Record Nr. UNINA9910437585203321 Models for intercultural collaboration and negotiation / / Katia Sycara, **Titolo** Michele Gelfand, Allison Abbe, editors Pubbl/distr/stampa Dordrecht;; New York,: Springer, c2013 **ISBN** 1-299-40757-9 94-007-5574-0 Edizione [1st ed. 2013.] Descrizione fisica 1 online resource (203 p.) Advances in group decision and negotiation, , 1871-935X;; v. 6 Collana Altri autori (Persone) SycaraKatia GelfandMichele AbbeAllison Disciplina 303.4820113 Soggetti Cooperation - Social aspects Negotiation - Social aspects Cultural relations Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Gerald F. Goodwin: Foreword to the Volume -- Birukou, A., Blanzieri, E., Giorgini, P., & Giunchiglia, F. A: Formal Definition of Culture -- Salazar, M. R., Shuffler, M. L., Bedwell, W. L., and Salas, E.: Toward A Contextualized Cultural Framework -- Turan, N., Dai, T., Sycara, K., Weingart, L.: Toward a Unified Negotiation Framework: Leveraging Strengths in Behavioral and Computational Communities -- Hofstede, G. J., Jonker, C., Werwaart, T. A: Model of Culture in Trading Agents --Fulmer, C. A., & Gelfand, M. J.: How Do I Trust Thee? Dynamic Trust Patterns and Their Individual and Social Contextual Determinants --Jassin, K., Sheik, H., Obeid, N., Argo, N., Ginges, J.: Negotiating Cultural Conflicts Over Sacred Values -- Bui-Wrzosinska, L., Gelfand, M. J., Nowak, A., & Severance, L.: Studying trajectories of conflict escalation -- Dudik, M., & Gordon, G. J.: A Game-Theoretic Approach to Modeling Cross-Cultural Negotiation -- Paruchuri, P., Chakraborty, N., Zivan, R., Sycara, K., Dudik, M., & Gordon, G.: POMDP Based Negotiation modeling -- de Raad, W. E., Nowak, A., & Borkowski, W.: Modeling Dynamics of Multicultural Integration and Conflict.

With increasing globalization of business and science, cultural

Sommario/riassunto

differences of the parties are an important factor that affects the process and outcomes of collaborative and self-interested interactions. The social science literature on culture, human collaboration and negotiation is mostly devoted to work within the same culture. Computer science and Artificial intelligence researchers have developed computational models of cooperation, conflict resolution and negotiation without paying a great deal of attention to identifying and modelling cultural factors. The interest in understanding inter-cultural interactions has increased substantially and has led to greater interest of social scientists and computational scientists in theoretical and experimental analysis of inter-cultural exchanges, modelling and support. The aim of this volume is to bridge the gap and bring these communities together to share research work and experiences, discuss ideas and forge interdisciplinary collaborative relations.