



GDN 2013 PROGRAM AT A GLANCE

Venue: Department of Computer and Systems Sciences, Forum 100, Isafjordsgatan 39, Kista;
Subway line 11 towards Alkalla

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GDN 2013	WED June 19	THU June 20
9.30-11.00	3. Parallel Sessions <i>Conflict resolution III</i> <i>Shareholders II</i> <i>Collaboration II</i> <i>Society and Behavior I</i>	5. Parallel Sessions <i>Facilitation</i> <i>E-Negotiation I</i> <i>Society and Behavior II</i> <i>Panel</i>
11.00-11.30	<i>Break</i>	<i>Break</i>
11.30-12.30	Plenary Carsten de Dreu	Plenary Colin Eden
12.30-14.00	<i>Lunch</i>	<i>Lunch</i>
14.00-15.10	Plenary Stacy Marsella	Plenary GDN2013 Award Winner
15.10-15.30	<i>Break</i>	<i>Break</i>
15.30-17.00	4. Parallel Sessions <i>Conflict resolution IV</i> <i>Shareholders III</i> <i>Models II</i> <i>Workshop III canceled</i>	6. Parallel Session <i>Society and Behavior III</i> <i>Society and Behavior IV</i> <i>E-Negotiation II</i> <i>Workshop IV</i>
17.00-18.00	INFORMS GDN Business Meeting	CLOSING
19.30-23.00	<i>Boat Tour in Stockholm Archipelago and Banquet</i> Address: Nybrokajen, kajplats 8, in front of Radisson Blu Strand Hotel Bus at 6.30-6.45 pm from Kista to ship. There is no return bus service; Metro line 11 goes from Kungsträdgården Station to Kista	<i>Guided Tour in Stockholm Old Town</i> We take the underground and/or walk to site Meetingplace: Finska kyrkan/Slottsbacken Address: Slottsbacken 2B, 111 30 Stockholm

GDN2013 WEDNESDAY JUNE 19

9.30-11.00	<p>WAM1 Hall A</p> <p>CONFLICT RESOLUTION Session III Energy and Environmental Management. Chair: <i>Amer Obedi</i></p> <ol style="list-style-type: none"> 1. Robustness of Equilibrium in Conflict Resolution. <i>Matbouli, Hipel, and Kilgour</i> 2. Negotiation and Conflict Resolution in Systems Engineering: A Prescriptive Approach. <i>Shukla, Hipel, and Auriol</i> 3. Applying the Graph Model to Strategic Conflicts Arising over the Keystone XL Pipeline Project between Canada and the USA. <i>Payganeh, Obeidi, and Hipel</i> 	<p>WAM2 Hall C</p> <p>SHAREHOLDERS Session II: Auditing Chair: <i>Pyung K. Kang</i></p> <ol style="list-style-type: none"> 1. Managers' Audit Negotiation Judgments Around an Initial Public Offering. <i>Helen Brown-Liburd, Arnold Wright, and Valentina Zamora</i> 2. The Relationship of Cognitive Effort, Information Acquisition Preference, and Risk to Simulated Auditor-Client Negotiation Outcomes. <i>Kleinman, Gary, Dan Palmon, and Kyunghee Yoon</i> 3. Combining Stackelberg Competition with Budget Restriction in Duopolistic Telecom Procurements. <i>Driss Zabi</i> 	<p>WAM3 Room 401</p> <p>COLLABORATION Session II: Support Systems Chair: <i>Deepinder Bajwa</i></p> <ol style="list-style-type: none"> 1. Dynamic Knowledge Support for Decision-making and Problem-solving. <i>Birinder Singh Sandhwalia and Darren Dalcher</i> 2. Group and Negotiation Support Systems Research from 1990 to 2010. <i>Graham Pervan and David Arnott</i> 3. Utilization and Impacts of Collaborative Information Technologies: Global Comparisons. <i>Deepinder S. Bajwa, L. Floyd Lewis, Graham Pervan, and Vincent Lai</i> 	<p>WAM4 Hall B</p> <p>SOCIETY AND BEHAVIOR Session I Chair: <i>Druckenmiller</i></p> <ol style="list-style-type: none"> 1. A Framework for Negotiating Information Technology Outsourcing Agreements. <i>Subha Chandar and John Zeleznikow</i> (SKYPE talk) 2. Digital Volunteers and the Law: A Decision Support System to Address Potential Liabilities. <i>Marta Poblet, Rebecca Lesbinsky and John Zeleznikow</i> 3. Crowdsourced Crisis Mapping Chair: <i>Marta Poblet</i> 4. Information Sharing in Interorganizational Systems – A Story about Falsehood, Greed, and Privacy. <i>Fabian Lang</i> 5. Toward the development of grounded theory to guide the transition of inter-organizational social networks into self-sustaining communities. <i>Douglas Druckenmiller and Daniel Mittleman</i>
11.00-11.30	<i>Coffee break</i>			
11.30-12.30	<p>PLENARY SESSION Chair: <i>Gregory Kersten</i> Humans are Parochial Altruists: Neurocognitive Foundations with Implications for Intergroup Negotiation by <i>Carsten de Dreu</i> Hall A</p>			
12.30-13.00	Presentation of Network for Negotiation Research by <i>Rudolf Veitschera and Peter Kesting</i>			
13.00-14.00	LUNCH			
14.00-15.10	<p>PLENARY SESSION. Chair: <i>Bilyana Martinovski</i> Virtual Humans Willing to Negotiate by <i>Stacy Marsella</i> Hall A</p>			
15.10-15.30	<i>Coffee break</i>			
15.30-17.00	<p>WPM1 Hall A</p> <p>CONFLICT RESOLUTION Session IV Chair: <i>Hsiangchu Lai</i></p> <ol style="list-style-type: none"> 1. Graph Model of Conflict Resolution with Stochastic Preferences. <i>Leonardo Rego and Andrea dos Santos</i> 2. Added Value of Professional Mediation in Electronic Conflict Resolution Processes. <i>Johannes Gettinger, Alexander Dannenmann and Mareike Schoop</i> 3. Dimensional Analysis Model of Conflict Resolution in Everyday Settings. <i>Hsiangchu Lai and Wan Fat Lee</i> 	<p>WPM2 Hall B</p> <p>SHAREHOLDERS Session III: Chair: <i>Anton Talantsev</i></p> <ol style="list-style-type: none"> 1. Admissibility concepts for Group Portfolio Decision Analysis. <i>Tobias Fasth, Maria Kalinina, and Aron Larsson</i> 2. An Inconsistency-rectifying Approach to Group Decision Making with Intuitionistic Preference Relations. <i>Zhou-Jing Wang, Kevin Li, and Ginger Ke</i> 3. Evaluating Strategic Fit of Projects – A Fuzzy Linguistic Approach. <i>Anton Talantsev and David Sundgren</i> 	<p>WPM3 Hall C</p> <p>MODELS Session II Chair: <i>Adiel Almeida</i></p> <ol style="list-style-type: none"> 1. A combination of a Distance Measure and Additive Model in Support Group Decision Making. <i>Suzana Daber and Adiel Almeida</i> 2. Group Decision Support System Based on PROMETHEE integrated with Problem Structuring Approach. <i>Danielle Morais and Adiel Almeida</i> 3. On Using Prisoners Dilemma Model to Explain Bidding Decision for Compute Resources On Cloud. <i>K.Sommya and R.P.Sundarraj</i> 4. Resolving Criteria Influence by Flexible Elicitation in Group Decision. <i>Adiel Almeida</i> 	<p>WPM4</p> <p>WORKSHOP III Family Mediation Simulation</p> <p>Presenters: <i>John and Lisa Zeleznikow</i></p> <p style="text-align: center;">CANCELED</p>
17.00-18.00	INFORMS GDN Business Meeting			
19.30-23.30	<i>Boat Tour with Gustafsberg VII Ship in Stockholm Archipelago and Banquet on Board. Bus at 6.30 from DSV, Kista</i>			

GDN2013 THURSDAY JUNE 20

9.30-11.00	<p>THAM1 Hall A</p> <p>FACILITATION Chair: <i>Elena Tavella</i></p> <ol style="list-style-type: none"> 1. Helping Facilitators Build on Experience When Preparing Meetings with Logical Information Systems. <i>Mireille Ducassé</i> 2. Combining Rank-Ordered Models and Rule-Based Aggregation for Experts Joint Decision Making. <i>François Beaudouin and Christian Meunisse</i> 3. Analysing Expert Novice Facilitated Modelling in Problem Structuring Workshops. <i>Elena Tavella and Thanos Papadopoulos</i> 4. A Model of Achieving Environmental Sustainability through Group Decision Making and Negotiation. <i>Dennis Mathaisel and Clare Comm</i> 	<p>THAM2 Hall B</p> <p>SOCIETY AND BEHAVIOR Session II Chair: <i>Anne Bulow</i></p> <ol style="list-style-type: none"> 1. The Power of Example: Closure and Common Ground. <i>Anne Bulow</i> 2. Saying and Doing: Understanding Pre-Negotiation in Complex Business Negotiation. <i>Morten Lindbolst</i> 3. Qualitative Evaluation for Workshop Discussion from the Viewpoint of Social Acceptability. <i>Madoka Chosokabe, Haya Umeda and Hiroyuki Skakibara</i> 4. An analysis on Unstated Concern and Stated Thought during a Discourse in Public Issue. <i>Kota Morisaki, Makoto Tsukai and Yuji Namba</i> 	<p>THAM3 Hall C</p> <p>E-NEGOTIATION Session I Chair: <i>Johannes Gettinger</i></p> <ol style="list-style-type: none"> 1. Starting from Scratch: A multi-stage analysis of remote e-negotiations. <i>Peter Kesting and Remigiusz Smolinski</i> 2. The effects of using a bid generator in reverse multi-attribute auctions. <i>Tomasz Wachowicz, Dmitry Gimon, and Gregory Kersten</i> 3. Agenda Negotiations in an Electronic Negotiation Support System. <i>Marc Fernandes, Philipp Melzer, Johannes Gettinger, Mareike Schoop and Per van der Wijst</i> 4. Text Mining and Electronic Negotiations –Methodological Issues and Challenges. <i>Michael Körner and Mareike Schoop</i> 	<p>THAM4 Room 401</p> <p>PANEL Chair: <i>Yang Yinping</i></p> <p>Human and Computer Agents in Negotiation: Cross-disciplinary Perspectives, Research Issues and Future Prospects</p> <p>Panelists: <i>Bilyana Martinovski, Stacy Marsella, Hsiangchu Lai, Gregory Kersten, and David Traum</i></p>
11.00-11.30	<i>Coffee break</i>			
11.30-12.30	PLENARY SESSION Chair: <i>Gregory Kersten</i> Joined-up' Policy Making: Group Decision and Negotiation practice by <i>Colin Eden</i>			
12.30-14.00	LUNCH			
14.00-15.00	PLENARY SESSION Chair: <i>Marc Kilgour</i> Keynote by GDN Award Winner			
15.00-15.30	<i>Coffee break</i>			
15.30-17.00	<p>THPM1 Hall A</p> <p>SOCIETY AND BEHAVIOR Session III Chair: <i>Bilyana Martinovski</i></p> <ol style="list-style-type: none"> 1. Predication of Game Behavior Based on Culture, <i>Elnaz Nouri and David Traum</i> 2. Impartial Standards of Japan's Development Community. <i>Yu Maemura</i> 4. Multinational Inter-Institutional Negotiation and Decision-Making in PEPFAR: Organizational Interaction in the Delivery of AIDS Treatment in Africa. <i>James Linn, Thabo Fako and Debra Wilson</i> (SKYPE talk) 	<p>THPM2 Room 401</p> <p>SOCIETY AND BEHAVIOR Session IV Chair: <i>Daniel Druckman</i></p> <ol style="list-style-type: none"> 1. Negotiation by Veto. <i>Michael Filzmoser and Johannes Gettinger</i> 2. Actual and Perceived Individual Influence on Group Decisions: The Impact of Personality, Expertise and Discussion Content. <i>Clemens Hutzinger</i> 3. A Market for Votes: Can Bribing be Beneficial? <i>Fabian Lang</i> 4. Using Anonymity and Cognitive Factions to De-Fuse Power Relationships in an Academic Strategic Planning Setting: A Case Study. <i>Wanda Smith, Linda Tegarden, David Tegarden and Steve Sheetz</i> 	<p>THPM3 Hall C</p> <p>E-NEGOTIATION Session II Chair: <i>Rudolf Vetschera</i></p> <ol style="list-style-type: none"> 1. Incorporating Intertemporal Preferences in Electronic Negotiations for Computing Services: A Mechanism and Analysis. <i>K.Venkataraman and R.P.Sundarraj</i> 2. Multi-Actor Multidimensional Quality of Life and Sustainable Impact Assessment – Discussion Based on a New Interactive Tool. <i>João Climaco and José Craveirinha</i> 3. Auctions can be compared with negotiations, can't they? <i>Gregory Kersten and Margaret Kersten</i> 4. Information Level in Additive Group Decision Models under Incomplete Information: Bridging the Cardinal-Ordinal Gap. <i>Rudolf Vetschera, Luis Dias and Paula Sarubando</i> 	<p>THPM4 Hall B</p> <p>WORKSHOP IV Presenter: <i>Colin Eden</i></p> <p>Group Explorer' - a GDSS: hands-on as group participant and facilitator.</p>
17.00-18.00	CONFERENCE CLOSING			
19.30-21.30	<i>Guided Tour in Stockholm Old Town</i>			