

# GDN 2015 Final Conference Programme

*Conference venue: Szkoła Główna Handlowa, "C" building, al. Niepodległości 128, Warszawa*

<b>June 22, Monday</b>	
9:00	<b>Doctoral Consortium:</b> Opening Aula II
9:15	K. Hipel, University of Waterloo: <i>How to Conduct Original Research in Graduate Studies</i>
10:30	Coffee Break
11:00	A. Engin, University of Vienna: <i>Effects of Information Representation on Cognitive Biases in an Auction Framework</i> A. G. Sigurðardóttir, University of Reykjavik: <i>Tactics in Face-to-face Negotiations in Business-to-business settings</i>
13:00	Lunch
14:00	<b>Open Communities Symposium</b> Aula I Grazia Concillio: <i>Introduction</i> L. Xiao: <i>Shared Rationales in Collective Deliberation and Decision-making</i> M. Brugnach, R. Giordano: <i>Ambiguity in problem framing as a barrier to collective actions</i>
16:00	Coffee Break
16:30	Doctoral Consortium: One-to-one meetings with mentors Rooms: 2a, 2b, 2c, 2e [2 <sup>nd</sup> floor]
18:00	Doctoral Consortium: Closing
18:30	Registration
19:30	Welcome reception

<b>June 23, Tuesday</b>			
8:30	Registration		
9:00	Opening Session [Aula I]		
9:30	Plenary session: Chair: Tomasz Szapiro [Aula I] Keynote Speaker: Ralph L. Keeney: <i>Understanding and Using the Group Decision Analysis Model</i>		
10:30	Coffee Break		
11:00	<p style="text-align: center;">OCC-1: Chair: Sundarraj R P. [Aula I]</p> <p>R. Zheng, Y. Xu, N. Chakraborty, M. Lewis, K. Sycara: <i>Multi agent coordination for demand mgmt. with energy generation and storage</i></p> <p>X. Cheng, S. Fu, Y. Peng: <i>A study on risk factor in trust development of facilitated collaboration</i></p> <p>S. Venkatraman, R.P. Sundarraj: <i>IS Success Model and Multicriteria Preference Analysis for Cloud-computing Investment Decisions</i></p>	<p style="text-align: center;">FM-1: Chair: João Clímaco [Aula II]</p> <p>D. Kosiorowski, Z. Zawadzki: <i>Locality, Robustness and Interactions in Cooperative Dynamic Game</i></p> <p>J. Sohler, A. Stimec, P. Cottet: <i>The outcomes of buyer-seller negotiations: Game theory contributions</i></p> <p>J. Clímaco, J. Craveirinha, L. Martins: <i>Cooperative Group Multi-attribute Analysis of Routing Models for Telecommunication Networks</i></p>	<p style="text-align: center;">PAD-1: Chair : Adiel de Almeida [2<sup>nd</sup> floor: 2A]</p> <p>M. Danielson, L. Ekenberg: <i>Preference strength in multi-criteria decisions</i></p> <p>E. Roszkowska, T. Wachowicz: <i>Inaccuracy in defining preferences by the electronic negotiation system users</i></p> <p>R. Tavakkoli-Moghaddam, H. Gitinavard, S.M. Mousavi, A. Siadat: <i>An interval-valued hesitant fuzzy TOPSIS method to det. the criteria weights</i></p>
12:30	Chair: D. Marc Kilgour [Aula I] Keynote Speaker: Jeswald W. Salacuse: <i>The Hidden Persuader: The Role of the Advisor in Negotiations and Group Decision Making</i>		
13:30	Lunch		
14:30	<p style="text-align: center;">GPS-1: Chair: Colin Eden [Aula I]</p> <p>A. Carreras, L.A. Franco, T. Papadopoulos: <i>Managing relationship btwn Clients and Consultants</i></p> <p>F. Ackermann, C. Eden, J. Alexander: <i>Collaboration through negotiation: Experiences and lessons...</i></p> <p>P. Kaur, A. Carreras: <i>Understanding the links between the Determinants of Procedural Justice...</i></p> <p>T.R. Burns, U. Corte, N.M. Des Johansson: <i>Toward a Universal Theory of the Human Group ...</i></p>	<p style="text-align: center;">NGP-1: Chair: Anne Rutkowski [Aula II]</p> <p>L. Jochemczyk, J. Pietrzak: <i>Dynamical negotiation networks: the impact of need for cognitive closure...</i></p> <p>H. Seferagic, M. Griessmair: <i>Process framing in negotiation</i></p> <p>M. Kersten: <i>Negotiating peace, conflict and justice: An analytical framework</i></p> <p>B. Gans, A. Rutkowski: <i>Social Consciousness in Post-Conflict Reconstruction</i></p>	<p style="text-align: center;">N3S-1: Chair: Sabine Koeszegi [2<sup>nd</sup> floor: 2A]</p> <p>Y. Sugimoto, K.N. Papamichail, A.G. Greenhill: <i>Face-to-face versus computer-mediated collaborative Decision Making Process ...</i></p> <p>M. Schoop, S. Bumiller, M. Fernandes: <i>Ontologies in Electronic Negotiations</i></p> <p>J. Etezadi, G. Kersten: <i>The Effect of Buyers' Negotiation Approach on Sellers' Attitude ...</i></p>
16:00	Coffee Break		
16:30	<p style="text-align: center;">MMU-1: Chair Martin Bichler [Aula I]</p> <p>R. Carbonneau, R. Vahidov: <i>Back-End Bidding for Front-End Negotiation: A Model</i></p> <p>G. Kersten: <i>Procurement Auctions: Improving Efficient Winning Bids through Negotiations</i></p> <p>P. Paulsen, M. Bichler: <i>First-price package auctions in a principal-agent environment</i></p>	<p style="text-align: center;">CRE-1: Chair: Keith Hipel [Aula II]</p> <p>Y. Xiao, K. Hipel, L. Fang: <i>A Decentralized Optimization Method for Water Resources Allocation</i></p> <p>Y. Matbouli, K. Hipel, M. Kilgour: <i>Multi-Level Options in the Graph Model for Conflict Resolution</i></p> <p>Y. Hou, Y. Jiang, H. Xu: <i>Option Prioritization for Three-level Preference in the Graph Model for Conflict Resolution</i></p>	<p style="text-align: center;">PAD-2: Chair: Ewa Roszkowska [2<sup>nd</sup> floor: 2A]</p> <p>L. Naamani-Dery: <i>Group Preference Management: Elicitation and Aggregation in Social Choice ...</i></p> <p>N. Bellantuono, P. Pontrandolfo, B. Scozzi: <i>Stakeholders' Engagement in Sustainability Reporting</i></p> <p>R. Tavakkoli-Moghaddam, A. Sotoudeh-Anvari, A. Siadat: <i>Multi-criteria GDM approach for facility location using PROMETHEE under a fuzzy environment</i></p>
18:00	GDN Journal Open Meeting; Chair: M.F. Shakun [Aula I]		
19:00	Stefan Einarson (Springer): <i>The Publisher's Perspective</i>		

<b>June 24, Wednesday</b>			
9:00	GPS-2: Chair: L. Alberto Franco [Aula I] M. Chosokabe, Y. Tsuguchi, H. Sakakibara, T. Nakayama, S. Mine, D. Kamiya, R. Yamanaka, T. Miyaguni: <i>Effects of small group discussion: community disaster risk management in Japan</i> D. Vogel: <i>Group Support for Healthcare Data Utilization</i> C. Eden, F. Ackermann: <i>Two-party conflict resolution in 55 minutes!</i> I. Lami, F. Abastante, L. Ingaramo, P. Lombardi: <i>Social Housing Allocation: A problem ....</i>	VCD-1: Chair : Hannu Nurmi [Aula II] H. Dindar, G. Laffond, J. Lainé: <i>Vote swapping in representative democracy</i> A. T. de Almeida, H. Nurmi: <i>A framework for aiding the choice of a voting procedure in a business decision context</i> H. Nurmi: <i>The choice of voting rules based on preferences over criteria</i>	INFORMS Polish Section Seminar [2 <sup>nd</sup> floor: 2A] Chair: Bogumił Kamiński B. Więckowska: <i>Evidence based decision making process in reforming oncological treatment in Poland</i>
10:30	Coffee Break		
11:00	Panel: Leadership and Negotiation Chair Mel F. Shakun [Aula I] Panelists: A. Lempereur, J. Salacuse	CRE-2: Chair: Liping Fang [Aula II] L. C. Rego, G. I. A. Vieira: <i>Matrix representation of solution concepts in the graph model for conflict resolution with probabilistic preferences</i> S. He, K. Hipel, M. Kilgour: <i>Option prioritization methods in the general hierarchical graph model</i> L. C. Rego, G. I. A. Vieira: <i>Symmetric sequential stability in the graph model for conflict resolution</i>	PAD-3: Chair: Tomasz Wachowicz [2 <sup>nd</sup> floor: 2A] R. Palha, A. Teixeira De Almeida, D. Costa Morais: <i>Group decision model for subcontractor selection</i> P. A. Alvarez, D. Morais, J. C. Leyva, A. de Almeida: <i>Inferring pseudo criteria parameters GDM proced.</i> S. Daher: <i>Multi-criteria group decision model for supporting operations in electrical power grids</i> P. Sabio, A. Jiménez-Martín, A. Mateos: <i>Veto Values within MAUT for group decision making on the basis of dominance measuring methods with fuzzy...</i>
12:30	Plenary session: Chair: Ewa Roszkowska [Aula I] Keynote Speaker: Mareike Schoop: <i>Habermas and Searle Negotiate – Communication Support in Electronic Negotiations</i>		
13:30	Lunch		
14:30	MMU-2: Chair: Verena Dörner [Aula I] M. Filzmoser: <i>Lot-rolling - Supply chain negotiation in a two-stage multi-echelon system</i> A. Hariharan, J. K. von Bischoffshausen, M. Adam: <i>Leveraging the potential of NeuroIS for BA</i> E. Lux, F. Hawlitschek, A. Hariharan, M. Adam: <i>Happy Birthday! Emotions and Cues to Trust on Consumer-to-consumer Market Platforms</i>	NGP-2: Chair: Uta Herbst [Aula II] U. Herbst, B. Kemmerling, M. Voeth: <i>First Come, First Served? – The Impact of the First Concession on Negotiation Outcome</i> U. Herbst, A. Hotait, M. Preuss: <i>What is Really Behind All This? The Relationship between Negotiation...</i> T. Suzuki, M. Horita: <i>How to order the alternatives, rules, and the rules to choose rules: When ...</i> Y. Chen, Y. Li, W. Sun, H. Xu: <i>Multi-criteria subjective-objective evaluation result comparison model</i>	N3S-2: Chair: Mareike Schoop [2 <sup>nd</sup> floor: 2A] J. Gettinger, S. T. Koeszegi: <i>More than Words: The Effect of Emoticons in Electronic Negotiations</i> M. Kersten: <i>Negotiations and Second Language Acquisition</i> A. Lenz, M. Schoop, G. Herzwurm: <i>Requirements Analysis as a Negotiation Process</i>
16:00 17:00	INFORMS GDN Section [Aula I] Business Meeting		
17:15	Tour <i>meeting at 17:15 in front of the building "C" (conference venue), the bus departs at 17:40 from the parking at Niepodległości 162 (SGH main building)</i>		

<b>June 25, Thursday</b>			
9:00	Plenary session: Chair: Bogumił Kamiński [Aula I] Keynote Speaker: Roman Słowiński: <i>Robust Classification Decisions under Uncertainty and Rule Preference Model of Multiple Decision Makers</i>		
10:00	MMU-3: Chair: Timm Teubner [Aula I] F. Hawlitschek, F. Lippert: <i>Whom to Trust? Assessing the Role of Profile Pictures on Sharing Economy Platforms</i> N. Kriegisch: <i>Airbnb: How the characteristics of apartments drive the apartments' prices</i>	CRE-3: D. Marc Kilgour [Aula II] M. Karnis, M. Bristow, L. Fang: <i>Controversy over the International Upper Great Lakes Study Recommendations: Pathways towards cooperation</i> Y. Aljefri, M. Abul Bashar, K. Hipel, L. Fang: <i>Generating Hypergame States within the Paradigm of the Graph Model for Conflict Resolution</i>	FM-2: Chair: Przemysław Szufel [2 <sup>nd</sup> floor: 2A] L. Kruś, I. Woroniecka-Leciejewicz: <i>Fiscal-monetary Game Analyzed with a Dynamic Macroeconomic Model</i> M. Kadziński, M. Tomczyk: <i>Using Ordinal Regression for Interactive Evolutionary Multiple Objective Optimization with Multiple Decision Makers</i>
10:50	Coffee Break		
11:10	OCC-2: Chair: Grzegorz Koloch [Aula I] S. Orger, T. Aleti, J. Zeleznikow: <i>Shopping for Love: Do men and women do it differently?</i> X. Cheng, J. Huang, G. De Vreede, S. Fu: <i>Exploring trust factors in global hybrid virtual collaboration: A case study of a Chinese firm</i> D. Bajwa, F. Lewis, G. Pervan: <i>Comparing collaborative IT assimilation and impacts</i>	NGP-3: Chair: Ricky Wong [Aula II] M. Araszkiwicz, A. Łopatkiewicz, A. Zienkiewicz: <i>Personal traits that hinder cooperative negotiations regarding familial disputes and the usage of modern Informational Technology</i> L. Åge: <i>Goal oriented balancing - A general model of negotiation processes</i> R. Wong: <i>The Hidden Costs of the door-in-the-face tactic in negotiations</i>	N3S-3: Chair: Rudolf Vetschera [2 <sup>nd</sup> floor: 2A] J. Moura, A. P. Costa: <i>NegPlace Platform a Web negotiation support system that incorporates negotiators' styles and personalities</i> R. Sundarraj, D. Morais: <i>Cross-cultural analysis of time-preference behavior and its impact on e-negotiation</i> R. Vetschera: <i>Applying the APIM model to concession patterns in electronic negotiations</i>
12:30	Plenary session: Chair: Melvin F. Shakun [Aula I] Keynote Speaker: Peter W. Galbraith: <i>Diplomatic Negotiating: Lessons from complex negotiations to end wars and establish new states</i>		
13:30	Lunch		
14:30	GPS-3: Chair: Fran Ackermann [Aula I] L. A. Franco, C. Greiffenhagen: <i>Unpacking the complexity of group problem structuring</i> L. White, M. Yearworth, K. Burger: <i>Understanding PSM interventions through sense-making and the mangle of practice lens</i> D. Robertson, L. A. Franco: <i>An agent-based Model of Knowledge Transferal</i> E. Tavella: <i>Negotiating meaning through artefacts: a micro-level analysis of strategy discourse</i>	VCD-2: Chair: Honorata Sosnowska [Aula II] L. Naamani-Dery, A. de Almeida, H. Nurmi: <i>Choosing a voting procedure for a leisure group activity</i> M. Bánnikova: <i>Gathering support from rivals: the two rivals case</i> J. Mercik, D. Ramsey: <i>A formal a priori power analysis of the Security Council of the UN</i> H. Sosnowska and K. Przybyszewski: <i>Do some characteristics of personality influence decision making in approval voting?</i>	PAD-4: Chair: Pierpaolo Pontrandolfo [2 <sup>nd</sup> floor: 2A] M. Urtiga, D. Morais: <i>Group approach to support decision making in watershed committees</i> E. Roszkowska, T. Wachowicz: <i>Holistic evaluation of the negotiation template – comparing MARS and GRIP approaches</i>
19:00 22:30	Conference Dinner & Concert Restauracja Bazyliszek, Rynek Starego Miasta 1/3 (Old Town Market Place) <i>Dress code: Smart casual</i>		

<b>June 26, Friday</b>		
9:30	Plenary session: Chair: Rudolf Vetschera [Aula I] Keynote Speaker: Winner of the 2015 Group Decision and Negotiation Section Award	
10:30	Coffee Break	
11:00	OCC-3: Chair: Marta Poblet [Aula I]	NGP-4: Chair: Roger Volkema [Aula II]
	<p>H. Lai, S. Hsu: <i>Intention to Repurchase Group Coupon Service: The Intertwined Effect of Service Quality of Vendors and Service Providers</i></p> <p>M. Poblet, M. Rowe, J. Douglas Thomson: <i>Creating Value through Crowdsourcing: the Antecedent Conditions</i></p> <p>N. Luz, M. Poblet, N. Silva, P. Novais: <i>Defining Human-Machine Micro-Task Workflows for Constitution Making</i></p>	<p>U. Herbst, T. Andreas Knöpfle, M. Thor Borchardt: <i>Do It by Surveying - Rethinking Methods in Negotiation Research</i></p> <p>D. Jang, W. Bottom: <i>Does anger pay in negotiation?</i></p> <p>D. Fleck, R. Volkema, S. Pereira: <i>Back to the Future: An Examination of the Factors Affecting Desire to Negotiate Again</i></p>
	PAD-5: Reza Tavakkoli-Moghaddam [2 <sup>nd</sup> floor: 2A]	
	<p>T. Burns, N. Machado, E. Roszkowska: <i>Distributive Justice, Legitimizing Collective Choice Procedures and The Production of Normative Equilibria in Social Groups: Towards a Theory of Social Order</i></p> <p>G. Kersten, E. Roszkowska, T. Wachowicz: <i>Do the negotiators' profiles influence an accuracy in defining the negotiation offer scoring systems?</i></p> <p>W. Wang, Q. Lu, L. Yang: <i>Multiple attribute group decision making under hesitant fuzzy environment</i></p>	
12:30	Closing Session [Aula I]	
13:00	Lunch	