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INDIVIDUAL DIFFERENCE EFFECTS ON NEGOTIATION STRATEGIES AND OUTCOMES:



Condition: New. Publisher/Verlag: VDM Verlag Dr. Müller | The Role of Machiavellianism, Perspective Taking, and Emotional Intelligence Components in Negotiations | This study examines four individual differences related to emotions (Machiavellianism, perspective taking, emotional understanding, and emotional management) and their effects on negotiation outcomes and strategy utilization at the individual and dyad level of analysis. It investigates which individual differences facilitate the use of emotional and cognitive negotiation tactics and which lead to higher levels of individual and joint gain,...

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