

Decision, Negotiation, Leadership, Social Communities and Technology: A Panel Discussion to Celebrate the 25TH Year of the Minitrack

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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 celebrate the 50th year of HICSS, and the 25th year of this mini-track, we offer a special panel discussion led by the key founders of this

minitrack areas of research:

Twenty-Five Years of Negotiation Support System Research at HICSS: Past, Present and Future

Tung Bui, Minitrack Co-chair

Negotiation Support Systems: From Automated Systems to Cultural Use Considerations

Katia Sycara and Mike Lewis, Carnegie-Mellon University and the University of Pittsburgh

Computer-Supported Multi-Bilateral Negotiations and Reverse Auctions: Ten Years of Systems Development and Use

Gregory E. Kersten, Concordia University

Evolutionary System Design and Connectedness in the 21st Century Economic and Social Context

Melvin F. Shakun, Mini-Track Co-Chair

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 forth-coming publication.