

**Emotion In Group Decision And Negotiation  
(Advances In Group Decision And Negotiation)**

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the decision as to whether or not to expression of negative emotions during negotiation can as group emotions are known to affect processes

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BibTeX @MISC{Thagard\_emotionalconsensus, author = {Paul Thagard and Fred W. Kroon}, title = {Emotional Consensus in Group Decision Making}, year = {}}

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November 26, 2004 Emotional Consensus in Group Decision Making Paul Thagard and Fred W. Kroon University of Waterloo pthagard@uwaterloo.ca Thagard, P., & Kroon, F. W

<http://cogsci.uwaterloo.ca/Articles/group.emotion.pdf>

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1993), which leads to effective decision making when decisions potential group feelings and emotions experienced during decision making can

<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2361392/>

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Negotiating with Emotion. who seem unable to handle the strong emotions that negotiation reveal the positive role of emotion in decision

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Dealing with Emotional Factors in Agent Based Ubiquitous Group  
Decision (2005)

<http://citeseerx.ist.psu.edu/viewdoc/summary?doi=10.1.1.107.1334>

Group emotional contagion, and its influence on work group dynamics  
was examined in a laboratory study of managerial decision making using  
multiple,

<http://asq.sagepub.com/content/47/4/644.short>

3.1 Group decision-making techniques; to make statistically optimal  
decisions. Emotion appears able to aid the decision-making process.

<http://en.wikipedia.org/wiki/Decision-making>

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Assessing relevance: Emotions help decision makers decide whether a  
certain element of the decision is relevant to their particular  
situations.

[http://en.wikipedia.org/wiki/Emotions\\_in\\_decision-making](http://en.wikipedia.org/wiki/Emotions_in_decision-making)

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This paper explores the role of negative emotions in decision making,  
is a mistake to group all negative emotions decision on a report of  
the

<http://www.strategy-business.com/article/09413d?gko=25b9b>

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