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**Title:** Emotions in negotiations : the role of communicated anger and disappointment  
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Negotiation is often a highly emotional and heated process. In negotiations, emotions have long been regarded as disruptive forces. Increasingly, however, this thought has made way for a functional approach to emotions. This new approach emphasizes that emotions are not just distractions, but instrumental means to facilitate the decision-making process.

The findings presented in this dissertation show that emotions do not only affect one’s own behavior in negotiations, they also have interpersonal effects, such that they affect the behavior and intentions of others. The aim of this dissertation is to gain knowledge about the interpersonal effects of two of the most often expressed emotions: anger and disappointment. At first sight, anger and disappointment seem to be very similar emotions. After all, both emotions are considered negative emotions that are triggered by undesirable outcomes. However, as the findings in this dissertation show, anger and disappointment are distinct negative emotions that affect the emotions, judgments and behavior of others differently.

Over the course of six chapters - using different negotiation paradigms, different measures, and different emotion manipulations - this dissertation provides new insights into the interpersonal effects of anger and disappointment in negotiations. By taking a close look at how these two emotions affect others’ behavior, and by focusing on the underlying neural mechanisms, this dissertation provides a more in-depth view of the social functions of negative emotions in negotiations.