

Preface

The field of Group Decision and Negotiation focuses on decision processes with at least two participants and a common goal but conflicting individual goals. Group decisions and negotiations can be performed in both an intra-organisational as well as an inter-organisational context. They consist of complex processes, including preference elicitation, preference adjustment, proposals and counter-proposals, and choice. Communication and decision-making are key to group decision and negotiation processes; sophisticated support for these functions is thus a central objective of the Group Decision and Negotiation field.

Research areas of Group Decision and Negotiation include electronic negotiations, experiments, the role of emotions in group decision and negotiation, preference elicitation and decision support for group decisions and negotiations, and conflict resolution principles.

The 17th International Conference on Group Decision and Negotiation (GDN 2017) continues the long history of GDN conferences as the primary forum for researchers and practitioners in the fields of group decision and negotiation. GDN 2017 is a truly international conference, with participants from Europe, the Americas, Asia, Africa, and Oceania. Especially in times of global conflict and uncertainty, state-of-the-art research on dealing with conflicts in a cooperative and integrative way is more important than ever.

The book contains 14 full papers chosen from 85 submissions to GDN 2017. The first two papers are authored by the keynote speakers Matthias Jarke and Dov Te'eni. The remaining papers are organised in several streams that demonstrate the variety of research successes presented at GDN 2017:

- The stream on “General Topics in Group Decision and Negotiation” includes papers covering a broad range of topics from across the GDN field, from formal foundations to practical applications.
- The “Conflict Resolution” stream analyses strategic conflicts between individuals and groups in diverse application areas. The role of information technology in general, and dedicated systems in particular, are assessed.
- The “Emotions in Group Decision and Negotiation” stream examines the subjective and inter-subjective role of emotions affecting group decisions and negotiations.
- The “Negotiation Support Systems and Studies” stream focuses on electronic negotiations using several systems and tools, and includes system designs and laboratory and field studies analysing e-negotiations, mediation, and facilitation.
- The “Preference Modelling for Group Decision and Negotiation” stream focuses on approaches supporting groups of negotiators and decision-makers in eliciting goals and preferences and on scoring systems for assessing offers.

Organising an international conference on Group Decision and Negotiation certainly requires many negotiations among many parties, and a great deal of cooperative group decision-making.

We are very pleased at how well the conference has come together. We would particularly like to thank:

- The three keynote speakers Wendi Adair, Matthias Jarke, and Dov Te'eni, for providing stimulating, innovative, and challenging research insights;
- The Conference Chairs, for regular interactions and advice;
- The Organising Chairs and the Organising Committee, for their work in putting together this splendid conference;
- The authors of the 94 papers submitted to the conference and the doctoral consortium;
- The members of the Programme Committee and the reviewers, for providing careful feedback and comments on all papers;
- Springer, for providing the funds for the Best Paper Awards;
- The University of Hohenheim and the Faculty of Business, Economics, and Social Sciences, and especially their research area on Negotiation Research (NegoTrans), for their support and for making it possible for the conference to take place in the beautiful venue of Hohenheim Castle;
- Hohenheim Management Development e.V., and Unibund, for their generous financial support.

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