Introduction

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This special issue brings together a selection of contributions addressing topical themes in electronic negotiation and collaborative systems. Several authors were invited to submit full papers following their presentations at the EWG-DSS 2011 London Workshop. The manuscripts were significantly revised and present theoretical developments as well as applications covering challenging aspects of the issue theme.

The first two papers focus on electronic negotiation. Schoop, Amelsvoort, Gettinger, Koerner, Koeszegi and van der Wijst explore the interplay between decision support and communication support in electronic negotiation. Based on a controlled laboratory experiment, several hypotheses have been drawn and tested to disclose the relative importance of these support elements and how they interact in supporting electronic negotiation. The paper also assesses and discusses the individual impact of these elements on the outcomes of the negotiation.

In the second paper, Druckman, Mitterhofer, Filzmoser and Koeszegi expand on their previous work and proceed to evaluate the impact of electronic mediation on resolving impasses in electronic negotiation. Their research question is stated as part of the paper title “does e-Mediation work?” To explore this question in depth, several hypotheses were set up and assessed in a laboratory experiment.

The third contribution, of Antunes, Zurita, Baloian, and Sapateiro, addresses the integration of decision-making support models in Collaborative Spatial Decision Making (CSDM) tools. A conceptual model is proposed and validated through a CSDM prototype tool that blends spatial data with decision-making support.

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Finally, Hernández, Mula, Poler, and Lyons propose a multi-agent based model to support decentralized collaborative planning in supply chains. A real automotive supply chain case study was addressed using the proposed collaborative planning model, hence allowing for validation and evaluation of the model.

As guest co-editors, we would like to thank all the people who contributed to this issue, namely, all the authors for their contributions and all the reviewers for their timely delivery of reviews and constructive comments. The interplay of all the actors allowed us to bring together a selection of high standard research contributions for the field of Group Decision and Negotiation.