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Titolo	Handbook of Group Decision and Negotiation [[electronic resource] /] / edited by D. Marc Kilgour, Colin Eden
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Edizione	[2nd ed. 2021.]
Descrizione fisica	1 online resource (1208 pages) : illustrations
Disciplina	658.4036
Soggetti	Psychology, Industrial Operations research Group theory Work and Organizational Psychology Operations Research and Decision Theory Group Theory and Generalizations Presa de decisions Negociació Llibres electrònics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes index.
Nota di contenuto	Introduction to the Handbook of Group Decision and Negotiation -- Just Negotiations, Stable Peace Agreements, and Durable Peace -- Methods to Analyze Negotiation Processes -- Negotiation Processes: Empirical Insights -- The Notion of Fair Division in Negotiations -- Sharing Profit and Risk in a Partnership -- Advances in Defining a Right Problem in Group Decision and Negotiation -- Role of Emotion in Group Decision and Negotiation -- Impact of Cognitive Style on Group Decision and Negotiation -- Communication Media and Negotiation: A Review -- Negotiation Process Modelling: From Soft and Tacit to Deliberate -- Holistic Preferences and Prenegotiation Preparation -- Context and Environment in Negotiation -- Neuroscience Tools for Group Decision and Negotiation -- Supporting Community Decisions -- Crowd-Scale Deliberation for Group Decision-Making -- Discussion and Negotiation Support for Crowd-Scale Consensus -- Participatory

Modeling for Group Decision Support -- Group Decisions: Choosing a Winner by Voting -- Group Decisions: Choosing Multiple Winners by Voting -- Looking Back on Decision Making Under Conditions of Conflict -- From Game Theory to Drama Theory -- Using Drama Theory to Model Negotiation -- Non-Cooperative Bargaining Theory -- Negotiation as a Cooperative Game -- Conflict Resolution Using the Graph Model: Individuals and Coalitions -- Conflict Resolution Using the Graph Model: Matrices, Uncertainty, and Systems Perspectives -- Group Support Systems: Past, Present, and Future -- Time, Technology, and Teams: From GSS to Collective Action -- Group Support Systems: Experiments with an Online System and Implications for Same-Time/Different-Places Working -- Group Support Systems: Concepts to Practice -- Systems Thinking, Mapping, and Group Model Building -- Collaboration Engineering for Group Decision and Negotiation -- Behavioral Considerations in Group Support -- Group Decision Support Practice 'as It Happens' -- Procedural Justice in Group Decision Support -- Looking Back on a Framework for Thinking About Group Support Systems -- Multicriteria Methods for Group Decision Processes: An Overview -- Multiple Criteria Decision Support -- Multiple Criteria Group Decisions with Partial Information About Preference -- Group Decision Support Using the Analytic Hierarchy Process -- Group Decisions with Intuitionistic Fuzzy Sets -- Group Decisions with Linguistic Information: A Survey -- A Group Multicriteria Approach -- E-Negotiations: Foundations, Systems, and Processes -- Electronic Negotiation and Behavioral Elements -- Negotiation, Online Dispute Resolution, and Artificial Intelligence -- Negoisst: Complex Digital Negotiation Support -- Online Dispute Resolution Services: Justice, Concepts, and Challenges -- Agent Reasoning in AI-Powered Negotiation.

Sommario/riassunto

The second edition of this defining handbook provides an up-to-date reference on approaches to the principles and practice of negotiation, group decision-making, and collaboration. It includes the origins, development, and prospects of electronic negotiation, as well as on-line or computer-based arbitration. It constitutes a comprehensive guide to how traditional issues in negotiation, such as knowledge, language, strategy, fairness and justice, have been transformed by technology. The growing field of group decision and negotiation is best described as the empirical, formal, computational, and strategic analysis of group decision-making and negotiation, especially from the viewpoints of organizational behaviour, management science and operations research. The topic crosses many traditional disciplinary boundaries. It has connections to business administration and business strategy, management science, systems engineering, computer science, mathematics, law, economics, psychology, and other social sciences. The first edition greatly strengthened this advancing field. This thoroughly revised and considerably enlarged second edition maintains the approach and philosophy, while adding many important and emerging topics, and an entire section on the frameworks that have created the field. It is a comprehensive, accurate, reliable, and readable reference, and is a major reference volume in the field of group decision and negotiation. .
