

# Preface

Group decision and negotiation (GDN) refers to the academic and professional discipline that focuses on gaining an understanding of collective decision-making processes. It is involved with the formulation of rules, models, and procedures to improve these processes. The range of GDN research reflects the breath of the strategic and tactical, social-psychological and economic, individual and group, conflict and cooperation, and software-supported and software-conducted processes. The field encompasses theory building and testing, laboratory and online experiments, as well as observations in the field. Therefore, GDN researchers are involved in the theoretical, experimental, and applied studies as well as in the development, testing, and implementation of support systems, decision aids, and software agents. They aim at helping decision makers, advisors, facilitators, and third parties to deal with difficult problems, make better decisions, and/or delegate certain decisions to software.

GDN meetings bring together researchers and practitioners from the fields of humanities, social sciences, economics, law, management, engineering, and computer science. These diverse areas reflect the breath of GDN research. The meetings' participants discuss and compare different paradigms, methods of inquiry, and objectives that they employ in their research. What is common to all participants is their interest in the difficult decision problems that involve conflicts and/or cooperation and the challenges that people face when they attempt to find satisficing agreements and to reach consensus.

Researchers from the Americas, Asia, Europe, Africa, and Oceania participate in GDN meetings. They have a stimulating variety of backgrounds and represent a wide range of disciplines. While many of us come from different traditions, we all share a common passion: research into complex decision making and negotiation involving multiple stakeholders, different perspectives, issues, and emotions, requiring decision and negotiation support for both process and content.

The Group Decision and Negotiation (GDN) conference series started in Glasgow, Scotland, UK, in 2000 and was hosted by Colin Eden. At that time, Mel Shakun—the founding member of the section and its chairperson from 1995 until 2014—assumed that the next conference would take place only after several years. There was so much interest, however, that the second meeting took place just one year later. It was organized by Alain Checroun and held in La Rochelle in 2001. Mohammed Quaddus organized the next meeting in Perth (2002). Then, from Western Australia we moved to Istanbul (2003) and the following year to Banff (2004); these latter two meetings were held as a meeting-within-a-meeting at larger INFORMS-affiliated conferences.

The memorable GDN meetings that took place in Vienna and Karlsruhe were hosted by Rudolf Vetschera (2005) and Christof Weinhardt (2006), respectively. The 2007 GDN meeting was organized by Gregory Kersten at Mont Tremblant in Quebec, Canada. João Climaco and João Paulo Costa hosted GDN 2008 in Coimbra. Then, Gwendolyn Kolfschoten organized GDN 2010 in Delft.

Amer Obeidi did a lot of work on the organization of GDN 2011 in Amman, Jordan. Unfortunately, this meeting did not take place because of the events in neighboring countries at that time. The next year, Adiel Teixeira de Almeida organized GDN 2012 in Recife, Pernambuco, Brazil. GDN 2013 was hosted by Bilyana Martinovski in Stockholm and it was followed by the GDN 2014 meeting in Toulouse, which was hosted by Pascale Zarate.

GDN 2015 was the 15th meeting organized by the INFORMS section on Group Decision and Negotiation. The conference was hosted by Tomasz Szapiro at the Warsaw School of Economics in Warsaw. During this meeting we revived the Young Researcher Award that was first given at the 2007 meeting. The award was given to a student researcher who authored and presented the best paper at the conference. In addition to this award, young researchers also participated in the Doctoral Consortium. Ofir Turel and Rudolf Vetschera served as the consortium's chairs and hereby we acknowledge their contribution.

At the 2014 GDN meeting two volumes of proceedings were introduced; one volume published by Springer in the LNBIP series [1] and the second volume published by Toulouse University [2]. The GDN 2015 proceedings are also in two volumes: the present volume and the accompanying volume [3].

In both volumes we have introduced thematic streams of sessions. Researchers who participated in the organization of the streams wrote introductions to each stream. These introductions are included in the separate section "Introductions" (pp. XIII–XLVI). They briefly discuss the streams' contributions published in both volumes thus making them better integrated. We hope that this will give the readers a more comprehensive overview of all contributions.

The contributions in this volume and in the proceedings [3] reflect the richness of GDN scholarship. Using a variety of research approaches including real organizational settings and laboratory situations, they focus on the development, application, and evaluation of concepts, theories, methods, and techniques.

The contemporary political landscape abounds in situations of multidimensional conflicts which mix military, economic, and social dimensions. Troops and tanks, economic measures and sanctions, as well as massive violent protests may become destructive means of conflict resolution. Wisdom armed with values, knowledge, and methods will assist politicians in the creation of new instruments for effective group decisions and negotiations. These widely shared expectations challenge researchers and simultaneously direct their efforts in creation and dissemination of ethically driven, knowledge-based applicable findings. The multicultural and interdisciplinary GDN community presents their results on progress in this area.

"Collaboration leads to growth, which engenders accomplishment." [2, p. VIII]. The GDN 2015 conference and its proceedings were made possible through the collaboration of many researchers, students, and support staff. Their dedication and support were exceptional. We are grateful to all of them; to those who made contributions, presented papers, prepared the proceedings, maintained the conference website, and undertook many other necessary tasks. Their contributions, including help in the

organization of the streams and the sessions as well as the accompanying events, were key to the success of this meeting. We thank the reviewers for their work. It is thanks to their in-depth reviews that we are able to maintain the high academic standard of the GDN meetings. The stream organizers' and reviewers' work is greatly appreciated, particularly because often they were given very little time. Their reviews provided the authors with much-needed feedback. Thank you:

Fran Ackerman, Yasir Aljefri, Adiel Almeida, Marek Antosiewicz, Reyhan Aydogan, Deepinder Bajwa, Martin Bichler, Réal Carboneau, Wojciech Cellary, João Climaco, Grazia Concilio, Ana Paula Costa, Suzana Daher, Luis Dias, Colin Eden, Verena Dörner, Liping Fang, Mario Fedrizzi, Michael Filzmoser, Florian Hawlitschek, Shawei He, Keith Hipel, Masahide Horita, Michał Jakubczyk, Marc Kilgour, Mark Klein, Grzegorz Koloch, Beata Koń, Sabine Koszegi, Kevin Li, Jan Machowski, Yasser Matbouli, Paul Meerts, Danielle Morais, José Maria Moreno-Jiménez, Hannu Nurmi, Amer Obeidi, Pierpaolo Pontrandolfo, Ewa Roszkowska, Anne Rutkowski, Mareike Schoop, Roman Słowiński, Rangaraja Sundraraj, Przemysław Szufel, David Tegarden, Timm Teubner, Ernest Thiessen, Sathyanarayanan Venkatraman, Rudolf Vetschera, Doug Vogel, Tomasz Wachowicz, Christof Weinhardt, Dariusz Witkowski, Paweł Wojtkiewicz, Shi Kui Wu, Yinping Yang, Bo Yu, Yufei Yuan, Pascale Zaraté, Mateusz Zawisza, John Zeleznikow, and Daniel Zeng.

The quality of the presentations is associated with the excellence of the papers. It is also affected by the venue and the overall organization of the meeting and its associated events. The local Organizing Committee was responsible for these aspects of the meeting and they did everything to make the meeting pleasant and memorable. Thank you:

Przemysław Szufel, Marek Antosiewicz, Michał Jakubczyk, Grzegorz Koloch, Beata Koń, Tomasz Kuszewski, Jan Machowski, Paweł Wojtkiewicz, and Karolina Zakrzewska-Szlichtyng.

Finally, we thank Michel J. Shaw, an editor of the LNBIP series, who helped us to get the GDN proceedings into the series, and Ralf Gerstner, an executive editor at Springer, who guided us through preparation and submission of the proceedings.

We hope that you find the contents of this book as well as the contents of the accompanying volume [3] useful and interesting. The authors' effort in clarifying complex problems and proposing innovative solutions should help you to cope with numerous challenges that are faced by researchers of group decision and negotiations. We also hope that the meeting and the contributions foster collaboration among the meeting's attendees as well as joint projects with researchers who were not able to come to Warsaw and participate in GDN 2015.

April 2015

Bogumił Kamiński  
Gregory E. Kersten  
Melvin F. Shakun  
Tomasz Szapiro

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Outlooks and Insights on Group Decision and  
Negotiation

15th International Conference, GDN 2015, Warsaw,  
Poland, June 22-26, 2015, Proceedings

Kamiński, B.; Kersten, G.; Szapiro, T. (Eds.)

2015, L, 417 p. 58 illus., Softcover

ISBN: 978-3-319-19514-8