



Universiteit
Leiden
The Netherlands

An instrumental approach to deception in bargaining

Koning, L.F.

Citation

Koning, L. F. (2011, June 15). *An instrumental approach to deception in bargaining*. *Dissertatiereeks, Kurt Lewin Institute*. Retrieved from <https://hdl.handle.net/1887/17711>

Version: Not Applicable (or Unknown)

License: [Licence agreement concerning inclusion of doctoral thesis in the Institutional Repository of the University of Leiden](#)

Downloaded from: <https://hdl.handle.net/1887/17711>

Note: To cite this publication please use the final published version (if applicable).

The “Kurt Lewin Institute Dissertation Series” started in 1997. Since 2009 the following dissertations have been published:

- 2009-1: Marijke Leliveld: Ethics in Economic Decision-Making
- 2009-2: Monique Pollmann: Accuracy and Bias in Person Perception
- 2009-3: Krispijn Faddegon: Regulatory Focus in Group Contexts
- 2009-4: Lieven Brebels: Mirror, mirror on the wall... Procedural fairness as an evaluative and regulatory looking-glass self
- 2009-5: Daphne Wiersema: Taking it personally: Self-esteem and the protection of self-related attitudes
- 2009-6: Judith D.M. Grob: Dial E for Emotion: Context and Consequences of Emotion Regulation
- 2009-7: Katherine Stroebe: Is this about me? Responding to subtle discrimination - beyond an individual versus group perspective
- 2009-8: Menno Vos: Identity patterns in diverse work groups: Improving social integration outcomes through relational identities
- 2009-9: Lennart Renkema: Facing Death Together: Understanding The Consequences of Mortality Threats
- 2009-10: Michael Vliek: Group-based social comparison processes: An intragroup level of analysis
- 2009-11: Karlijn Massar: Unconscious rivals: The automatic evaluation of rivals in jealousy-evoking situations
- 2009-12: Bart Terwel: Origins and consequences of public trust: Towards an understanding of public acceptance of carbon dioxide capture and storage
- 2009-13: Emma ter Mors: Dealing with information about complex issues: The role of source perceptions
- 2009-14: Martijn Veltkamp: On the Instigation of Implicit Motivation: How Deprivation and Positive Affect Cause Motivated Behavior
- 2009-15: Marret K. Noordewier: Consistency and the unexpected
- 2009-16: Sytske van der Velde: Imitation of Emotion: How meaning affects the link between imitation and liking

-
- 2009-17: Jacomijn Hofstra: Attaching Cultures: The role of attachment styles in explaining majority members' acculturation attitudes
- 2009-18: Jacqueline Tanghe: Affect in Groups: Convergence, Conditions and Consequences
- 2009-19: Anne Marike Lokhorst: Using Commitment to Improve Environmental Quality
- 2009-20: Jonathan van 't Riet: Framing Health Communication Messages
- 2009-21: Suzanne Pietersma: Persuasive Health Communication: A Self-Perspective
- 2009-22: Remco Wijn: A functional perspective on the justice judgment process and its consequences
- 2009-23: Niels van de Ven: The bright side of a deadly sin: The psychology of envy
- 2009-24: Anthon Klapwijk: The Power of Interpersonal Generosity
- 2010-1: Maarten Wubben: Social Functions of Emotions in Social Dilemmas
- 2010-2: Joyce Rupert: Diversity faultlines and team learning
- 2010-3: Daniel Lakens: Abstract Concepts in Grounded Cognition
- 2010-4: Luuk Albers: Double You? Function and Form of Implicit and Explicit Self-Esteem
- 2010-5: Matthijs Baas: The Psychology of Creativity: Moods, Minds, and Motives
- 2010-6: Elanor Kamans: When the Weak Hit back: Studies on the Role of Power in Intergroup Conflict
- 2010-7: Skyler Hawk: Changing Channels: Flexibility in Empathic Emotion Processes
- 2010-8: Nailah Ayub: National Diversity and Conflict: The Role of Social Attitudes and Beliefs
- 2010-9: Job van der Schalk: Echoing Emotions: Reactions to Emotional Displays in Intergroup Context
- 2010-10: Nevra Cem: Organizational citizenship behavior and counterproductive work behavior: Cross-cultural comparisons between Turkey and the Netherlands
- 2010-11: Ron Broeders: On Situated and Embodied Knowledge Regarding Moral Issues
- 2010-12: Margriet Braun: Dealing with a deviant group member
- 2010-13: Dennis Bleeker: Representing or defecting? The pursuit of individual upward mobility in low status groups
- 2010-14: Petra Hopman: Group Members Reflecting on Intergroup Relations

-
- 2010-15: Janneke Oostrom: New Technology in Personnel Selection: The Validity and Acceptability of Multimedia Tests
- 2010-16: Annefloor Klep: The Sharing of Affect: Pathways, Processes, and Performance
- 2010-17: Geertje Schuitema: Priceless policies. Factors influencing the acceptability of transport pricing policies
- 2010-18: Femke van Horen: Breaking the mould on copycats: What makes product imitation strategies successful?
- 2010-19: Niek van Ulzen: Exploring affective perception and social action
- 2010-20: Simon Dalley: Women's body dissatisfaction and restrictive eating behaviour: A tyranny of a thin-ideal or a fear of fat?
- 2010-21: Paul Preenen: Challenge at Work: A matter of give and take
- 2010-22: Katarzyna Ewa Kubacka: The Rules of Attraction: Trust, Anxiety and Gratitude
- 2010-23: Loes Kessels: May I have your attention please? A neuroscientific study into message attention for health information
- 2011-1: Elze Ufkes: Neighbor-to-neighbor conflicts in multicultural neighborhoods
- 2011-2: Kim van Erp: When worlds collide. The role of justice, conflict and personality for expatriate couples' adjustment
- 2011-3: Yana Avramova: How the mind moods
- 2011-4: Jan Willem Bolderdijk: Buying people: The persuasive power of money
- 2011-5: Nina Regenber: Sensible Moves
- 2011-6: Sonja Schinkel: Applicant reactions to selection events: Interactive effects of fairness, feedback and attributions
- 2011-7: Suzanne Oosterwijk: Moving the Mind: Embodied Emotion Concepts and their Consequences
- 2011-8: Ilona McNeill: Why We Choose, How We Choose, What We Choose: The Influence of Decision Initiation Motives on Decision Making
- 2011-9: Shaul Shalvi: Ethical Decision Making: On Balancing Right and Wrong
- 2011-10: Joel Vuolevi: Incomplete Information in Social Interactions
- 2011-11: Lukas Koning: An instrumental approach to deception in bargaining