JITTA
JOURNAL OF INFORMATION TECHNOLOGY THEORY AND APPLICATION

IS AND ORGANIZATIONAL PROCESSES: IS DESIGN, NEGOTIATION, DECISIONS, AND MANAGING KNOWLEDGE

How culture affects E-Negotiation.

Revisiting the perspective in IS design.

Does augmenting face-to-face meetings with asynchronous online support improve decisions?

Theoretical support for a learning oriented KM system.

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The current issue contains four new papers that are substantial, novel, and exciting. Together they will be well read and as a group they'll contribute to the body of IS research for a long time to come.

Kersten, Kersten, Köszegi, and Vetschera (2003), in "The Effects of Culture in Computer-Mediated Negotiations", explore the affects of culture on negotiations conducted over the internet. This study and related work has the potential to be important for both global businesses that must routinely operate among many different cultural settings, but increasingly even for small and medium sized firms that find themselves with widely dispersed customers and suppliers who are members of very different cultures. With its large sample size (more than 1300) and wide geographic scope (ten countries), the results of this study will provide a credible platform of findings on which much future work can be built. The study finds that culturally based communication patterns, approach to problem solving, and expectations all affect expected outcomes.

Gasson (2003), in "Human-Centered Vs. User-Centered Approaches to Information System Design", asks us to step back and look for a fresh perspective on the idea of the "human-computer interface." The human-computer perspective is too restricting in its focus on problem solving to help us develop the best process to reconcile the competing needs of the system to provide a technical solution and to help resolve organizational issues. She proposes a duel-cycle model of human-centered design, with one cycle that opens up the design problem, another for closing down technical solutions and a connecting process of technical and organizational change in operation.

Ngwenya and Keim (2003), in "The Effects of Augmenting Face-to-Face Meetings with a Web-based Asynchronous Group Support System", helps to make GSS research more like real group decision making with an empirical study that examines the effects of using GSS to augment face-to-face meetings. Such augmentation, I'm guessing, is probably a very likely scenario for the use of online group decision support and the question of whether such systems help participants reach better decisions quicker is likely to be of interest to researchers and managers worldwide.

Hall, Paradice, and Courtney (2003), in "Building a Theoretical Foundation for a Learning-Oriented Knowledge Management System", contribute to IS research with a new

theoretical foundation for a learning oriented KMS. This is one of few theoretical papers in the area of KMS and we feel honored to be able to publish it in *JITTA*. The new theory supports the development of KMS using accepted design techniques. Thus the paper may be of interest to both researchers and managers.

Call for papers, a special issue on "Linking IS Research to Application"

This *JITTA* special issue will focus on one of the journal's special interests, research that has the potential to be applied to real problems. Andrew Wenn and Stephen Burgess will be assembling the issue over the next nine months, in part from papers screened from submissions to the ISOneWorld Conference in Las Vegas NV, USA, April 14-16, 2004, see http://www.isoneworld.org/, and in part from open submissions. The full call for papers for the special issue appears in this issue.

James Kwok (HKUST) debuts as a *JITTA* editor, acting as senior editor for two of the four papers in this issue. We welcome his help.

REFERENCES

Gasson, S., "Human-Centered Vs. User-Centered Approaches to Information System Design", *The Journal of Information Technology Theory and Application (JITTA)*, 5:2, 2003, 29-46.

Hall, D., D. Paradice, and J.F. Courtney, "Building a Theoretical Foundation for a Learning-Oriented Knowledge Management System", *The Journal of Information Technology Theory and Application (JITTA)*, 5:2, 2003, 63-89.

Kersten, G., S.T. Köszegi, and R. Vetschera, "The Effects of Culture in Computer-Mediated Negotiations", *The Journal of Information Technology Theory and Application (JITTA)*, 5:2, 2003, 1-28.

Ngwenya, J., and R. Keim, "The Effects of Augmenting Face-to-Face Meetings with a Web-based Asynchronous Group Support System", *The Journal of Information Technology Theory and Application (JITTA)*, 5:2, 2003, 47-62.