From a systems perspective, leadership can be viewed as a complex process leading to a negotiation agreement constituting a common ground for involved participants. This process implies the need of using technologies to support connectedness leading to negotiated outcomes, in addition to centralized and decentralized data and models. As Joseph Nye states in his 2010 book on “The Power to Lead”, “leaders as those who help the group create and achieved shared goals,”(p. XI) leadership is an integral part of effective group decision and negotiation (GDN) processes. Recognition of this bridge between the GDN and leadership areas allows us to bring to functioning leadership the technology available to support GDN processes. Also, the concept of connectedness has now become pervasive in social generations that are transforming the way organizations work and serve their customers and stakeholders.

Since 1991, this minitrack has gathered a respectable collection of papers in this continuously evolving but increasingly relevant area of research. Collectively, the selected papers for this minitrack over the last 25 year have offered innovative and thought-provoking research in computer-supported mediation, now embedded in a social context.

To make time for the panel discussion and to set the stage, we have selected a paper titled “Human-Agent Negotiations: The Impact Agents’ Concession Schedule and Task Complexity on Agreements” by Vahidow, Kersten and Yu. The paper embraces the elements of the topics of the panelists. The transcripts of the panel discussion that also include the debate that follows the position statements of the panelists will be recorded and made available in a forthcoming publication.