



GROUP DECISION AND NEGOTIATION

GDN SECTION OF INFORMS

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LETTER FROM THE PRESIDENT

Dear Members of the Group Decision and Negotiation (GDN) Section,



Welcome to the eleventh issue of our INFORMS Group Decision and Negotiation (GDN) Section Newsletter.

In accordance with our Section Bylaws, a new GDN Section Council will be constituted in March 2025. The Officers of the INFORMS GDN Section as of March 2025 are:

- President: Pascale Zaraté,
- Vice-President, Meetings: Tomasz Wachowicz,
- Vice-President, Publications and Membership: Danielle Morais,
- Treasurer: Ginger Ke, and
- Secretary: Masahide Horita.

I would like to extend my warm congratulations to the new GDN Section Council members and my best wishes to them for a most successful tenure.

The 25th International Conference on Group Decision and Negotiation (GDN 2025) will be held in Zaragoza, Spain, hosted by the School of Business and Economics, University of Zaragoza, from June 15th to 18th, 2025. We cordially invite you to submit your contributions to GDN 2025 and look forward to seeing you in Zaragoza in June 2025. For details about the conference, please visit the conference website (<https://gdnconference.org/gdn2025/>).

During GDN 2025, the GDN Section will announce the following awards:

1. 2025 GDN Section Award, which honors an individual who has made outstanding scholarly contributions to research in the field of group decision and negotiation. A secondary criterion is outstanding service contributions to the GDN Section.
2. 2025 GDN Appreciation for Outstanding Service Award, which honors the most significant contributions of individual members to the GDN Section.
3. 2025 Gregory Kersten GDN Journal Best Paper Award, which is granted annually to a paper published in the journal Group Decision and Negotiation in the previous calendar year that best contributes to the advancement of the theory and/or practice of group decision and negotiation.

Nominations and selections will follow the respective procedures. Moreover, the following best paper competition presentations will be made and the results announced during the conference:

1. 2025 GDN Springer Best Paper Award, which recognizes research presented at the conference.
2. 2025 GDN Springer Best Student Paper Award, which recognizes research first authored and presented by a student at the conference.

I would like to take this opportunity to encourage conference participants to submit their papers to the GDN Springer Best Paper or Best Student Paper competition. For detailed requirements, please visit the conference website.

The GDN Section Council is pleased to announce the respective membership of the following award selection committees:

1. 2025 GDN Section Award Committee: Daniel Druckman, Liping Fang, L. Alberto Franco, Mareike Schoop (Chair), and Rudolf Vetschera;
2. 2025 GDN Appreciation for Outstanding Service Award Committee: Danielle Morais, Tomasz Wachowicz, and Pascale Zaraté (Chair),
3. 2025 Gregory Kersten GDN Journal Best Paper Award Committee: Daniel Druckman, Gert-Jan de Vreede, Mareike Schoop, Remigiusz Smolinski, and Pascale Zaraté (Chair), and
4. 2025 GDN Springer Best Paper and Best Student Paper Award Committee: Adiel Teixeira de Almeida, Masahide Horita (Chair), José María Moreno-Jiménez, Mareike Schoop, and Tomasz Wachowicz.

I am grateful to Eduarda Asfora Frej for her dedicated work in coordinating and editing the GDN Section Newsletter since its commencement.

I would like to thank most sincerely my GDN Section Council colleagues, Pascale Zaraté, Tomasz Wachowicz, Danielle Morais, and Ginger Ke, for their dedicated and excellent service to the Section. On behalf of the GDN Section Council, I would like to wish you and your loved ones a most pleasant holiday season and a very happy, healthy, prosperous, and productive 2025 and beyond. Happy Holidays.

Liping Fang

December 2024

1. GROUP DECISION AND NEGOTIATION CONFERENCE

1.1. GDN 2025

The 25th International Conference on Group Decision and Negotiation (GDN 2025) will be held at the School of Business and Economics – University of Zaragoza, from **June 15 – 18, 2025**. The theme of the Conference is "Human, Social & Artificial Cognition in Group Decision and Negotiation".



You have been cordially invited to take part in the conference, please be reminded of the following due dates.

Submission deadlines:

- Full papers to Springer Proceedings: **January 31, 2025**
- Abstracts, extended abstracts and short/full papers to Local Proceedings – ORAL presentation: **January 31, 2025**
- Abstracts to Local Proceedings – POSTER presentation: **March 31, 2025**
- Doctoral Consortium: **March 15, 2025**

To submit your contribution, you should access the EasyChair using the URL: <https://easychair.org/conferences/?conf=gdn2025>. For more information, visit the GDN 2025 website (<http://gdnconference.org/gdn2025>).

We look forward to seeing you in Zaragoza!

José María Moreno Jiménez
Conference Chair

1.2. GDN 2026: location and dates



The 26th International Conference on Group Decision and Negotiation (GDN 2026) will take place from June 21st to 24th, 2026, at the University of Economics in Katowice (UEKat). Located near the city center of Katowice, the capital of the Upper Silesian Metropolis (Metropolis GZM), UEKat is the oldest university in the Silesia region and one of

Poland's five public economic universities.

Katowice, a modern and well-organized city in southern Poland, has undergone remarkable post-industrial transformation in recent years. It offers excellent connectivity via a network of highways and rail links to major European cities such as Berlin, Vienna, and Prague. The city is also served by two international airports: Katowice Pyrzowice (KTW), located 30 km away, and Kraków Balice (KRK), 70 km away, both offering numerous connections to key European hubs, such as Warsaw, Vienna, London, Amsterdam, Paris, Frankfurt, Munich and Rome.



Tomasz Wachowicz
on behalf of the local organizers

2. SOCIETY NEWS

2.1. Keith Hipel, Liping Fang, and D. Marc Kilgour awarded the IEEE SMC Lotfi A. Zadeh Pioneer Award

By Ginger Ke (gke@mun.ca)

I am pleased to share that the GDN community members Keith W. Hipel, Liping Fang, and D. Marc Kilgour have been awarded the IEEE SMC Lotfi A. Zadeh Pioneer Award, by the IEEE Systems, Man, and Cybernetics (SMC) Society, for developing the innovative Graph Model for Conflict Resolution (GMCR) methodology to understand and resolve complex real-world Systems-of-Systems strategic problems.



The award was presented during the Opening Ceremony of the 2024 IEEE International Conference on Systems, Man, and Cybernetics on October 7, 2024, in Kuching, Malaysia.

The Lotfi A. Zadeh Pioneer Award is "To honor a person or persons with outstanding and pioneering contributions to academic and/or industrial research in systems science and engineering, human-machine systems, and/or cybernetics."

<https://www.ieeesmc.org/about-smcs/awards/lotfi-a-zadeh-pioneer-award/>

2.2. *Group Decision Support in Use*

By Colin Eden (colin.eden@strath.ac.uk)

Over the past decade, I have been working with Sigurd Paulsen, Crisis Manager for the city of Kristiansand, Norway and Jose Gonzalez. Together, we've tackled multi-organizational challenges, especially during the Covid pandemic, using the strategyfinder group support system (strategyfinder.com) and a soft-OR method (causal/strategy mapping).

Our collaboration has led to some noteworthy outcomes for the Agder region of Norway, as well as a recent success in the IBM competition on Future Shocks. Our entry, a case study essay, was selected as one of four winners!

The essay, a brief yet comprehensive analysis of effective multi-organization collaboration using strategy mapping and our Group Support System platform, is featured in "Resilience in action: Crisis leadership through innovation, collaboration, and human-centered solutions | IBM" published by the IBM Institute for Business Value. This initiative, in collaboration with the IBM Center for The Business of Government and the National Academy of Public Administration (NAPA), showcased these essays at the NAPA conference in Washington in November.

The experience is interesting to the GDN community because it has led to the formation of a community in Norway who will, together, be addressing possible disaster scenarios using the Group Support System as the primary method for addressing such issues. The view of the community is that their collaboration would not, and will not, be possible without the use of strategyfinder, and so the use of the platform has been written in to the agreement. The essay identifies some important lessons learned which are relevant to those wishing to get a Group Support System embedded in an organisational setting.

A copy of the IBM report is available free from: [Resilience in action: Crisis leadership through innovation, collaboration, and human-centered solutions | IBM](#).

I am hoping to expand on the essay at the GDN conference in 2025.

2.3. *The Negotiation Challenge (TNC) 2025*

By Remi Smolinski (remigiusz.smolinski@hhl.de)

We are excited to invite you to participate in The Negotiation Challenge (TNC) 2025, one of the oldest and most prestigious international negotiation competitions in the world. TNC brings together passionate student negotiators from leading universities worldwide to engage in realistic simulations that test and enhance their negotiation skills.

All registered teams will participate in three online qualification rounds scheduled on consecutive Fridays and Saturdays in February 2025. These rounds offer flexibility, allowing teams to coordinate with counterparts across different time



zones. The top 10 teams from the qualification rounds will advance to the finals, held in April 2025 in Cape Town, South Africa. Finalists will engage in face-to-face negotiations, with provisions for a hybrid event if travel restrictions apply.

To register for The Negotiation Challenge 2025, students need to form teams of max. 3 students. Registration is open until February 1, 2025. More details can be found on the competition website under <https://students.thenegotiationchallenge.org/>.

We encourage faculty members to coach their teams and attend the International Negotiation Teaching and Research Association (INTRA) meeting for negotiation scholars, scheduled on April 24, during the final event in Cape Town. For further information, please reach out to Remi Smolinski (remigiusz.smolinski@hhl.de) and his team.

2.4. *GDN Cluster at INFORMS conferences*

By Ginger Ke (gke@mun.ca)

- **INFORMS Annual Meeting 2024**



The INFORMS 2024 Annual Meeting was held in Seattle, Washington, from October 20 to 23, 2024. The GDN cluster hosted one invited session entitled “Group Decision Making for Sustainable Development.” Five of our community members were invited and presented their work.

- **INFORMS Annual Meeting 2025**

The INFORMS Annual Meeting 2025 will be held in Atlanta, Georgia, from October 26 to 29, 2025. This meeting will be a great opportunity to connect and network with more than 7000 INFORMS members, students, prospective employers and employees, as well as academic and industry experts. We cordially invite and strongly encourage GDN community members to submit their work and to organize sessions in the GDN cluster at the INFORMS Annual Meeting.

Look forward to seeing you in Atlanta!

- **INFORMS International Meeting 2025**

The INFORMS International Meeting will be held in Singapore from July 20 to 23, 2025. This meeting will provide an equitable, diverse, and inclusive learning and networking platform for scholars, professionals, and students. Should you plan to organize a session in the GDN cluster at the meeting, please contact Ginger Ke at gke@mun.ca.

2.5. *Behaviour in group decision-making Section in EURO 2025*

By Raimo Hämmäläinen (raimo.hamalainen@aalto.fi)

The upcoming EURO 2025 conference (<https://euro2025leeds.uk/>) will take place in Leeds, United Kingdom, from June 22 to June 25, 2025. In the EURO Leeds meeting, there is a Behavioural OR stream of sessions, including one on group decisions: “*Behaviour in group decision-making*”.

You are most welcome to submit papers. For submission details, please visit: <https://www.euro-online.org/websites/bor/event/euro-2025-conference-deadline-for-abstracts/>

3. GDN OUTSTANDING PERSONALITIES

Marc Kilgour interviews Melvin Shakun and Norma Shakun

“GDN outstanding Personalities” is a new topic in the GDN Newsletter. In this section, we aim to bring interviews with GDN Section members who have a well-recognized role and have made significant contributions to the GDN community. We invite another GDN Section member to guide the interview. In this issue, we invited D. Marc Kilgour to interview Melvin Shakun and Norma Shakun.

REPORT ON INTERVIEW WITH MEL AND NORMA SHAKUN

December 3, 2024

By Marc Kilgour (mkilgour@wlu.ca)

*“Before we started, I made a list of **Major Events in the History of GDN***

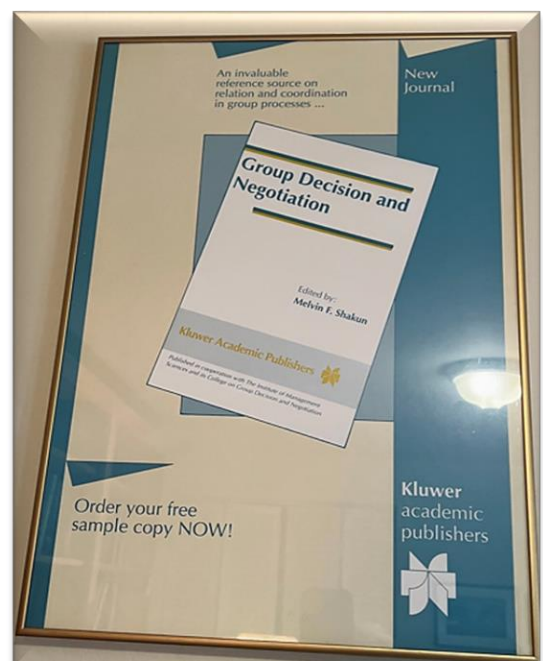
- **1989: Creation of the GDN Section of TIMS, later INFORMS**

Somehow we didn’t discuss this.

- **1992: First Issue of the GDN Journal**

There was an excellent TIMS (forerunner of INFORMS) meeting in Athens in 1991. (We’re not sure about the date; it may have been 1990). The social event was a short cruise on the Aegean Sea. Norma passed the entire cruise in the company of Stony Ishikawa and his wife Mina; but Mel was elsewhere on the boat, negotiating with quite a few different people. Out of these negotiations came GDN Journal, a Kluwer (subsequently, Springer) journal that is affiliated with INFORMS but not an INFORMS journal. The idea for the journal, the first commitments to the Editorial Board, etc., came out of this negotiation on the Aegean.

We looked at the first issue, Volume 1, Number 1, April 1992. (Norma sent me two photographs of the poster made to celebrate the first issue, which they have framed. The photographs are attached.) The five articles were:



“Competitive intelligence and strategic group decisions: A new diagnostic tool,” by Benjamin Gilad, George Gordon, and Ephraim Sudit.

“Defining a right problem in group decision and negotiation: Feeling and evolutionary generating procedures,” by Melvin F. Shakun.

“Approval voting in scientific and engineering societies,” by Steven J. Brams and Peter C. Fishburn.

“An experimental investigation of facilitation in an EMS decision room,” by Joey F. George, Alan R. Dennis, and J. F. Nunamaker Jr.

“A method for examining learning in negotiation,” by Leigh L. Thompson.

It is impressive that many of the themes that were further developed in subsequent issues of the GDN journal appear in this first issue. One of these is, of course, Mel’s idea that it is crucial to solve the “right problem.”

- **2000: First GDN Conference, GDN 2000 in Glasgow, Scotland**



As a Section of INFORMS, GDN had to have annual meetings. Before 2000, Section meetings always took place at INFORMS meetings. Our presence at these meeting often included organized GDN tracks (sequences of sessions), for example, at Washington (1996), Montreal (1998), and Cincinnati (1999).

Somehow, Mel got the idea for a stand-alone meeting, GDN 2000, to take place in Glasgow, Scotland. Colin Eden and Fran Ackermann were also involved in organizing it, and so was I. The whole thing was conceived as a millennial project – “looking back and looking forward,” as was often said at the time. Mel thought of it as a one-time-only event, and did not plan any follow-up.

But at the banquet several people proposed that there be another meeting – and next year! The reaction was enthusiastic, so Mel agreed to go ahead – provided we could find someone to host the meeting. That was when Alain Chekroun stepped up and offered to organize it, and that’s how GDN 2001 got to La Rochelle.

Since then, with a blip or two, we have had a GDN meeting every year.

- **2003: Advances in GDN Book Series**

The book series, originated with Kluwer and now supported by Springer, was designed as an extension of the journal; the idea is that articles in the journal often establish themes that can be summarized and developed in a full-length book format. I think that 8 books have been published so far. In fact, I’m in charge of the book series now, and can say that we have another title under consideration.

- **Other Topics**

Norma really appreciates the wide photograph of the attendees at GDN 2018 in Nanjing. (I agree – I also have a copy posted on the wall of my office.) It's great to be able to see all the faces. It was the second-last GDN meeting attended by Gregory Kersten, whom we all miss very much.



Next year's meeting is in Zaragoza, Spain. Is that near Bilbao?, asked Norma. I think it's not too far away. I'm sure that there will be many tourism opportunities.

It's a good idea to make a record of things before you forget. Norma says that Bertrand Munier is now writing his memoirs.

Maybe we should all think about writing things down."

4. GDN JOURNAL

From the desk of the GDN Journal Editors-in-Chief

In this newsletter, we would like to share a few exciting updates.

First, as the year ends, we are getting closer to the final performance numbers of our section's flagship journal. We have seen yet another successful year. As we write this update, the number of submissions for the first three quarters of 2024 is 163. We are still receiving new submissions and we will let you know the number of submissions for the complete year in our next newsletter. We would like to thank all of you for actively promoting the journals and of course for submitting papers!

Another great metrics is the average number days to first decision. It is now 14 days compared to 32 days in 2023. 131,539 article downloads show that our journal is the prime outlet for leading research in Group Decision and Negotiation.

Second, the new system SNAPP is in place! The Editorial Manager will still be used for all papers that were submitted in that system but all new submissions are now handled in SNAPP. We urge all board members who have not yet responded to the registration email from SNAPP that they do so directly so that you can remain active on the board.

Third, an exciting Special Issue on AI in Group Decision and Negotiation has just published its call for papers and we invite submissions: <https://link.springer.com/collections/igghahbcfi>

In addition, as always, we welcome submissions that report on your latest research in the area of Group Decision & Negotiation. We are especially interested in papers that present innovative systems and empirical studies, papers that perform solid, in-depth literature reviews and papers that propose an exciting agenda for future research in a subarea of GDN. We are also inviting authors to submit their extended papers from the GDN conferences.

We wish you and yours happy holidays and all the best for a happy and healthy 2025!

GJ de Vreede (gj@stevens.edu)
Mareike Schoop (m.schoop@uni-hohenheim.de)

5. RECENT PUBLICATIONS

Recent papers

This section presents a short list of recent publications of members of the GDN community who expressed their interest in mention their publications in this newsletter. This list is by no means exhaustive. If you want your recent publications to appear in the next issue of the GDN newsletter, please send an email to [**newsletter@gdnconference.org**](mailto:newsletter@gdnconference.org).

- Albano, A., García-Lapresta, J.L., Plaia, A., Sciandra, M. (2024). Clustering alternatives in preference-approvals via novel pseudometrics. *Statistical Methods & Applications* 33, pp. 61-87. <https://doi.org/10.1007/s10260-023-00718-w>
- Fang, K., E. Fu, D. Huang, G.Y. Ke, and M. Verma. (2025) A Value-at-Risk based approach to the routing problem of multi-hazmat railcars. *European Journal of Operational Research*, 320(1), 132-145. <https://doi.org/10.1016/j.ejor.2024.08.006>
- García-Lapresta, J.L., Martínez-Panero, M. (2024). Two characterizations of the dense rank. *Journal of Mathematical Economics* 111, 102963. <https://doi.org/10.1016/j.jmateco.2024.102963>.
- Han, Q., Y. Qin, H. Zhang, and G.Y. Ke. (2024) Public Private Partnership to Brownfield remediation projects in China: A combined risk evaluation approach. *Land*, 13(1), 56. <https://doi.org/10.3390/land13010056>
- Lane, D. C. (2024). Engaging with diverse worldviews using system dynamics. *Systems Research and Behavioral Science*. <http://doi.org/10.1002/sres.3102>
- Meng, Z., N. Zhu, G. Zhang, Y. Yang, Z. Liu, and G.Y. Ke (2024) Data-driven drone prepositioning for traffic accident rapid assessment. *Transportation Research Part E: Logistics and Transportation Review*, 183, 103452. <https://doi.org/10.1016/j.tre.2024.103452>
- Shi, J., G.Y. Ke, Z. Wang, and L. Zhang (2024) Price optimization for a multistage choice model. *Production and Operations Management*, 33(7), 1535-1551. <http://dx.doi.org/10.2139/ssrn.4255327>
- Zhang, J., H. Xu, and G.Y. Ke. (2024) A novel consensus and dissent framework under grey preference based on the Graph Model for Conflict Resolution. *Group Decision and Negotiation*, 33, 711-744. <https://doi.org/10.1007/s10726-024-09882-0>

6. IMPRINTS

Eduarda Asfora Frej: newsletter@gdnconference.org; eafrej@cidsid.org.br

We are working on publishing the newsletter of the Group Decision and Negotiation Section of INFORMS two times a year, July and December. The deadline for contributions for the July issue is June 30, and the issue is intended to be published by the end of July. The deadline for the December issue is November 30, and the issue is intended to be published by the end of December. Contributions can be sent at any time to the editor (please see the address provided above).