

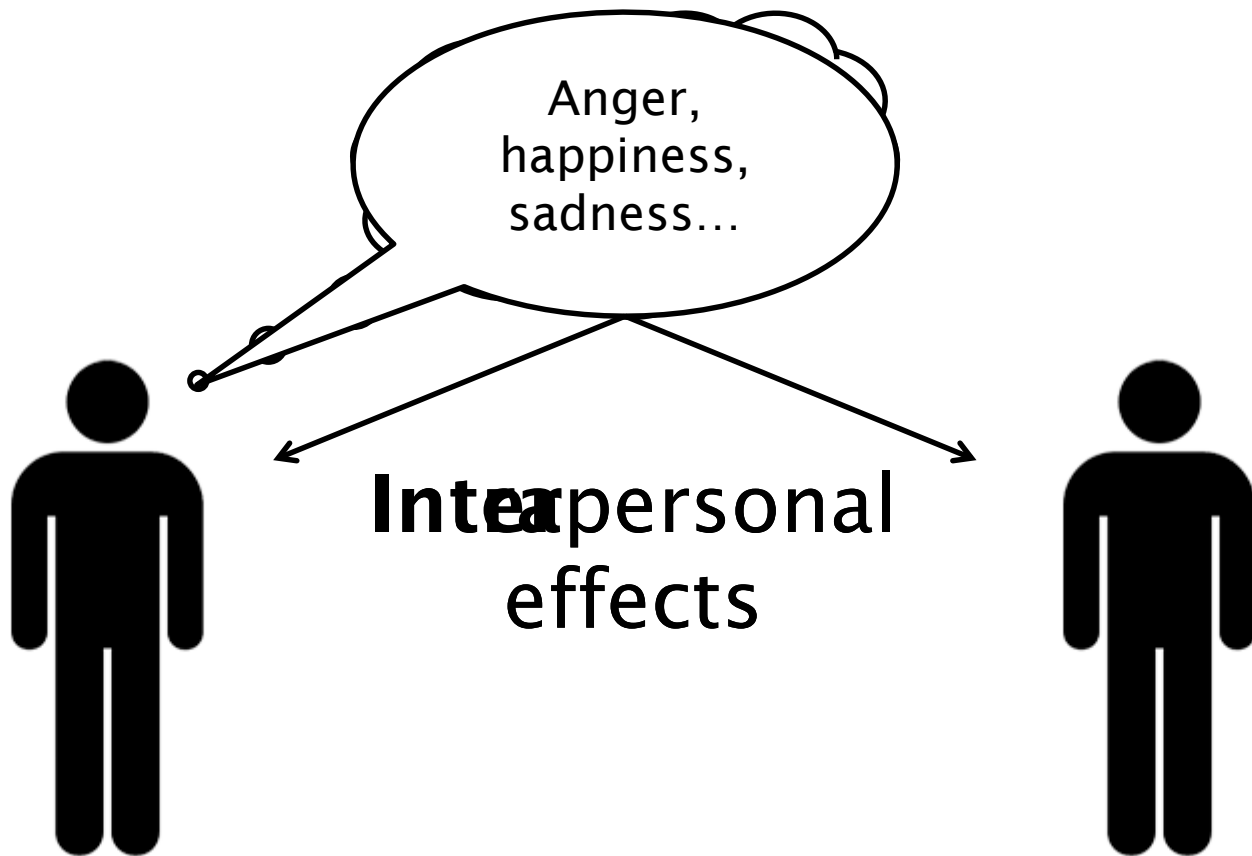
Culture and Emotion in Negotiation

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Question 1

What are the most exciting developments going on in your research area?



Interpersonal effects of emotions in negotiations

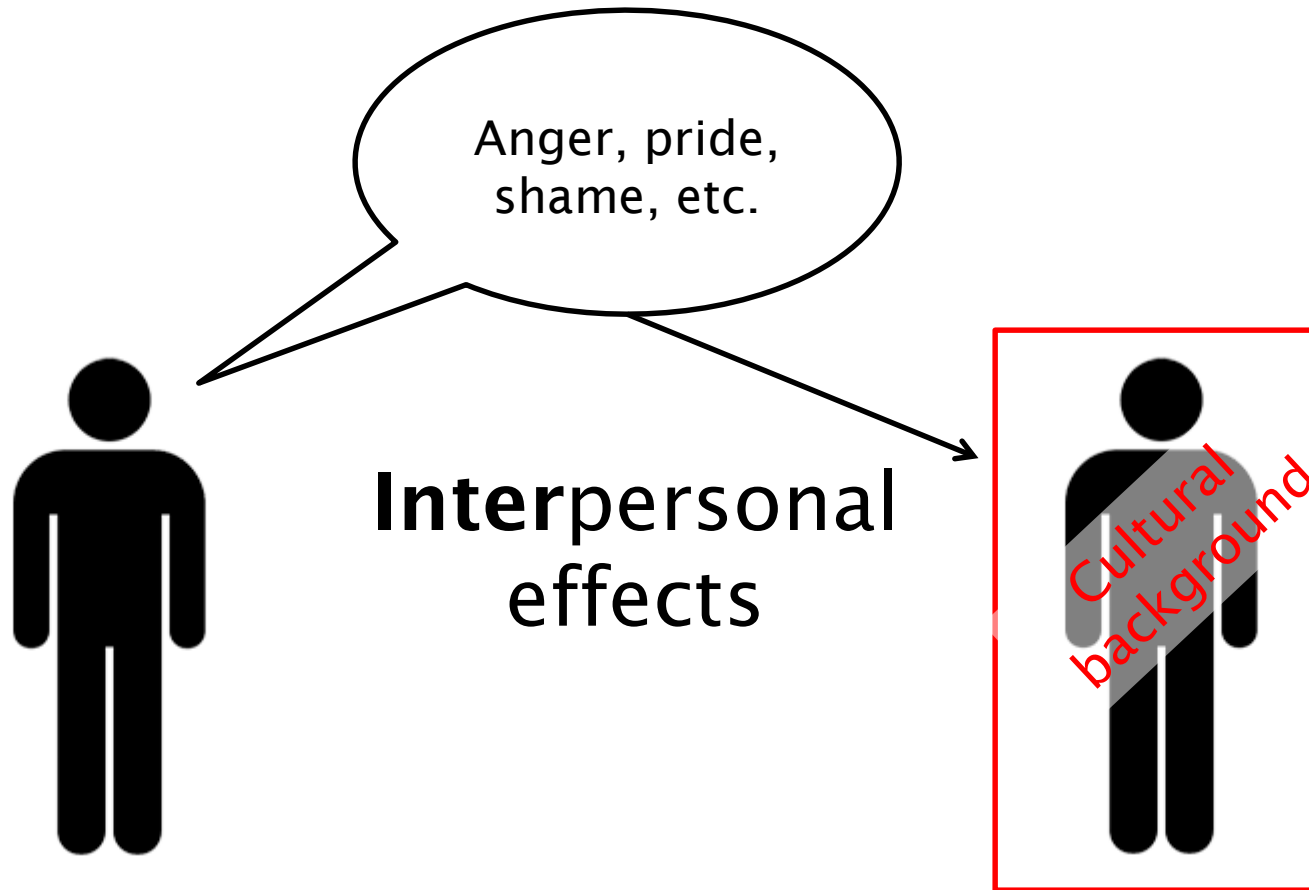
- Adam & Brett (2015), JESP
Adam & Brett (2018), JESP
Adam & Shirako (2013), JAP
Adam, Shirako, & Maddux (2010), PsychSci
Andrade & Ho (2009), JCR
Belkin, Kurtzberg, & Naquin (2013), NCMR
Belkin & Rothman (2017), NCMR
Butt, Choi, & Jaeger (2005), JOB
Campagna et al. (2016), JAP
Côté, Hideg, & Van Kleef (2013), JESP
Dehghani, Carnevale, & Gratch (2014), JDM
Filipowicz, Barsade, & Melwani (2011), JPSP
Friedman et al. (2004), JAP
Hareli, David, Akron, & Hess (2013), EJP
Harinck & Van Kleef (2012), BJSP
Hideg & Van Kleef (2017), JOB
Hillebrandt & Barclay (2017), JAP
Kopelman & Rosette (2008), GDN
Kopelman, Rosette, & Thompson (2006), OBHDP
Lelieveld et al. (2011), JESP
Lelieveld et al. (2012), PSPB
Lelieveld et al. (2013), JPSP
Liu (2009), HCR
Overbeck, Neale, & Govan (2010), OBHDP
Pietroni et al. (2008), JESP
Rothman (2011), OBHDP
Rothman & Northcraft (2015), OBHDP
Sinaceur et al. (2013), JESP
Sinaceur & Tiedens (2006), JESP
Sinaceur et al. (2011), JAP
Sinaceur et al. (2015), JAP
Steinel, Van Kleef, & Harinck (2008), JESP
Tng & Au (2014), NegJournal
Van Dijk et al. (2008), JPSP
Van Kleef & Côté (2007), JAP
Van Kleef & De Dreu (2010), JESP
Van Kleef et al. (2004a), JPSP
Van Kleef et al. (2004b), JPSP
Van Kleef et al. (2006), JPSP
Van Kleef et al. (2006), EJSP
Van Kleef, Steinel, & Homan (2013), JAP
Van Kleef & Van Lange (2008), PSPB
Wang, Northcraft, & Van Kleef (2012), OBHDP
Yip & Schweinsberg (2017), SPSS

Question 2

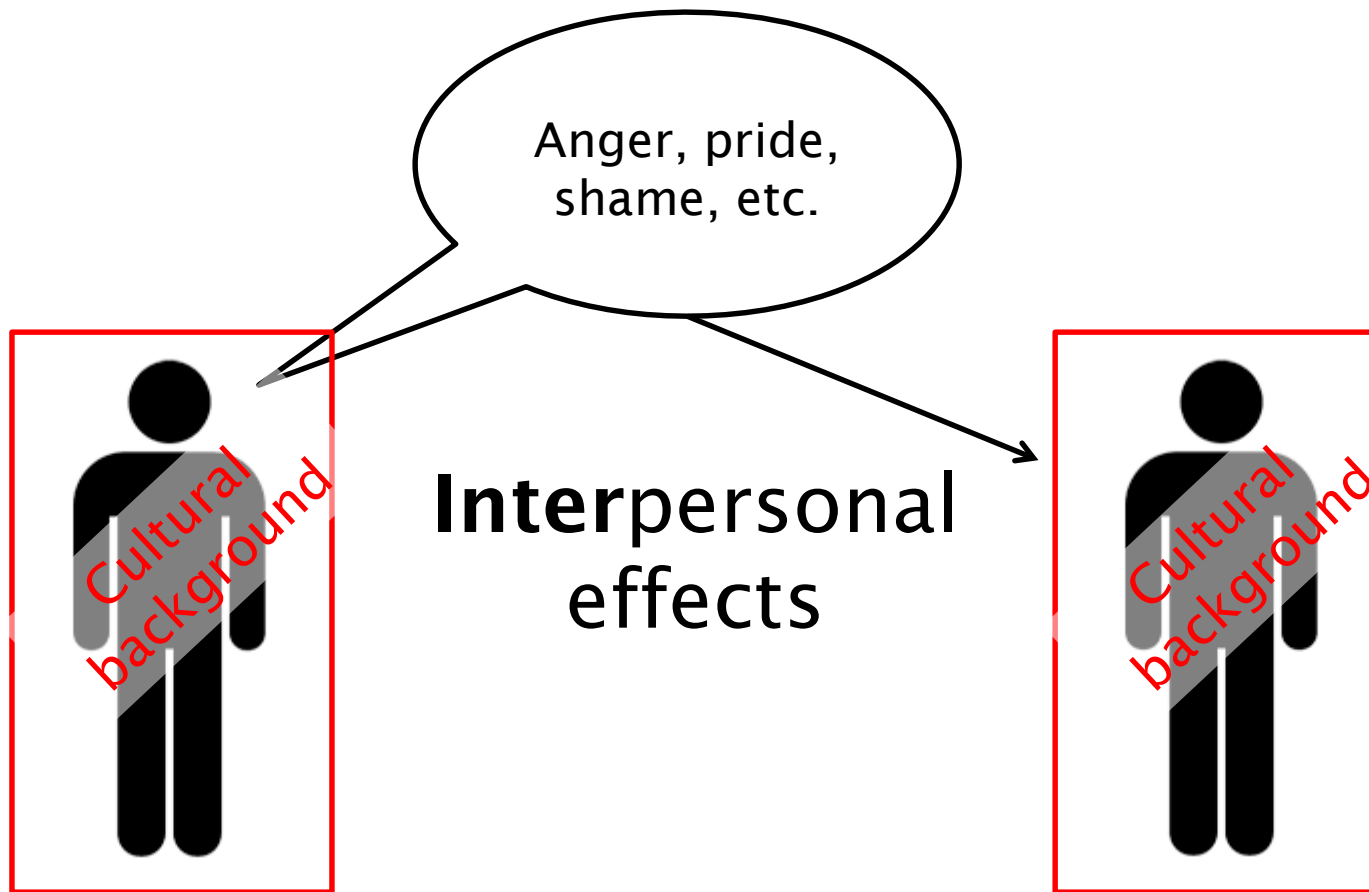
To what extent has this research been done globally or is it largely done in Western contexts?

Interpersonal effects of emotions in negotiations

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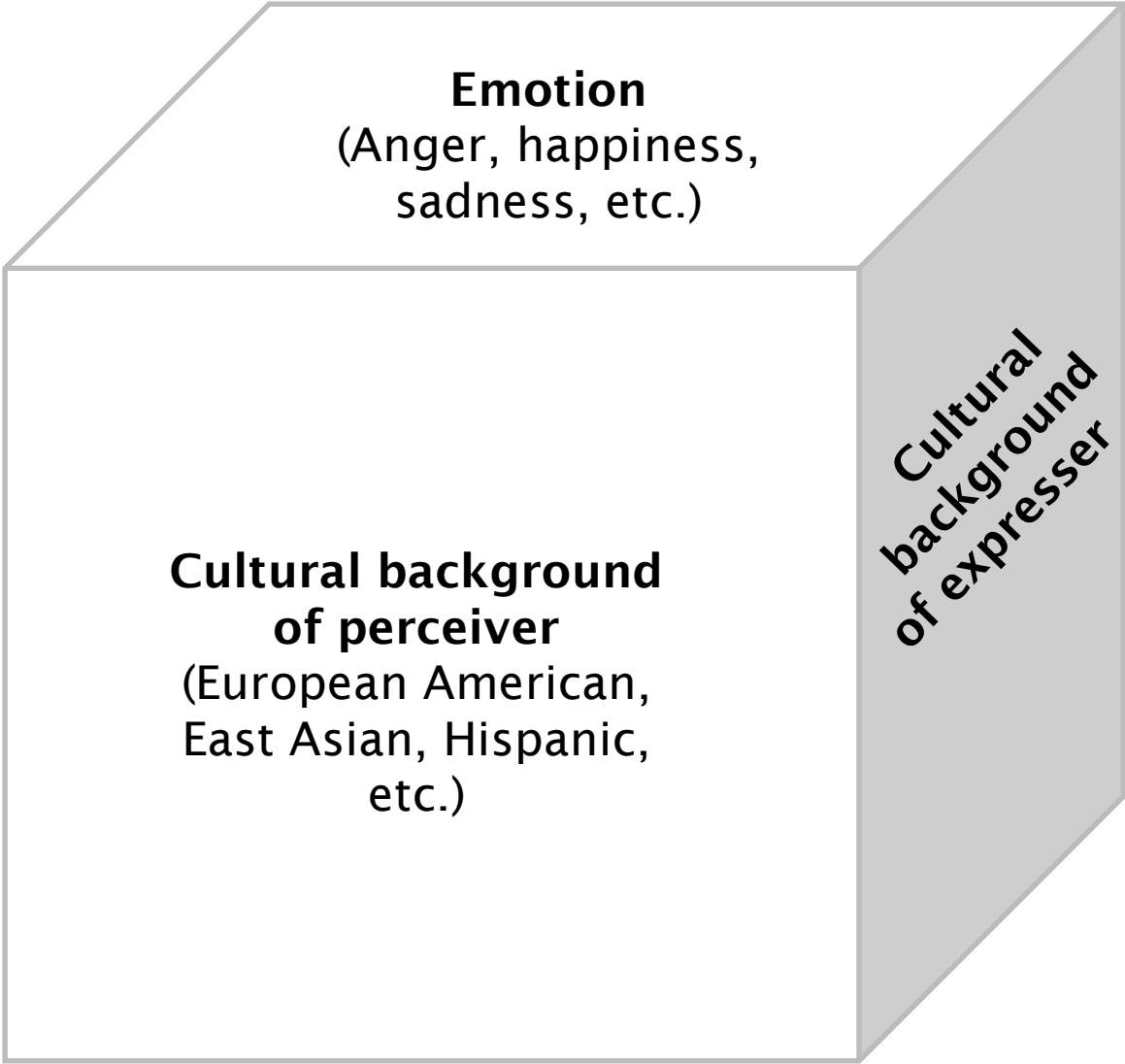
- Anger elicits less cooperative responses from East Asian than European American/Israeli counterparts (Adam et al., 2010; Kopelman & Rosette, 2008, Liu, 2009)
- Pride elicits less cooperative, but shame elicits more cooperative responses (Fulmer et al., in progress)



- Anger elicits more cooperative responses when expressed by East Asian than European American and Hispanic counterparts (Adam & Shirako, 2013)
- Driven by stereotypes about the emotional expressivity of East Asians vs. European Americans and Hispanics

Question 3

What interesting questions do you think we need to ask about culture and your research area?





- Reconsider the role of being “emotionally neutral” as a control condition
- Misinterpretation of being “emotionally neutral” is likely exacerbated in cross-cultural negotiations

Danke Schoen!