



**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 thirteenth issue of our INFORMS Group Decision and Negotiation (GDN) Section Newsletter.

The 26th International Conference on Group Decision and Negotiation (GDN 2026) will be held in Katowice, Poland, hosted by the University of Economics in Katowice, from June 28th to July 1st, 2026.



I would like to address my warmest thanks to the University of Economics in Katowice, Poland for hosting the 26th GDN Conference and more especially to the organising committee:

- Tomasz Wachowicz
- Marek Szopa
- Maciej Nowak
- Tadeusz Trzaskalik
- Ewa Michalska
- Jerzy Michnik
- Krzysztof Targiel
- Renata Dudzińska-Baryła
- Anna Gorczyca-Goraj
- Krzysztof Grzanka
- Sławomir Jarek

The following streams are proposed:

- Conflict Resolution
- Negotiation Support Systems and Studies (NS3)
- Preference Modeling for Group Decision and Negotiation
- Collaborative Decision Making
- Intelligent Group Decision Making and Consensus Process
- Risk Evaluation and Negotiation Strategies

Don't forget the deadline submissions:

- Deadline for the submission to the Springer Proceedings: ~~December 19, 2025~~ January 31, 2026.
- Deadline for the submission to the Local Proceedings: January 31, 2026
- Deadline for the submission to the Doctoral Consortium: March 15, 2026

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 Tomasz Wachowicz, Danielle Morais, and Ginger Ke, Masahide Horita for their dedicated and excellent service to the Section. We organise monthly meetings and the most difficult concern was to find the right time among the following countries: Canada, Brazil, Japan, France, Poland.

On behalf of the GDN Section Council, I would like to wish you and your loved ones a most pleasant summer break (winter break for some of you). Enjoy your Christmas Holidays.

Merry Christmas and Happy New year for all of you!!!



***Pascale Zaraté***

December 2025



# 1. GROUP DECISION AND NEGOTIATION CONFERENCE

## 1.1. *GDN 2026*

**GDN 2026 – Katowice, Poland**

**The 26th International Conference on Group Decision and Negotiation  
June 28 – July 1, 2026 | University of Economics in Katowice (UEKat)**

We warmly invite you to attend the 26th edition of the International Conference on Group Decision and Negotiation (GDN 2026), which will be held from June 28 to July 1, 2026, at the [University of Economics in Katowice](#) (UEKat) – the oldest public university in the Silesia region, founded in 1937.



The GDN conference provides a forum for researchers from Africa, the Americas, Asia, Europe, and Oceania. GDN 2026 will feature several keynote presentations, including a talk by the winner of the 2026 GDN Section Award, which will be announced at the conference. It will also support junior researchers by offering a dedicated student track and a doctoral consortium.

Selected papers will be published in a volume of the Springer Lecture Notes in Business Information Systems, Local Proceedings, and possibly special issues of the Group Decision and Negotiation Journal and other journals. Submitted full papers will be considered for the GDN Springer Best Paper Awards (\$600 and \$400) and GDN Springer Young Researcher Awards (\$300 and \$200).



More information about the conference, doctoral consortium, paper submission, awards, focused streams, panels and sessions, as well as deadlines, is available on the GDN 2026 website <https://gdnconference.org/gdn2026/>.



Please note the following important conference dates:

1. Deadline for the submission to the Springer Proceedings: ~~December 19, 2025~~ **January 31, 2026.**
2. Deadline for the submission to the Local Proceedings: **January 31, 2026.**
3. Deadline for the submission to the Doctoral Consortium: **March 15, 2026.**

If you would like to submit a stream, panel or session proposal, please use the proposal template available on the <https://gdnconference.org/gdn2026/important-dates-2/> conference website and send it by email to the Local Program and Organizing Committee.

For any further questions regarding GDN 2026, please contact the Local Program and Organizing Committee via email: [gdn2026@gdnconference.org](mailto:gdn2026@gdnconference.org)

***Tomasz Wachowicz***

*Conference Chair*

## 2. SOCIETY NEWS

### 2.1. *Innovation for Systems Information and Decision Meeting - INSID 2026*

By **Danielle Morais** ([dcmorais@insid.org.br](mailto:dcmorais@insid.org.br))

The **INSID Meeting (Innovation for Systems Information and Decision Meeting)** is a forum dedicated to the discussion and dissemination of advanced research and applications on decision making and aiding (including multicriteria and multiobjective methods - MCDM/A, group decision and negotiation (GDN), and neuroscience for decision-making, core themes of the **INCT-INSID network** (<https://insid.org.br/>).

INSID 2026 welcomes graduate students, faculty members, and researchers, as well as professionals from partner organizations who benefit directly from innovations in decision/negotiation support systems. The meeting promotes knowledge exchange, strengthens collaborations within the INCT-INSID network, and expands connections between research groups, academia, and industry.

INSID 2026 will take place **17–19 November 2026**, at the Hotel Marante Executive, in **Recife-PE, Brazil**. The meeting will be held in a **hybrid format**, combining in-person participation, primarily for national attendees, with online access to facilitate the involvement of international researchers and graduate students.

Over three days, participants will engage in student presentations, thematic panels, roundtable discussions, and lectures by national and international experts, among many other activities.

#### ***Call for Papers***

Paper submissions are now open **until June 2026**. For submission guidelines, registration details, and further information, please visit: <https://insidmeetings.org/insid2026/>.

We warmly invite the GDN community to join us at **INSID Meeting 2026** and contribute to strengthening research dissemination and collaboration in information systems, MCDM/A, and group decision and negotiation.

## 2.2. The Negotiation Challenge (TNC) 2026

By **Remi Smolinski** ([remigiusz.smolinski@hhl.de](mailto:remigiusz.smolinski@hhl.de))

We would like to warmly invite your students to participate in [The Negotiation Challenge](#) (TNC) 2026, one of the oldest and most prestigious international negotiation competitions for students.



TNC brings together student teams from leading universities worldwide to negotiate realistic, carefully designed simulations across several rounds. Participants apply negotiation theory in practice, receive structured feedback, and experience intercultural teamwork in a truly global setting.

Data from nearly 1,000 documented negotiations in TNC have recently been **featured in Harvard Business Review** in an article: "[What Makes a Great Negotiator, According to Research](#)", highlighting how top performers simultaneously achieve strong outcomes and build trustful relationships.

We would be very grateful if you could **forward this invitation to your students** and encourage interested teams to register. Detailed information about the format, schedule, and registration for TNC 2026 can be found on the competition website: <https://students.thenegotiationchallenge.org/>. Registration deadline is **February 14**.

Faculty members are explicitly encouraged to get involved as team coaches and prepare their teams to compete on the highest level or as judges. They are also kindly invited to attend the **INTRA meeting** for negotiation scholars directly before the finals of TNC 2026 on **April 9** at **IÉSEG School of Management**.

TNC is a great opportunity for students to apply their newly acquired knowledge and turn it into a sustainable skill. Please do not hesitate to reach out to us at [info@thenegotiationchallenge.org](mailto:info@thenegotiationchallenge.org) if you have any questions. Thank you very much in advance for your kind support!



*Pictures from TNC 2025. Cape Town, South Africa*

## 2.3. GDN Cluster at INFORMS Annual Meeting

By **Danielle Morais** ([dcmorais@insid.org.br](mailto:dcmorais@insid.org.br))

The GDN Cluster at the INFORMS Annual Meeting 2025, held from October 26 to 29, 2025, in Atlanta, Georgia, USA, was conducted with strong participation and high-quality contributions. Under the coordination of Cluster Chair Danielle Morais, the cluster featured two well-attended and highly engaging sessions.



### 1. Joint Session on MCDM and GDN Sections *Chairs: Eduarda Frej and Danielle Morais*

This joint invited session brought together scholars from both the MCDM and GDN communities and featured five invited presentations. The talks generated rich discussions, highlighting methodological aspects, applications of GDN combined with MCDM methods, and emerging research opportunities across the two fields.

### 2. Methodology and Applications in Group Decision and Negotiation *Chair: Danielle Morais*

This contributed session included two presentations showcasing innovative methodological developments and practical applications in group decision and negotiation.

Both sessions attracted a full room of participants, encouraging lively debate and valuable insights. The strong engagement demonstrated the growing interest of the INFORMS community in research related to group decision and negotiation, as well as its intersections with multicriteria decision-making.

Looking ahead to INFORMS 2026, we are pleased to share that the GDN Cluster is expected to be part of the **INFORMS Annual Meeting 2026, scheduled for November 1–4, 2026**, at the Moscone Center and Marriott Marquis in San Francisco, USA.

Researchers interested in organizing a session or contributing a presentation within the GDN Cluster for the 2026 meeting are warmly invited to contact: [dcmorais@insid.org.br](mailto:dcmorais@insid.org.br).

We look forward to continued contributions from the GDN community at INFORMS.

## ***2.4. The FITradeoff-GDSS is a web based system made available for the whole GDN community***

*By Eduarda Frej ([eafragej@cdsid.org.br](mailto:eafragej@cdsid.org.br))*

FITradeoff – Flexible and Interactive Tradeoff ([www.fitradeoff.org.br](http://www.fitradeoff.org.br)) – is a multicriteria decision method that works with partial information from the decision maker in the preference modeling process, which leads to a reduction in cognitive effort throughout the decision-making process, facilitating decision making in general and making the method more applicable to practical real-world problems.

The FITradeoff-GDSS (FITradeoff – Group Decision Support System) is a web-based tool developed to support group decision-making problems with FITradeoff, in a flexible manner. The system offers different possibilities for DMs to conduct the decision process, with several flexibility features.

The system should be operated by a decision analyst with knowledge of the method, who is responsible for registering the decision makers and the problem data (alternatives, criteria, and the consequence matrix). The analyst must guide the entire process together with the decision makers. Initially, each decision maker must select which evaluation criteria they wish to consider in their preference modeling process. The flexibility of the method allows different decision makers to consider different criteria, since in real problems it is common for different actors to weigh different factors in decision making.

Next, the preference modeling process with the decision makers begins, which takes place through a question-and-answer process for each decision maker. The questions are generated according to the heuristic and methodological structure of the FITradeoff method. The questions involve comparisons between consequences, in which the decision makers should evaluate tradeoffs amongst criteria. Performing holistic evaluations declaring preferences between alternatives is also possible, since FITradeoff combines two types of preference modeling in its structure: elicitation by decomposition and holistic evaluations.

The preference modeling process can be carried out in two ways: simultaneous elicitation or separate elicitation. In simultaneous elicitation, the decision makers must necessarily be gathered at the same time, and each decision maker answers the questions in an alternating manner; that is, the first decision maker answers the first elicitation question, then the second decision maker answers the first question, and so on. The first decision maker only answers the second question after all



decision makers have answered the first one. In separate elicitation, the decision makers do not necessarily need to be reunited; in this case, each decision maker answers the entire sequence of questions at once.

The FITradeoff method is interactive; that is, after each question answered by each decision maker, a mathematical model is run to compute individual rankings and potentially optimal alternatives for each decision maker, according to the preferential information provided up to that point. The system provides different forms of visualization for the partial results, including tables and different types of charts. The analyst must then use these tools to assist the decision makers in analyzing the individual results, seeking a possible agreement among the group members regarding the best alternative for the decision problem. At each interaction, the individual partial results are refined and updated, enabling additional analyses and a possible achievement of a compromise solution based on an agreement among the parties involved.

If an agreement solution is not achieved through a participatory process based on the analysis of partial results guided by the analyst, FITradeoff-GDSS also offers different mechanisms for aggregating preferences and individual results. The use of indicators such as maximum, minimum, and central values for each alternative can be applied to decision rules such as minimax, maximax, minimax regret, and central value. In addition, the system also offers cardinal aggregation of the obtained results using an additive model for aggregating decision makers, in which weights must be established for each decision maker. It is also possible to perform an ordinal aggregation of each decision maker's rankings through voting procedures.

In summary, the FITradeoff-GDSS is a flexible and interactive group decision support system designed to support decision makers in problems involving multiple objectives. The system includes different flexibility tools and mechanisms for aggregating preferences. Given the multiple possibilities for conducting the decision-making process, the decision analyst must guide the process together with the decision makers, conducting it in the manner that best suits them, seeking a final compromise solution that meets the needs of the group as a whole. The FITradeoff-GDSS is available for the whole GDN community at [www.fitradeoff.org](http://www.fitradeoff.org).

The FITradeoff-GDSS is based on a recent paper published in the GDN Journal:

*de Almeida, A.T., Frej, E.A., de Almeida, J.A. et al. Multicriteria Group Decision-Making using Flexible and Interactive Tradeoff with Partial Preference Information. Group Decis Negot 34, 643–681 (2025). <https://doi.org/10.1007/s10726-025-09926-z>*

**FITradeoff-GDSS**  
Flexible and Interactive Tradeoff – Group Decision Support System

### 3. GDN JOURNAL

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

As the year comes to close, we are happy to share a number of exciting updates about our section's flagship journal.

In terms of metrics, we have seen yet another successful year. As we write this update, the number of submissions per early December is 364 – about one paper submission per day! This is a significant increase (100+) over any previous year. We are still receiving new submissions, so we are likely to reach around 400. We would like to thank all of you for actively promoting the journal and of course for submitting papers!

Another great metrics is the average number days to first decision. It is now 13 days compared to 14 days in 2024. 169,682 article downloads in the first three quarters of 2025 (compared to 131,539 in the same period in 2024) show that our journal remains a prime outlet for leading research in Group Decision and Negotiation. Lastly, the acceptance rate over the first three quarters in 2025 stands at 13%, compared to 18% and 22% overall in 2024 and 2023 respectively; an indication that the journal remains selective and focuses on high quality papers.

Springer's new editorial management system, SNAPP, has now been in place for over a year. While it is an improvement over the old system in many ways, many of us feel that it is still a work in progress. As our publisher is making updates to SNAPP continuously, it is important that we provide them with feedback. So, if you have any suggestions for improvements or bug fixes, please let either of us know. We can pass these comments along to Springer.

During the journal's recent editorial board meeting, we discussed the growing impact of AI on academic publishing in general and our section's journal specifically. AI tools have likely contributed to an increase in submissions by making it faster to produce manuscript drafts. Authors are likely to use AI to strengthen their writing. This is acceptable, as long as the scientific ideas originate from the authors. However, we have also received some submission that appear AI-generated as they present overly simplistic research models or have an awkward structure. To address these concerns and maintain the journal's high quality standards, we are more carefully assessing submissions. We are also exploring transparency measures, including potentially requiring authors to provide access to their research data and analysis upon acceptance, similar to practices adopted at some conferences. These initiatives aim to ensure that submissions to GDN represent meaningful scholarly contributions while acknowledging that AI tools can play a legitimate supporting role in the writing process when used appropriately. We



welcome your thoughts as this clearly will be a topic of interest for the foreseeable future.

Finally, as you are contemplating your New Year's Resolutions for 2026, please include submitting your best work to the journal! As always, we welcome submissions with your latest GDN research. 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 also like to remind you that you can submit an extended version of a conference paper, as long as there is at least 30% new material. We are always happy to discuss any paper ideas with you.

We wish you and yours happy holidays and a happy and healthy 2026!

*GJ de Vreede* ([gj@stevens.edu](mailto:gj@stevens.edu))  
*Mareike Schoop* ([m.schoop@uni-hohenheim.de](mailto:m.schoop@uni-hohenheim.de))

## 4. 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).

- García-Lapresta, J. L. (2025). A Borda rule induced by the deck of cards method. 2025 IEEE International Conference on Fuzzy Systems (FUZZ), 1-5. DOI: 10.1109/FUZZ62266.2025.11197684.
- García-Lapresta, J. L., Iurev, R., & Pérez-Román, D. (2025). Managing perceptions on the linguistic terms of qualitative scales. Expert Systems with Applications, 261, 125501. DOI: 10.1016/j.eswa.2024.125501.
- García-Lapresta, J. L., & Martínez-Panero, M. (2025). Combining the Borda count with approval and disapproval voting. Group Decision and Negotiation, 34, pp. 1499-1525. DOI: 10.1007/s10726-025-09953-w.
- García-Lapresta, J. L., & Martínez-Panero, M. (2025). A positional analysis of ranking procedures. En A. Pollice & P. Mariani (Eds.), Methodological and Applied Statistics and Demography I. Italian Statistical Society Series on Advances in Statistics (pp. 40-45). Springer.
- Iurev, R., García-Lapresta, J. L., García-Encina, P. A., Bolado, S., & Molinos-Senante, M. (2025). Perceptions of waste valorization and hazardousness: A methodological approach based on ordinal proximity measures. City and Environment Interactions, 26, 100193. DOI: 10.1016/j.cacint.2025.100193.

## 5. IMPRINTS

**Eduarda Asfora Frej:** [newsletter@gdnconference.org](mailto:newsletter@gdnconference.org); [eafrej@cidsid.org.br](mailto: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).