

## Preface

Intelligence is the most important general predictor for professional success and is one of the most often assessed abilities in personnel selection. Intelligence is considered a relatively stable trait and the assessment of intelligence should depend on one's ability and not on situational influences. In order to make valid decisions in personnel selection the result of an intelligence test should therefore not be prone to the momentary state of a candidate. However, psychological measurements always take place in a situational context. Test scores can be influenced by the outer situation such as the testing room but also by the inner situation of an individual such as the current mood or emotions.

In the present book Katharina Lochner analyzes the influence of mood and emotions on reasoning, an important facet of intelligence, in a complex experimental study that goes beyond previous research on this topic. She gives a very thorough overview of previous research on the influences of mood and emotions on intellectual performances, and describes different prominent theories in detail. Everyone who is interested in getting a current up-to-date overview of this important topic will find a concise discussion of the state of the art in research on affect and intelligence.

In her empirical study she focuses on a wide range of different emotions and hypothesizes that positive emotions have a stronger influence than negative emotions and that activating emotions are more important than deactivating emotions. Her hypotheses are scrutinized using the internet as scientific tool for conducting randomized experiments. Different emotional states are successfully induced by different movies and her hypotheses are analyzed in a longitudinal study. The results of this study show that her hypotheses cannot be confirmed. Because the statistical power of her study was strong enough, this result is of high importance for research

on emotion, intelligence and personnel selection. It shows that the emotional quality of the current state of a candidate is of minor importance for the interpretation of reasoning scores. This result sheds new light on the emotional basis of intellectual abilities and will have important consequences for the interpretation of ability test scores. The book is therefore not only of interest for researchers but also for practitioners in the field of aptitude assessment. The clear and concise style in which the book is written makes it accessible to a broad audience and I am convinced that the book will find the attention that it deserves.

Michael Eid

Successful Emotions

How Emotions Drive Cognitive Performance

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