

Introduction To Decision, Negotiation, Leadership, Social Communities and Technology 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.

The newly redesigned HICSS-47 minitrack will continue to support research related to the role of NSS in a Web-centric platform and with applications in electronic markets, e-auctions and automated negotiation agents, and in social computing platforms. More particularly, we would like to expand the this minitrack to explore research issues related to the concept, design, implementation, use and evaluation of technologies that involve decision-making, negotiation, leadership and social engagement in business. Since 1991, this minitrack has gathered a respectable collection of papers in this young but promising area of research. Collectively, the selected papers in this minitrack continue to offer innovative and thought-provoking research in

computer-supported mediation, now embedded in a social context.

Semnani-Azad, Coman, Sycara, and Lewis conducted an experimental study to examine the interaction of sacred value and national culture, and their combined influence in cross-cultural negotiation. Their "black sheep effect" suggests that perception formation in global negotiations remains pervasive in a technology-driven world. The paper by Mentis and Yilmaz provides strong evidence of how social communities can facilitate consensus seeking, even in the absence of a centralized planning and coordination. Using a meta-heuristic negotiation protocol inspired by honeybee nest site selection behavior, they contend that quorum-sensing is a quick technique to reach cost-effective consensus.

Automated negotiation continues to become a common feature in many e-commerce applications. A key challenge is how to design an automaton that has the ability to mimic changing human decision behaviors in evolving negotiation situations to. Cao and Dai develop a time-dependent and behavior tactics negotiation model to help improve the success rate in reaching consensus. Next, Vahidov, Kersten and Gimon argue in their work that offers or counter-offers made by adaptive, context-aware and knowledge-based agents tend to outperform those generated by agents using time-dependent tactics. The last paper of this year's minitrack proposes simple approach to accelerate auctions outcomes. The idea is to impose bid ranges in a combinatorial clock auctions to effectively reduce the number of auction rounds.