Contents

Individual Preferences in Group Decision and Negotiation

The Application of Item Response Theory for Analyzing the Negotiators’ Accuracy in Defining Their Preferences ................................................. 3
Ewa Roszkowska and Tomasz Wachowicz
Trade-Offs for Ordinal Ranking Methods in Multi-criteria Decisions ....... 16
Mats Danielson and Love Ekenberg

Group Decision Making

Multi-criteria Group Decision Making with Private and Shared Criteria:
An Experiment .................................................................................. 31
Pascale Zaraté, Guy Camilleri, and D. Marc Kilgour
Plurality, Borda Count, or Anti-plurality: Regress Convergence
Phenomenon in the Procedural Choice ........................................... 43
Takahiro Suzuki and Masahide Horita
Estimating Computational Models of Dynamic Decision Making from
Transactional Data ........................................................................... 57
James Brooks, David Mendonça, Xin Zhang, and Martha Grabowski
Demystifying Facilitation: A New Approach to Investigating the Role of
Facilitation in Group Decision Support Processes ......................... 69
Mike Yearworth and Leroy White

Negotiations

Bargaining Power – Measuring it’s Drivers and Consequences in
Negotiations ...................................................................................... 89
Tilman Eichstädt, Ali Hotait, and Niklas Dahlen
A Deviation Index Proposal to Evaluate Group Decision Making Based on
Equilibrium Solutions ..................................................................... 101
Alexandre Bevilacqua Leoneti and Fernanda de Sessa
What Computers Can Tell Us About Emotions – Classification of Affective
Communication in Electronic Negotiations by Supervised Machine Learning ............................................................... 113
Michael Filzmoser, Sabine T. Koeszegi, and Guenther Pfeffer
Applications of Group Decision and Negotiation

Facebook and the Elderly: The Benefits of Social Media Adoption for Aged Care Facility Residents ................................................................. 127

Saara Matilainen, David G. Schwartz, and John Zeleznikow

How to Help a Pedagogical Team of a MOOC Identify the “Leader Learners”? ................................................................. 140

Sarra Bouzayane and Inès Saad

Negotiating Peace: The Role of Procedural and Distributive Justice in Achieving Durable Peace ................................................................. 152

Daniel Druckman and Lynn Wagner

Erratum to: Negotiating Peace: The Role of Procedural and Distributive Justice in Achieving Durable Peace ........................................ E1

Daniel Druckman and Lynn Wagner

Author Index ................................................................................................. 175
Group Decision and Negotiation: Theory, Empirical Evidence, and Application
16th International Conference, GDN 2016, Bellingham, WA, USA, June 20-24, 2016, Revised Selected Papers
Bajwa, D.; Koeszegi, S.T.; Vetschera, R. (Eds.)
2017, XII, 175 p. 30 illus., Softcover
ISBN: 978-3-319-52623-2