

Accepted Manuscript

Registered Report

Sense and sensibility: The role of cognitive and emotional intelligence in negotiation

Katja Schlegel, Marc Mehu, Jacobien M. van Peer, Klaus R. Scherer

PII: S0092-6566(17)30118-6
DOI: <https://doi.org/10.1016/j.jrp.2017.12.003>
Reference: YJRPE 3690

To appear in: *Journal of Research in Personality*

Received Date: 5 April 2017
Revised Date: 4 December 2017
Accepted Date: 29 December 2017



Please cite this article as: Schlegel, K., Mehu, M., van Peer, J.M., Scherer, K.R., Sense and sensibility: The role of cognitive and emotional intelligence in negotiation, *Journal of Research in Personality* (2017), doi: <https://doi.org/10.1016/j.jrp.2017.12.003>

This is a PDF file of an unedited manuscript that has been accepted for publication. As a service to our customers we are providing this early version of the manuscript. The manuscript will undergo copyediting, typesetting, and review of the resulting proof before it is published in its final form. Please note that during the production process errors may be discovered which could affect the content, and all legal disclaimers that apply to the journal pertain.

Sense and sensibility: The role of cognitive and emotional intelligence in negotiation

Katja Schlegel, Marc Mehu, Jacobien M. van Peer, & Klaus R. Scherer

Author Note

Katja Schlegel, University of Bern, Switzerland; Swiss Center for Affective Sciences, University of Geneva, Switzerland (Fabrikstr. 8, 3012 Bern, Switzerland; +41 31 631 40 33, katja.schlegel@psy.unibe.ch).

Marc Mehu, Webster University, Vienna, Austria (Palais Wenkheim, Praterstr. 23, 1020 Vienna, Austria | Office: +43 1 269 9293 -4353 ; Marc.Mehu@webster.ac.at);

Jacobien M. van Peer, Behavioural Science Institute, Radboud University, Nijmegen, The Netherlands (PO Box 9104, 6500 HE Nijmegen, The Netherlands, Tel.: +31 (0)24-3611593, j.vanpeer@psych.ru.nl);

Klaus R. Scherer, Swiss Center for Affective Sciences, University of Geneva, Switzerland (Campus Biotech, Case postale 60, CH-1211 Geneva 20, Switzerland; +41 22 379 0980; klaus.scherer@unige.ch).

This research was supported by an ERC Advanced Grant in the European Community's 7th Framework Program under grant agreement 230331-PROPEREMO (Production and perception of emotion: an affective sciences approach) to Klaus Scherer, by incentive funding awarded by the National Center of Competence in Research (NCCR) Affective Sciences, financed by the Swiss National Science Foundation (51NF40-104897) and hosted by the University of Geneva, and by the European Network of Excellence SSPNet (grant agreement 231287).

Download English Version:

<https://daneshyari.com/en/article/7326315>

Download Persian Version:

<https://daneshyari.com/article/7326315>

[Daneshyari.com](https://daneshyari.com)