Contents

Chapter 1  General introduction  9
Chapter 2  The incremental validity of communication styles over personality traits for leader outcomes.  25
Chapter 3  Self-other agreement on a leader’s communication styles: Does it add value for predicting leader outcomes?  45
Chapter 4  Mediating the relationship between leader communication styles and leader criteria: Perceived expertise and liking.  63
Chapter 5  Differential relations of leader expressiveness and leader preciseness with criteria.  87
Chapter 6  Conclusion and discussion  105
Dutch abstract (Nederlandse samenvatting)  125
Appendices  133
References  143