method  71
  Results  73
  Discussion  75
Experiment 4.2  75
  Method  76
  Results  78
  Discussion  80
Experiment 4.3  80
  Method  81
  Results  84
  Discussion  85
Experiment 4.4  85
  Method  86
  Results  87
  Discussion  90
General Discussion and Conclusion  91
  Implications for Theory and Avenues for Future Research  91
  Conclusion  94
Notes  95

Chapter 5: Goal Expectations meet Regulatory Focus: How Appetitive and Aversive Competition Influence Negotiation  97

Expectations of Others in Social Decision Making: Goal Expectation Theory  97
Aversive and Appetitive Competitive Motivation in Negotiation  99
Need for Cognitive Closure and Motivated Information Processing  100
Overview of the Present Research  101
Method  101
## CONTENTS

Results .............................................. 105
Conclusions and General Discussion .......... 109
   Theoretical implications, limitations and directions for future research .......... 111
   Conclusion .................................. 113
Notes ........................................... 114

Chapter 6: General Discussion .................. 115
   Summary of findings ......................... 115
   Implications ................................ 120
   Directions for Future Research and Limitations .................................. 124
   Conclusion .................................. 127

Samenvatting
Dutch Summary .................................. 129

References ..................................... 135

Acknowledgements ............................... 147