



January 4-7, 2011, The Grand Hyatt Kauai Resort & Spa, Koloa, Kauai, Hawaii.

## **Track: Collaboration Systems and Technologies**

### **Minitrack: Negotiation Support Systems**

At HICSS-43, the accepted papers for this minitrack was limited to new topics only – not just continuation or extension of topics presented earlier – the role of the crowd or large group of constituents in negotiation and negotiation effectiveness in e-negotiations. For the 44th HICSS, we would like to propose a continuation of the minitrack with a stronger emphasis on the role of negotiation support in social networking and inter-organizational systems. We would encourage papers that explore the role of computer-supported argumentation, reasoning, bargaining and negotiation in Web platforms, to include:

- Social networks (such as SNARF (Social Network and Relationship Finder); NETSCAN (Social network and user activity analysis of Usenet), ebays, etc.)
- Cross-border supply chains (e.g., data harmonization for regional e-commerce and trade facilitation)
- Business Value-added Networks (e.g., industry-specific web portals), and the like.

For 2010, we will encourage papers focusing on the use of mobile computing to support a variety of communication and negotiation processes, to include, conversation building. The novelty here is to examine research issues related to group-centric real-time communication involving mobile, location independent devices and the role of real-time information exchange to facilitate bargaining.

### **Minitrack Co-chairs**

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