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| Nota di contenuto | Individual Preferences in Group Decision and Negotiation -- The Application of Item Response Theory for Analyzing the Negotiators' Accuracy in Defining Their Preferences -- Trade-Offs for Ordinal Ranking Methods in Multi-Criteria Decisions -- Group Decision Making -- Multi-Criteria Group Decision Making with Private and Shared Criteria: An Experiment -- Plurality, Borda Count, or Anti-plurality: Regress Convergence Phenomenon in the Procedural Choice -- Estimating Computational Models of Dynamic Decision Making from Transactional Data -- Demystifying Facilitation: A New Approach to Investigating the Role of Facilitation in Group Decision Support Processes -- Negotiations -- Bargaining Power – Measuring Its Drivers |

and Consequences in Negotiations -- A Deviation Index Proposal to Evaluate Group Decision Making Based on Equilibrium Solutions -- What Computers Can Tell Us about Emotions – Classification of Affective Communication in Electronic Negotiations by Supervised Machine Learning -- Applications of Group Decision and Negotiation -- Facebook and the Elderly: The Benefits of Social Media Adoption for Aged Care Facility Residents -- How to Help a Pedagogical Team of a MOOC Identify the “Leader Learners” -- Negotiating Peace: The Role of Procedural and Distributive Justice in Achieving Durable Peace.

Sommario/riassunto

This book constitutes revised selected papers from the 16th International Conference on Group Decision and Negotiation, GDN 2016, held in Bellingham, WA, USA, in June 2016. The GDN meetings aim to bring together researchers and practitioners from a wide spectrum of fields, including economics, management, computer science, engineering, and decision science. The 12 papers presented in this volume were carefully reviewed and selected from 70 submissions. They deal with the fundamental part of all decision processes and individual preferences; the situations of group decision making; the collective decision making in situations characterized by a higher level of conflict; and the group processes and negotiations in different subject areas.
