



ever sometimes in opposite directions. Including actor and partner effects studying health- and relationship-related functional aspects of emotion regulation strategies seems to be highly relevant.

**Should I be nice or bad? Effects of discrete emotions on negotiation outcomes**

**Volmer, Judith** *Inst. für Sozialpsychologie, Universität Erlangen-Nürnberg, Erlangen, Germany*  
Emotions are central in social interaction. In two laboratory experiments, we tested the interpersonal effects of discrete emotions (i.e., anger, happiness, surprise, sadness) on negotiation outcomes. In Experiment 1, participants were confronted with an angry, happy, surprised or sad opponent. Results showed that participants interpreted the opponent's emotion and used it strategically. In Experiment 2, we also explored the effects of information on future interactions on negotiation outcomes. Showing negative emotions in single negotiation settings does not pay off in terms of concession making and participants' satisfaction with the negotiation. Implications for strategic display of emotions in negotiations are discussed.

**Self appreciation and affective temperaments in psychiatric nurses**

**Cordeiro, Raul** *CESM, Escola Sup. Saude Portalegre, Portalegre, Portugal*  
Self Appreciation and Affective Temperament, have crucial importance, because this fact will influence many phenomena's in nursing practice, like the capacity of develop relationships. 47 nurses, with average age of 38,57 years, working in Mental Health and Psychiatry, were inquired through a Questionnaire of direct application, were introduced measures like: TEMPS-A Scale (Akiskal, 1998), and Scale of Self Personal Appreciation Scale (Ribeiro, 2006). Results indicate a Hyperthymic Temperament. It was verified that women presents a higher Self Personal Appreciation. Affective temperament of nurses seems to be a good predictor of leadership capacity in violence situation at psychiatric services.

**Emotional labor and emotional exhaustion: Meta-analysis**

**Sinambela, F. Christian** *Dept. of Psychology, University of Surabaya, Surabaya, Indonesia*  
**Supriyanto, Agus** *Sport Faculty, Jogjakarta State University, Jogjakarta, Indonesia*  
This study examined the relationship between emotional labor and emotional exhaustion by performing a meta-analysis on research studies that present findings on relationships between emotional labor and emotional exhaustion. Twelve studies involved as a based data in this study. Result indicated that there was a positive correlation between emotional labor and emotional exhaustion ( $\rho = 0,394564$ ; 95% confidence interval, CI = 0,140265 - 0,64886). However we can not do moderator analysis because numbers of studies are limited. Thus, this study can not explain moderator variables that influence effects size variation.

**FP-219: Cognition in the business world**

**Personality and profits of foreign exchange traders**

**Oberlechner, Thomas** *Inst. für Psychologie, Webster Universität, Wien, Austria*  
This study explores the role of personality in the performance of professional traders in the currency market. It explores strategies used by foreign exchange traders to generate profits and determines connections between personality characteristics and trading performance. 416 traders at leading banks in North America provided survey answers regarding their personality and mechanisms used to generate profits. Dependent variables included

objective and subjective measures of trading performance. Results show two main factors of profit generation. Considering subgroups of traders using different profit strategies yields significant connections between personality and trading performance. Personality plays an important role in the decisions taken by actors in financial markets.

**Emotions and financial investment decision-making**

**Wranik, Tanja** *Psychology, University of Geneva, Geneva 4, Switzerland*  
Most investors experience strong negative emotions when they lose money, and many overreact to short-term losses and consequently sacrifice long-term gains. We tested the idea that low levels of earnings feedback will lead to fewer subjective losses, fewer negative emotions, and consequently more long-term earnings. Examination of the underlying emotional processes showed that both earnings feedback frequency and individual differences such as personality and emotion regulation skills play a role in predicting emotional experiences, risk-taking behaviors, and long-term investment decisions and earnings. The implications for emotion research and personalized investment strategies will be discussed.

**Medical decision making: Contextual and team factors in emergency care departments**

**Guglielmetti, Chiara** *Social and Political Studies, State University Milan, Milan, Italy*  
**Gilardi, Silvia** *Welfare and Labour Studies, State University Milan, Milan, Italy*  
**Pravettoni, Gabriella** *Social and Political Studies, State University Milan, Milan, Italy*  
**Vago, Gianluca** *Medicine - Clinical Sciences, State University Milan, Milan, Italy*  
The presentation illustrates the results of a multi-methods study of four Emergency Care Departments, based on the Naturalistic Decision Making approach. The aim was to explore the characteristics of decision-making processes in E.C. departments and to identify the socio-organizational factors that can influence them. Different strategies can be observed in daily work practices with regard to how this task is approached. Where the EC team (physicians/nurses) achieves a shared representation of the role distribution, the continuity and preservation of the patient's safety is guaranteed. Furthermore, interpersonal trust is a critical factor in the process of information sharing, integration and utilization.

**Perceived inflation: The impact of experienced frequency of price changes in individual goods**

**Huber, Odilo W.** *Psychology Department, University of Fribourg, Fribourg, Switzerland*  
Perceived inflation refers to the subjective experience of general price development. In contrast to expenditure-weighted official indices, recent models propose the frequency of personal experience with price changes in purchase of goods as determinant for perceived inflation. Three experiments investigate environments with falling, stable, and increasing prices. Different price changes are assigned to two groups of products with identical overall expenditures but different frequency. Products are presented sequentially and prices are compared to learned past reference prices. Final judgments of total expenditure change revealed that in all experiments perceived inflation was dominated by price change of the high frequency group.

**FP-220: Cognition and emotion I**

**Emotion processing stages and variations of EEG theta activity**  
**Leue, Anja** *Faculty of Psychology, Philipps-Universität Marburg, Marburg, Germany*  
**Chavanon, Mira-Lynn** *Faculty of Psychology, Philipps-Universität Marburg, Marburg, Germany*  
**Wacker,**

**Jan** *Faculty of Psychology, Philipps-Universität Marburg, Marburg, Germany*  
**Stemmler, Gerhard** *Faculty of Psychology, Philipps-Universität Marburg, Marburg, Germany*

Objectives: Self-amplification (i.e., activation of emotional processing) has been suggested as one stage in Lewis' (2005) dynamic emotion processing model. A decrease of theta activity is expected to mirror self-amplification. Method: By conducting repeated measures ANOVA this assumption was assessed in 40 students using pleasant, unpleasant, and neutral pictures. Results: A significant decrease of theta activity occurred 2048 ms after picture presentation. This decrease was significantly larger in high- than low-anxious individuals for unpleasant pictures. Discussion: The results provide evidence for the operationalization of self-amplification and suggest the beginning of the self-stabilisation phase indicating the onset of an emotional appraisal.

**Vocabulary Emotion Test (VET): Ability measure of emotional intelligence**

**Taksic, Vladimir** *Dept. of Psychology, University of Rijeka, Rijeka, Croatia*  
**Mohoric, Tamara** *Dept. of Psychology, University of Rijeka, Rijeka, Croatia*  
Emotional intelligence is usually defined as a four-level set of abilities (Mayer & Salovey, 1997). Among these, ability to understand emotions is one that can be best measured with ability test. Vocabulary Emotion Test (VET) was constructed consists of 102 adjectives (short version has 35 items) describing emotional states and mood, and has correct answer, based on a solution from Croatian dictionary (Anić, 1994). Both versions have satisfactory psychometric properties, with reliability coefficient  $\alpha=0.91$ . Convergent-divergent validity was assessed compared TRE with several traditional intelligence tests showing it has 44% of unique variance. VET was translated in English and Swedish.

**Emotion knowledge: Structure and temporal organization chosen post-cognitive emotions**

**Jasielska, Aleksandra** *Inst. of Psychology, Adam Mickiewicz University, Poznan, Poland*  
This study is based on the conclusion, that representations of emotions can be temporarily manifested in autonarratives. The subjects of this exploratory study are two self-conscious emotions: shame and pride. The participants (N=72) were asked to describe autobiographical emotional episodes. Then the subjects' accounts were categorized by coders and submitted to hierarchical cluster analysis. The result was a prototypical description of these emotions. Derived, exploratory results provide mainly: 1) the descriptions of complex emotions as emotional scripts, 2) the structural characteristics of autonarrative emotions, 3) arbitrate the issue of "potential synthesis" in the field of postcognitive emotions.

**Affective interference in temporal perception**

**Constancio Fernandes, Alexandre** *Laboratório de Psicologia, ISPA, Lisboa, Portugal*  
**Garcia-Marques, Teresa** *Laboratório de Psicologia, ISPA, Lisboa, Portugal*  
The presence of an emotion in a human face increases its perceived duration (Droit-Volet et al., 2004). Our study extends this effect to a new set of emotions (happiness, fear, anger) and test the impact that familiarity may exert on it. Participants estimated the duration (between 400-1600 ms) of neutral and emotional faces by comparing them to the extreme durations (short and long) previously learned. The analysis of bisection-points and psychophysical-functions suggest a replication of general overestimation of emotional faces. As expected, familiarity moderates this effect, not because it influences emotional estimations, but