

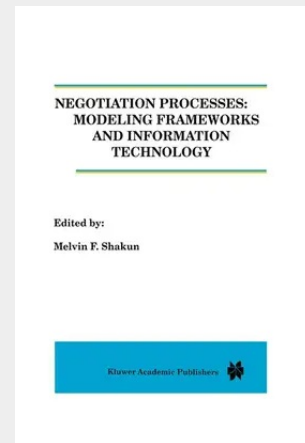
Negotiation Processes: Modeling Frameworks and Information Technology

This book focuses on negotiation processes and how negotiation modeling frameworks and information technology can support these. A modeling framework for negotiation as a purposeful complex adaptive process is presented and computer-implemented in the first three chapters. Two game-theoretic contributions use non-cooperative games in extensive form and a computer-implemented graph model for conflict resolution, respectively. Two chapters use the negotiators' joint utility distribution to provide problem structure and computer support.

A chapter on cognitive support uses restructurable modeling as a framework. One chapter matches information technologies with negotiation tasks. Another develops computer support based on preference programming. Two final chapters develop a stakeholder approach to support system evaluation, and a research framework for them, respectively.

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160,49 €

149,99 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

Artikelnummer: 9780792397298

Medium: Buch

ISBN: 978-0-7923-9729-8

Verlag: Springer

Erscheinungstermin: 31.10.1996

Sprache(n): Englisch

Auflage: &em>Nachdrucked from
GROUP DECISION AND NEGOTIATION
5:4-6; 1996

Produktform: Gebunden

Gewicht: 1190 g

Seiten: 246

Format (B x H): 160 x 241 mm

