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	Nota di contenuto	The Effects of Personalised Negotiation Training on Learning and Performance in Electronic Negotiations -- A Conceptual Framework for Task and Tool Personalisation in IS Education -- Personalising the IS Classroom -- Towards a Holistic Evaluation Concept for Personalised Learning in Flipped Classrooms.
	Sommario/riassunto	Philipp Melzer analyses influence factors of personalised learning aiming to lay out design principles for personalised blended learning courses. Finding only weak support for a matching between learning styles and teaching methods, he defines learning tasks as the object of further investigations. Following the idea of a community of inquiry, the author develops the Personalised Learning Framework (PLF), modelling personalised learning as a process of selection as well as usage of learning tasks and learning tools by the community of inquiry. To evaluate the PLF further, a traditional university course is transformed to a personalised flipped classroom course. He shows how personalised learning can be supported in concrete learning interventions using specific learning methods and technologies. Contents The Effects of Personalised Negotiation Training on Learning and Performance in

Electronic Negotiations A Conceptual Framework for Task and Tool Personalisation in IS Education Personalising the IS Classroom Towards a Holistic Evaluation Concept for Personalised Learning in Flipped Classrooms Target Groups Researchers and students in the fields of information systems, economic, social, and educational sciences, higher education didactics Practitioners in consultancies, training, coaching, e-learning The Author Philipp Melzer is a research assistant at the Department Information Systems 1 - Organisational Communication at the University of Hohenheim.