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Soggetti	Business information services Operations research Information technology - Management Game theory Application software Business Information Systems Operations Research and Decision Theory Computer Application in Administrative Data Processing Game Theory Computer and Information Systems Applications
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Nota di contenuto	Keynote Papers -- Data Spaces: Combining Goal-driven and Data-driven Approaches in Community Decision Sand Negotiation Support -- The strange absence of abstraction levels in designing HCI -- General Topics in Group Decision and Negotiation -- Stream Introduction: General Topics in Group Decision and Negotiation -- A framework for collaborative disaster response: A grounded theory approach -- Convergent Menus of Social Choice Rules -- Fuzzy group decision-making for the remediation of uranium mill tailings -- Conflict Resolution -- Stream Introduction: Conflict Resolution -- Evolutional Analysis for the South China Sea Dispute based on the Two-stage Attitude of Philippines -- Emotions in Group Decision and Negotiation -- Stream Introduction: Emotions in Group Decision and Negotiation --

Effects of Pre-Negotiation Behavior on the Subsequent Episode -- Negotiation Support Systems and Studies -- Stream Introduction: Negotiation Support Systems and Studies -- A Lifecycle Macro Phase Model for Negotiation -- Decision Problems in Requirements Negotiations - Identifying the Underlying Structures -- The Role of Sentiment and Cultural Differences in the Communication Process of e-Negotiations -- Nucleolus-based compensation payments for automated negotiations of complex contracts -- Preference Modelling for Group Decision and Negotiation -- Stream Introduction: Preference Modeling for Group Decision and Negotiation -- Choosing a Voting Procedure for the GDSS GRUS -- Building a shared model for multi-criteria group decision making: Experience from a case study for sustainable transportation planning in Quebec City -- A group decision outranking approach for the agricultural technology packages selection problem.-- Can the holistic preference elicitation be used to determine the accurate negotiation offer scoring systems? A comparison of direct rating and UTASTAR technique -- The heuristics and biases in using the negotiation support systems.

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Sommario/riassunto

This book constitutes the refereed proceedings of the 17th International Conference on Group Decision and Negotiation, GDN 2017, held in Stuttgart, Germany, in August 2017. The field of Group Decision and Negotiation focuses on decision processes with at least two participants and a common goal but conflicting individual goals. Research areas of Group Decision and Negotiation include electronic negotiations, experiments, the role of emotions in group decision and negotiations, preference elicitation and decision support for group decisions and negotiations, and conflict resolution principles. The 14 full papers presented in this volume were carefully reviewed and selected from 87 submissions. They were organized in topical sections named: general topics in group decision and negotiation; conflict resolution; emotions in group decision and negotiation; negotiation support systems and studies; and preference modeling for group decision and negotiation. The book also contains two invited talks in full paper length. .

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