
NEGOTIATION PROCESSES: MODELING FRAMEWORKS AND INFORMATION TECHNOLOGY

Edited by:

Melvin F. Shakun

Kluwer Academic Publishers



Negotiation Processes Modeling Frameworks And Information Technology

Shasha Hu

Negotiation Processes Modeling Frameworks And Information Technology:

Negotiation Processes: Modeling Frameworks and Information Technology Melvin Shakun,2012-12-06 This book focuses on negotiation processes and how negotiation modeling frameworks and information technology can support these A modeling framework for negotiation as a purposeful complex adaptive process is presented and computer implemented in the first three chapters Two game theoretic contributions use non cooperative games in extensive form and a computer implemented graph model for conflict resolution respectively Two chapters use the negotiators joint utility distribution to provide problem structure and computer support A chapter on cognitive support uses restructurable modeling as a framework One chapter matches information technologies with negotiation tasks Another develops computer support based on preference programming Two final chapters develop a stakeholder approach to support system evaluation and a research framework for them respectively Negotiation Processes Modeling Frameworks and Information Technology will be of interest to researchers and students in the areas of negotiation group decision negotiation support systems and management science as well as to practising negotiators interested in this technology

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