

Introduction to Decision, Negotiation, Leadership, Social Communities and Technology Minitrack

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This minitrack explores research issues related to the concept, design, implementation, use and evaluation of technologies that involve decision-making, negotiation, leadership and social engagement in business. Topics of special interest include, but are not limited to:

- Leadership, including ethics, in negotiation support and negotiated goals and missions
- Communication and argumentation systems for social networks
- Negotiation support system, software agents and web services
- The role of NSS in media sharing and conversation building
- Massively distributed negotiation and autonomous systems
- Systems to support intercultural negotiation and emotions
- Negotiation systems to support crisis management, emergency response
- Emotion in negotiation and emotion-support
- Negotiation support in electronic markets (auctions)
- Negotiation support in social computing platforms Negotiation issues in cross-border supply chains