

17th International Conference on Group Decision & Negotiation - Monday, August 14th 2017

Time	Green Hall	Blue Hall
8:00		
		Registration Doctoral Consortium
9:00		
		Doctoral Consortium – Breakout Session 1 Chairs: Per van der Wijst
10:00		
		Coffee Break
11:00		
		Doctoral Consortium – Breakout Session 2 Chairs: Tomasz Szapiro
12:00		
		Lunch (Café Denkbar)
13:00		
		Doctoral Consortium – Breakout Session 3 Chairs: Tomasz Wachowicz
14:00		
		Coffee Break
15:00		
		Doctoral Consortium – Breakout Session 4 Chairs: Per van der Wijst, Tomasz Szapiro, Tomasz Wachowicz
16:00		
17:00		
18:00		
	Welcome Reception & Registration	

* nominated for GDN Springer Best Paper Award

** nominated for GDN Springer Young Researcher Award

17th International Conference on Group Decision & Negotiation - Tuesday, August 15th 2017

Time	HS 1	HS 4	HS 5	Green Hall
8:00	Conference Registration (Upper Foyer)			
9:00	Conference Welcome (Balcony Hall) Mareike Schoop & D. Marc Kilgour			
10:00	Keynote (Balcony Hall) Matthias Jarke – Combining Goal-driven and Data-Driven Approaches in Community Decision and Negotiation Support			
	Coffee Break (Pine Cone Hall)			
11:00	Preference Modelling (1) – Chair: Danielle Morais Palha, Zaraté, Almeida & Nurmi – Choosing a Voting Procedure for the GDSS GRUS Donais, Abi-Zeid & Lavoie – Building a shared model for multi-criteria group decision making: Experience from a case study for sustainable transportation planning in Quebec City** Carrillo, Lopez & Valenzuela – A group decision outranking approach for the agricultural technology packages selection problem	Negotiation Support Systems & Studies (1) – Chair: Per van der Wijst Kaya, Körner, Lenz, Melzer, Schoop & van der Wijst – Does Trusting Behaviour Pay in Electronic Negotiations? Hawlitschek, Kranz, Elsner, Fritz, Mense, Müller & Straub – Sharewood Forest – A Peer-to-Peer Sharing Economy Platform for Wild Camping Sites in Germany Peukert, Hawlitschek, Adam & Weinhardt - User Interface Artifacts in the Trust Game*	General Topics in GDN (1) – Chair: Mareike Schoop Ke & Bookbinder – Managing the Discount Decisions for Supplier and Carrier: A Game Theoretic Approach Vetschera & Dias – Bargaining steps and preference types in Zeuthen-Hicks Bargaining* Suzuki & Horita – Convergent Menus of Social Choice Rules	
12:00				
13:00	Lunch (Pine Cone Hall)			GDN Board Lunch
14:00	Preference Modelling (2) – Chair: Tomasz Wachowicz Palha, Almeida & Morais – A Group Decision and Negotiation Framework for hiring Subcontractors in Civil Construction Industry Urtiga & Morais – Problem Structuring Methodology for Participatory Water Management	Negotiation Support Systems & Studies (2) – Chair: Sabine Köszegi Körner & Schoop – Classifying Electronic Negotiations based on their Communication Content Alfano, Yu, Kersten & Neumann – What Is the Right Tone? Language Sentiment in E-negotiations.	General Topics in GDN (2) – Chair: Philipp Melzer Chai & Clark – The 'Initiator Effect': Evidence for an Inherent Seller Outcome Advantage in Asking Price Framed Negotiations** Bregar – Application of a hybrid Delphi and aggregation-disaggregation procedure for group decision-making Yazdani, Fomba & Zaraté – A decision support system for multiple criteria decision making problem	Panel: Conflict Mitigation and Humanitarian Negotiation Chairs: Alain Lempereur, Melvin F. Shakun
15:00	Bus Transfer to Social Event Departure 3pm at Hohenheim Castle			
16:00				
17:00	Tour & Wine Tasting (Museum of Viniculture Stuttgart-Uhlbach) Bus Transfer back is provided (1 st Stop: Untertürkheim, 2 nd Stop: Hohenheim)			

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17th International Conference on Group Decision & Negotiation - Wednesday, August 16th 2017

Time	HS 1	HS 4	HS 5
8:00			
9:00	Preference Modelling (3) – Chair: Irène Abi-Zeid	Negotiation Support Systems & Studies (3) – Chair: Tomasz Szapiro	General Topics in GDN (3) – Chair: Philipp Melzer
10:00	Roszkowska & Wachowicz – Can the holistic preference elicitation be used to determine accurate negotiation offer scoring systems? A comparison of direct rating and UTASTAR technique	Lenz & Schoop – Decision Problems in Requirements Negotiations – Identifying the Underlying Structures**	Bajwa, Lewis, Pervan & Lai – Exploring Global Assimilation and Impacts of Collaborative Information Technologies
	Kersten, Roszkowska & Wachowicz – The heuristics and biases in using the negotiation support systems	Guckenbiehl & Buer – Nucleolus-based compensation payments for automated negotiations of complex contracts	Way & Yuan – Requirements analysis for collaborative disaster response systems: A grounded theory approach
	Carbonneau, Yu & Vahidov – Preference non-linearity and concession crossover in electronic negotiations	Gerber & Szapiro – On Experts' Intuition as a Supportive Mechanism in Negotiations	Adam-Ledunois & Damart – A visual tool for mapping the integrative postures of a management team
	Coffee Break (Pine Cone Hall)		
11:00	Keynote (Balcony Hall) Dov Te'eni - A disturbing absence of abstraction levels in designing IT		
12:00	Lunch (Pine Cone Hall)		
13:00	Preference Modelling (4) – Chair: Rangaraja Sundaraj	Negotiation Support Systems & Studies (4) – Chair: Rustam Vahidov	General Topics in GDN (4) – Chair: Philipp Melzer
14:00	Gomes, Morais & Sundarraj – Self-other Perceptual Differences in a Negotiation Process: A study of Culture Dimensions	Covaci – A Multi-Agent Negotiation Support System for Supply Chain Formation	Hong & van der Wijst – Getting to Yes at the Beach or in the Office? – The Role of Location Formality and Negotiation Type on Negotiation process and Outcomes*
	Te Boveldt, van Raemdonck & Macharis – From Desirable to Feasible. Fostering Inter-Institutional Cooperation with Competence-based Multi-Criteria Analysis	Vahidov, Kersten & Yu – Human-software agent negotiation: Impact of agents' tactics and task complexity on human behaviour	Kloker, Straub, Schädlich, Zentek & Weinhardt – Partition Dependence Bias in Group Forecasting
	Fernandes, Climaco & Captivo – A cooperative multicriteria group decision adining tool – A guided tour of the desktop application	Schmid – Enhancing the Flexibility of Electronic Negotiation Protocols Using a Workflow Management System (Student Paper)**	Hawlitcshek, Notheisen, Mertens, Teubner & Weinhardt – Trust-free Systems in the Trust Age= a Review on Blockchain and Trust in the Sharing Economy
	Coffee Break (Pine Cone Hall)		
15:00	Preference Modelling (5) – Chair: Love Ekenberg	Micro-Processes of Group Decision Making Support (1) – Chair: Mike Yearworth	Conflict Resolution (1) – Chair: Keith W. Hipel
16:00	Danielson & Ekenberg – Simplifying ranking methods of MCDM	Todella, Lami & Armando – Architectural Design and Planning talk to each other: a Dialogue via Strategic Choice Approach (SCA)	Zhu, Kilgour & Hipel – Conflict analysis of offshore oil exploration in the South China Sea
	Dell'ovo, Frej, Oppio, Capolongo, Morais & Almeida – Assessing stakeholders preferences about Healthcare Facility Location using FITtradeoff method	Eden, Pyrko & Howick – Knowledge Acquisition Using Group Support Systems*	Xiao, Fang & Hipel – Determining a Conservation Target for Water Demand Management
	Roselli, Frej & Almeida – Designing preference modelling for FITtradeoff method with decision neuroscience experiments*	Pyrko, Eden & Ackermann – Towards a typology of roles in strategy making workshops – building on the use of the GSS data logs*	Aljefri, Hipel & Fang – Hypergames in Graph Form**
17:00		GDN Section Business Meeting	
		GDN Journal Meeting	

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17th International Conference on Group Decision & Negotiation - Thursday, August 17th 2017

Time	HS 1	HS 4	HS 5	Green Hall
8:00				8:00
9:00	<p>Emotion in Group Decision and Negotiation (1) – Chair: Bilyana Martinovski</p> <p>Leppanen, Hamalainen, Saarinen & Viinikainen – Intrapersonal emotional responses to inquiry and advocacy</p> <p>Weber, Schmidt, Herbst & Voeth – Negotiation as a Multi-Stage Process - Behavioral Effects on Subsequent Episodes**</p> <p>Martinovski – Communication Influences Culture and Emotion in Decision Taking and Negotiation</p>	<p>Micro-Processes of Group Decision Making Support (2) – Chair: Mike Yearworth</p> <p>Burger, White & Yearworth – Theorising playful model-driven group decision support with situated affectivity</p> <p>Verhulst & Rutkowski – Imbrication between Human and Material Agencies in Decision Making in the Police Work Force. Affordances Explained in Practice</p> <p>Nobrega & Rutkowski – Getting cyber organized: Information overload and Collaborative action in a small scale economy</p>	<p>Conflict Resolution (2) – Chair: D. Marc Kilgour</p> <p>Xu, Xu & He – Evolutional Analysis for the South China Sea Dispute based on Two-stage Attitude of Philippines</p> <p>Chen, Wu & Lu – An Information Fusion Approach to DEA Models with Non-homogeneous DMUs</p> <p>Wu, He & Chen – Multi-agent Modelling on Carbon Emission Schemes in China: Taxes vs. Trade</p>	
10:00				
Coffee Break (Pine Cone Hall)				
11:00	<p>Keynote (Balcony Hall)</p> <p>Wendi Adair – Just below the surface: Bringing the impact of culture on negotiation and group decision making into focus through observable verbal and nonverbal behaviours</p>			
12:00	Lunch (Pine Cone Hall)			
13:00		<p>General Topics in GDN (5) – Chair: Per van der Wijst</p> <p>Krieg, Maier & Schreiber – How to Learn to Negotiate: An Interactive University Teaching Concept in Negotiation Management from a Students' Perspective (Student Paper)**</p> <p>Sepin & Kaya – The GDN Research Map – An Overview of Research Flows and their Interrelated Links (Student Paper)**</p> <p>Micro-Processes of Group Decision Making Support (3) - Chair: Per van der Wijst</p> <p>Reynolds – How Autoethnography based upon a Small Student Experiment Assisted a Novice Researcher in Developing the Design of a Larger Study</p>	<p>Conflict Resolution (3) – Chair: D. Marc Kilgour</p> <p>Scherer – Nuclear Accidents and Deterrence in a Bargaining Model**</p> <p>Langenegger – Micro-level Perspective on Sanction Conflicts: An Agent-based Simulation Approach**</p> <p>Sand – When negotiations fail before they start</p>	
14:00	<p>Emotion in Group Decision and Negotiation (2) – Chair: Bilyana Martinovski</p> <p>Knierim, Hariharan, Dorner, Weinhardt – Emotion Feedback in Small Group Collaboration: A Research Agenda for Group Emotion management Support Systems*</p> <p>Sriram & Sundarraj – Perceived anger intensity in electronic negotiation*</p>			
Coffee Break (Pine Cone Hall)				
15:00	<p>General Topics in GDN (6) – Chair: Annika Lenz</p>	<p>Panel: Theory as Practice: practitioner benefits of GDN concepts and theories - Chair: Colin Eden & Mike Yearworth</p>		<p>GDN Award Committee</p>
16:00				

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	<p>Jimenez-Martin, Salas, Perez-Sanchez & Mateos – Fuzzy group decision-making for the remediation of uranium mill tailings</p> <p>Negotiation Support Systems & Studies (5) – Chair: Annika Lenz</p> <p>Akpinar, Alfano, Yu & Kersten – The Role of Sentiment and Cultural Differences in the Communication Process of e-Negotiations (Student Paper)</p>	<p>Panelists: Adiel Almeida, Deepinder Bajwa, Keith W. Hipel, Gregory Kersten, Marc Kilgour, Bilyana Martinovski, Mareike Schoop, Tomasz Wachowicz, Mike Yearworth, Pascale Zaraté</p>		
<p>18:00 – 22:00</p>	<p align="center">GDN 2017 Conference Dinner (Mövenpick Hotel Stuttgart Airport) Bus Transfer to Mövenpick Hotel from Hohenheim Castle at 6pm – Bus Transfer back is provided</p>			

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17th International Conference on Group Decision & Negotiation - Friday, August 18th 2017

Time	Balcony Hall	HS 1	HS 4
8:00			
9:00		<p>Preference Modelling (6) – Chair: Ewa Roszkowska</p> <p>Leoneti & Gimon – Cobb-Douglas modelling for the “me” versus “us” strategic decision in dynamic negotiation process</p> <p>Grech & Nax – Interactive vs. Non-Interactive Dictator Games</p> <p>Williams & Fang – An Open Data Model for Fostering Innovative Policy Options to Enable a Triple Bottom Line</p>	<p>Conflict Resolution (5) – Chair: D. Marc Kilgour</p> <p>Philpot, Hipel & Johnson – Design and Application of a Values-focused Decision Support System to Facilitate Public Participation in Environmental Decision-Making</p> <p>Alhindi, Hipel & Kilgour – China, USA, Japan, and the Asian Infrastructure Investment Bank</p> <p>Matbouli – Robustness of Equilibria of the Keystone XL Pipeline Dispute</p>
10:00			
Coffee Break (Pine Cone Hall)			
11:00	<p>Keynote GDN Award Winner</p>		
12:00	<p>Conference Closing Mareike Schoop & D. Marc Kilgour</p>		
Lunch (Pine Cone Hall)			
13:00			

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