

SSHRC Initiative for New Economy

Electronic Negotiations, Media and Transactions for Socio-Economic Interactions

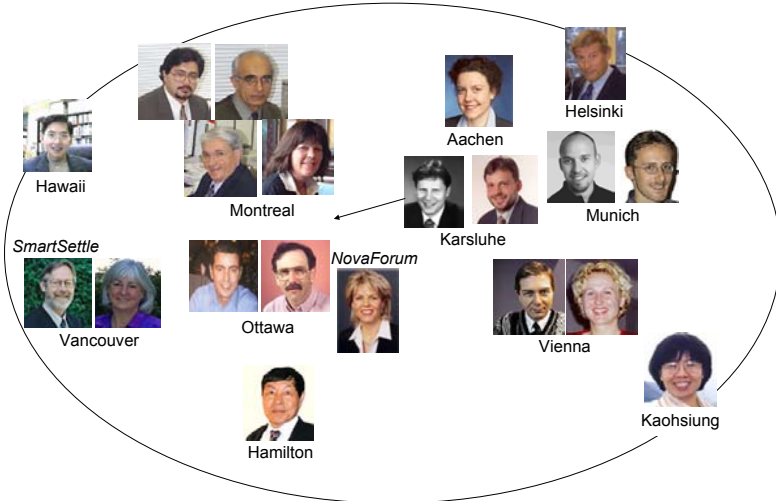
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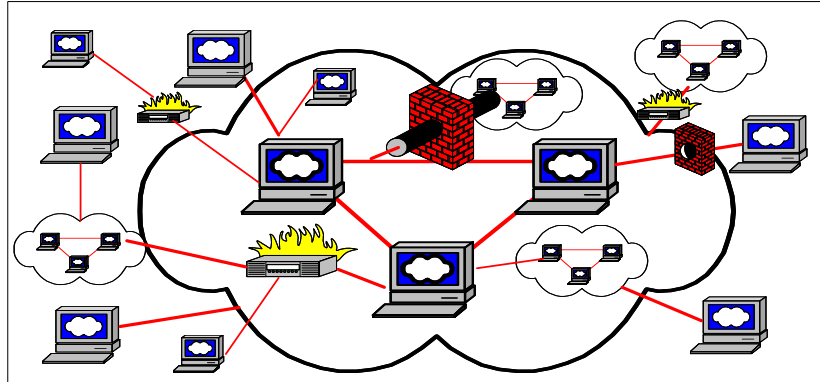


People



Three underlying observations

- Information and communication technologies enable new modes and forms of communication, collaboration and problem solving



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- Information and communication technologies enable new modes and forms of communication, collaboration and problem solving

but it is:

- **Software and electronic media** that provide the platform through which transactions and activities are conducted.
- **Software** that allows for implementation and enhancements of mathematical and behavioural models and practical solutions.
- **Design of software systems** that determines problem solving strategies and vice versa.

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Vision

- **Establish inetwork of researchers and practitioners** who jointly work on the theoretical and practical aspects of e-negotiation in business organizations, governments and educational institutions.
- **Integrate negotiation research** in behavioural, economic, computer and management sciences to provide methodological foundations and solutions for the engineering of negotiation processes and systems.
- **Study negotiators' behaviour and communication**, and their use of knowledge and information.
- **Understand the interactions between people and technology** that transform our society, and the impact of technologies on social and economic processes.

Interdisciplinary research for support

- **Information and knowledge, and the software** used for their processing make new organizational forms, collaboration among many people, and models of decision-making and negotiations possible.
- **Social processes** which are mediated, supported and partially automated with software:
 - **Require integration** of humanities, social science, science and engineering.
 - **Can be supported** with tools that help people to communicate, learn, formulate and solve decision problems, and mediate and negotiate.

Interdisciplinary research for support

Hand in Hand
ONLINE MEDIATION SERVICES

Inspire

OPTIMARK
Advanced Solutions for Evolving Markets

WEB-BASED NEGOTIATION SUPPORT SYSTEM

NOVA FORUM
THE ELECTRONIC COURTHOUSE

SAGE

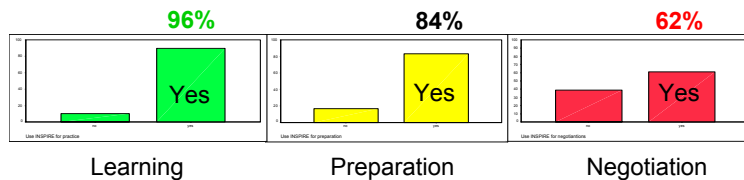
SmartSettle™
Home Process Tour

Win Squared Software
the power to negotiate → persuade → win

Map of AOT40 mean : Reference_J
IIASA RAINS system for air pollution negotiations

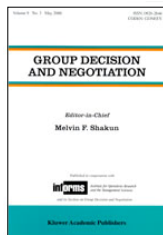
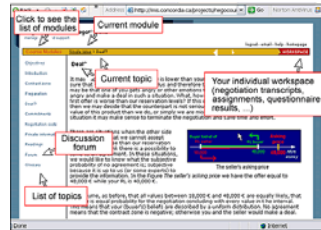
Inspire negotiations

- Bilateral business negotiations.
- Decision support tools for preference elicitation, utility construction, efficiency analysis.
- Visualization tools for negotiation progress, negotiation history,
- Over 5,000 people from 60 countries.
- Students, managers, lawyers, engineers, physicians



Current activities

- Joint negotiation teaching course for MBA students from Montreal, Ottawa and Vienna.
- International student competition in union/management negotiation using three Canadian systems: Inspire, SmartSettle and WebNS.



- Foundations and taxonomy of negotiations and electronic media.
- Modelling and design of e-negotiation processes and systems.
- Organizational and social contexts of e-negotiation.

Current activities

- Building business models for e-negotiation services.
- Assessment of e-negotiation users and processes.
- E-negotiation systems and software agents design for e-negotiation and dispute resolution experiments.
- Computer aided market engineering and design patterns library; co-funded with the Humboldt Foundation.
- Collaboration with European Science Foundation project "Towards Electronic Democracy."

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negotiations

Electronic negotiations, media, and transactions in socio-economic interactions

negotiation research program

Scope

- Research on the humanistic, social and technical aspects of negotiations of people and people software systems.
- Design and implementation of resources (learning objects) for negotiation teaching, training and self-learning.
- Development and testing of systems capable of negotiation support, interpretation of interactions, and participation.

Vision

- Create an international network of researchers and practitioners who jointly work on the theoretical and practical aspects of negotiation in business organizations, governments of all levels and educational institutions.
- Develop negotiation research in behavioural, economic, decision, temporal and management sciences to construct methodological foundations and specific solutions for the engineering of negotiation processes and systems.
- Study negotiatory behaviour, their communication and interaction, and their use of knowledge and information in negotiations.
- Understand the relationships between people and technology that transform our society, and the impact of technologies on social and economic processes.

Users

- Designers and adapters of software for e-negotiations and e-market.
- Users and designers of on-line negotiation and alternative dispute resolution systems.
- Graduate students and researchers.
- Industry students taking on-line.
- Business, education, government and not-for-profit organizations.
- Participants in decision making involving social, economic and environmental issues who require individual support and access to computational models of decision analysis.

We invite people and organizations who are interested in:

- Study of e-negotiations processes and participation in systems.
- Design, implementation, and use of IT in negotiation facilitation, support and automation.
- Study of the use and roles of various negotiation systems in marketing.
- Development of on-line negotiation and mediation systems for teaching and training.
- Study of psychological, sociological and cultural influences on the use of a negotiation system.
- Impact of e-negotiations on business and adoption of decision making and conflict resolution.
- Models and systems for dispute resolution (collaboration and conflict resolution).
- Engineering of e-negotiation systems and processes.
- Implementation and representation of a negotiation system for mobile conflict resolution.
- and other activities that are related to negotiations and conflict resolution with the use of IT.

Members of the team

- The program co-ordinator: online and offline
- The project lead: online and offline
- The research team: online and offline
- Research assistants: online and offline

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InterNeg

People

About

Projects

Announcements

Resources