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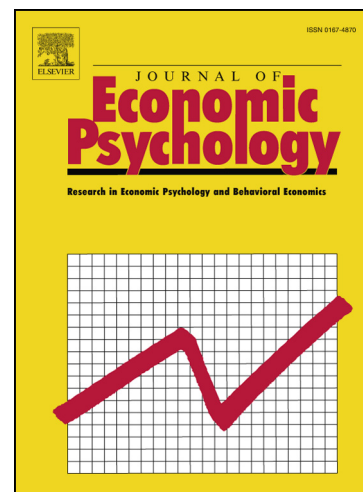
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Emotional Leadership in an Intergroup Conflict Game Experiment

Ben Loerakker¹ and Frans van Winden¹

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Abstract

This article introduces leadership in a Contest group contest game. More specifically, it studies the effects of leading-by-example and emotional leadership in a behavioral experiment, but also theoretically. In this experiment leaders lead-by-example by contributing publicly to the contest before followers and can show emotional leadership by selecting basic emotions that are subsequently evoked in their followers. Emotions are evoked in this study by showing specially selected and validated movie clips.

Overall, we find that leaders contribute more than followers and that leading-by-example as well as emotional leadership have a significant effect on the behavior of followers. Although, leaders do not always use these mechanisms wisely. This behavior contrasts strikingly with the Nash equilibrium predictions. Furthermore, we find that both leaders and followers contribute more than predicted by a standard Nash equilibrium. These results are shown to be in line with the affective tie model of van Dijk and van Winden (1997), the imitation model of Cartwright and Patel (2010), and a psychological costs model of Dufwenberg et al. (2011).

Keywords: Contests; Leadership; Emotions; JEL:D74; PsychINFO:3020;

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