

# JOURNAL OF INFORMATION TECHNOLOGY THEORY AND APPLICATION

# **TABLE OF CONTENTS**

IS and Organizational Processes: IS Design, Negotiation, Decisions, and Managing	
Knowledge	ii
Linking IS Research to Application	\
Research Articles	
Gregory E. Kersten, Sabine T. Koeszegi, and Rudolf Vetschera	
The Effects of Culture in Computer-Mediated Negotiations	1
Susan Gasson	
Human-Centered Vs. User-Centered Approaches to Information System Design	. 29
Joram Ngwenya and Robert Keim	
The Effects of Augmenting Face-to-Face Meetings with a Web-based	
Asynchronous Group Support System	. 47
Dianne Hall, David Paradice, and James Courtney	
Building a Theoretical Foundation for a Learning-Oriented Knowledge Management	
System	. 63

## **Publisher**

#### **Ken Peffers**

University of Nevada, Las Vegas

## **Senior Advisory Board**

## Tung Bui

University of Hawaii

Ken Kendall Rutgers University

#### Brian L. Dos Santos

University of Louisville

## Ephraim McLean

Georgia State University

## Sirkka Jarvenpaa

University of Texas at Austin

## Timo Saarinen

Helsinki School of Economics

#### Robert Kauffman

University of Minnesota

#### Edward A. Stohr

Stevens Institute of Technology

## J. Christopher Westland

HKU of Science and Technology

## **Senior Editors**

#### **Kevin Crowston**

Syracuse University

## **James Kwok**

HKU of Science and Technology

#### **Gurpreet Dhillon**

The University of Nevada, Las Vegas

#### **Ting-Peng Liang**

National Sun Yat Sen University

#### **Julie Kendall**

Rutgers University

## Nava Pliskin

Ben-Gurion University of the Negev

## Rajiv Kishore

State University of New York, Buffalo

#### Henk Sol

Delft University of Technology

#### V.K. Tuunainen

Helsinki School of Economics

## **Editorial Review Board**

Murugan Anandarajan, Antony Bryant, Patrick Chau, Brian John Corbitt, Khalil Drira, Steven Fichera, Lee A. Freeman, Peter Green, Chang-tseh Hsieh, Starling Hunter, Peter Kueng, Glenn Lowry, David Yuh Foong Law, Nirup M. Menon, Vijay Mookerjee, David Paper, Georg Peters, Balaji Rajagopalan, Mahesh S. Raisinghani, Rahul Singh, Jeffrey M. Stanton, Issa Traore, Ramesh Venkataraman, Jonathan D. Wareham

# Managing Editor

## Wendy Hui

HK University of Science and Technology