

# Emotion and Deception, Jewish–Arab Community Peace Building, Restorative Justice and Communication, and Anger and Attribution: An Introduction to the Special Issue on Conceptual Reviews

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Welcome to a special issue on conceptual reviews for *Negotiation and Conflict Management Research* (NCMR). Conceptual review articles are high-impact scholarly surveys of important research literatures that summarize recent research, provide integration of the literature, and highlight important directions for future inquiries. The four articles appearing in this special issue cover a broad range of topics including emotion and deception, Jewish–Arab community peacebuilding, restorative justice and communication, and anger through the lens of attribution theory.

Conceptual reviews are not frequently framed in a form of theory with propositions, but the first article appearing in this special issue proposes a comprehensive conceptual review and a theoretical model. Methasani, Gaspar, and Barry (2017) contribute to our scholarly knowledge proposing the Interpersonal Emotion Deception Model (IEDM). Incidental emotions are important influences on a negotiator's decision to use deception. The authors review theory and empirical research examining the intrapersonal effect of a negotiator's own emotions on his or her decision to use deception. Then, the authors argue for the interpersonal effects of emotion on deception, modeling the process of how a counterpart's emotion influences the decision to use deception in negotiation. In their review, the authors find that emotions profoundly influence the decision to use deception. The article expands our understanding of the important role of emotions in the deception decision process from an interpersonal framework. The authors also contribute by integrating research on the intrapersonal and interpersonal effects of emotion and how the emotions of others influence the decision to use deception in negotiation. Methasani et al. (2017) offer intriguing future research directions for the role of emotions in the deception decision process in negotiation.

Kuttner (2017) reviews the theoretical underpinnings of the concept of a “shared society” in the Jewish–Arab community peacebuilding process and delineates a paradigm shift from “coexistence” toward a dialogic and relational understanding. The author contributes to our knowledge by arguing for a process of co-constructing joint reality and identity in ways that go beyond transformation and narrative approaches to conflict resolution. A dialogic and relational perspective of the self and human interaction occurs when parties engage in partnership and sharing life. The author illustrates the conceptual review with a case study highlighting features of a three-level developmental relational, dialogue-driven paradigm leading to shared society. Thus, in addition to reviewing and synthesizing theory, Kuttner (2017) also provides a model for further development and empirical testing as well as ideas for a contemporary and future practice for peace in Israel.

Paul and Borton (2017) review the literature on restorative justice from a communication perspective. The authors begin by identifying different ways in which restorative justice has been defined and evaluated. Paul and Borton (2017) argue that such differences are opportunities for thinking about *how* scholars and practitioners conceptualize restorative justice. To do so, the authors propose approaching restorative justice from a communication perspective with the intent of infusing ‘new life’ (p. 200) into the field. As a part of this, they offer a number of questions that a communication perspective can provide for both the definition of and evaluation of restorative justice. Paul and Borton (2017) conclude by suggesting communication-based recommendations for how restorative justice can be further studied, how facilitators of restorative justice can be trained, and how administrators can more successfully use restorative justice in their organizations.

Hunsaker (2017) provides a conceptual review of anger in the negotiation context through the lens of attribution theory. The review contributes to our understanding of anger in negotiation by delineating attention to power, status, and fluctuating emotions. The author also situates this review with previous articles which approach anger in negotiation more broadly. The author provides a review on the causes of anger in negotiation including the causal antecedents that make anger more or less effective for negotiators. This review addresses when anger helps and when it hurts focusing on either causal ascriptions or causal antecedents. The review also identifies the intrapersonal and interpersonal (both positive and negative) effects of anger within the negotiation context. Hunsaker (2017) reviews several theoretical frameworks used for examining emotions in negotiation and identifies methodological and contextual opportunities for further inquiry. Finally, the author offers directions for future research and theory development.

We hope you enjoy the articles in the special issue as much as we do. Each offers the *NCMR* readership with broad and intellectually diverse perspectives on conflict and negotiation. For additional conceptual articles, we invite you to examine a previous issue of *NCMR* dedicated to theory building (Cronin, 2011). The domain of *NCMR* topics encompasses negotiation and conflict management across levels, including, but not limited to, specific fields of negotiation (e.g., power, emotion, gender, culture, ethics), team negotiation, multiparty negotiation, and conflict studies (e.g., interpersonal, intergroup, organizational, and cross-cultural), across a range of domains including environmental conflict, peace studies, gender, family business conflict, crisis negotiations, and political negotiations, as well as across a variety of approaches, including face-to-face and representative negotiations, formal and informal third-party intervention, mediation, and arbitration. *NCMR*'s audience includes scholars and practitioners who study negotiation and conflict management in familial, organizational, societal, and international settings. These are scholarly areas ripe for future conceptual reviews for *NCMR*.

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