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

Anger, happiness, sadness...

Intrapersonal effects
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), SPPS
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?
Emotion
(Anger, happiness, sadness, etc.)

Cultural background of perceiver
(European American, East Asian, Hispanic, etc.)

Cultural background of expresser
- 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!