



GROUP DECISION AND NEGOTIATION

GDN SECTION OF INFORMS

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List of Contents

Letter from the President	3
1. SOCIETY NEWS	5
1.1. Report on 20th International Conference on Group Decision and Negotiation	5
1.2. 2020 Group Decision and Negotiation Section Award.....	6
1.3. Group Decision and Negotiation Cluster at INFORMS 2020 Annual Meeting	7
1.4. GDN 2021.....	7
2. NEW BOOKS/PUBLICATIONS.....	8
2.1. Group Decision and Negotiation Handbook	8
2.2. GDN 2020 Springer Proceedings	9
2.3. Recent publications	9
3. JOB ANNOUNCEMENT	11
4. IMPRINTS	12
In Memoriam	13

Letter from the President



Dear members of the GDN section,
dear colleagues,

The past months have been an extraordinarily difficult time for all of us. Almost overnight, our daily lives, the way we work and interact with others have been completely changed and the “new normality” to which some of us are moving now is far from anything we would have considered normal half a year ago.

The Corona crises has also affected our community. After brief deliberation, we decided to cancel the GDN 2020 conference, which was planned for June 7-11 in Toronto. An online conference would have missed much of the personal interaction between us, which is an essential part of our conferences. Although the conference did not take place, we were still able to publish both the Springer proceedings volume and the local proceedings volume. So the effort that many of you have put into preparing their papers for the conference was not completely in vain, but resulted in a publication. I would like to thank the program chairs Danielle Morais, Adiel Almeida and in particular Liping Fang, who in his double role as program chair and local organizer also worked very hard to prepare the conference on site, for all their efforts that made these publications possible. These two volumes show that our community is making strong contributions to the field of Group Decision and Negotiation, and make us look forward to the next conferences when we can see presentations of this work. We currently plan to hold the conference next year in Toronto to make up for the event we missed this year. Of course, nobody knows how the situation will be a year from now, but we very much hope that it will be possible to have again a conference on site.

In May, our community suffered another blow with the sudden loss of Gregory Kersten, our former president and the editor in chief of the GDN journal. Gregory’s work and achievements are honored in a separate obituary in this newsletter. His passing also left the position of editor in chief vacant. Here the spirit of our community showed nicely: within a few days, several volunteers stepped forward to temporarily fill this position until a new editor will be appointed. I would like to thank all of them for their spontaneous offers. The section council decided to nominate Gert-Jan de Vreede and Mareike Schoop as interim editors, and Springer publishers accepted that nomination. I am confident that they will successfully manage the journal in the coming months. In the meantime, the process of selecting

a new editor in chief has been initiated by sending out the call for nominations, which you all should have received by now. I invite all of you to participate actively in the process by making nominations. The journal is a key pillar of our activities, and finding the right editor (or editors) is an important decision.

The past months of the Corona crisis have demonstrated the importance both of science and of solidarity. Our ideas and our work to apply science to help people to collaborate and to find joint solutions have become more important than ever and I am sure all of us can and will make their contribution to society in these challenging times.

This summer will be very different from previous ones. I hope that you will still find some time and a place to relax a bit from these demanding times, and find fresh energy for the challenges that are ahead of us.

Stay safe and healthy

Rudolf Vetschera

1. SOCIETY NEWS

1.1. Report on 20th International Conference on Group Decision and Negotiation

The 20th International Conference on Group Decision and Negotiation (GDN 2020) was scheduled to take place at Ryerson University, Toronto, Canada, from June 7th to 11th, 2020. Because of the COVID-19 pandemic, an unprecedented global health crisis, GDN 2020 was most regretfully cancelled on March 25, 2020. When making the cancellation decision, the Council of the Group Decision and Negotiation (GDN) Section, Institute for Operations Research and the Management Sciences (INFORMS), and GDN 2020 General and Program Chairs placed the safety and wellbeing of our GDN community members and their families as paramount.



GDN 2020 was scheduled to be a truly international conference, with submissions from 26 countries located in the Americas, Asia, Africa, and Europe. At the time of conference cancellation, the preparation for GDN 2020 came almost to the final stage. Notwithstanding unprecedented circumstances, we remained committed to the publication of conference proceedings. GDN 2020 received 74 submissions and the conference proceedings are published in two volumes. The first volume contains the 14 full papers selected in a rigorous blind review process and is published by Springer (<https://www.springer.com/gp/book/9783030486402>). The second volume contains 44 full and short papers also selected in a rigorous blind review process. Information about the second volume is available at the conference website (<http://gdnconference.org/gdn2020/local-proceedings/>).

Organizing GDN 2020 and preparing for conference proceedings certainly requires the efforts and collaboration of many people. In particular, we would like take this opportunity to thank

- the authors of the 74 papers for their submissions to the conference;
- all of the Stream Organizers: Pascale Zaraté (Collaborative Decision Making Processes), Liping Fang, Keith W. Hipel, and D. Marc Kilgour (Conflict Resolution), Bilyana Martinovski (Emotion in Group Decision and Negotiation), Zhen Zhang, Yucheng Dong, Francisco Chiclana, and Enrique Herrera-Viedma (Intelligent Group Decision Making and Consensus Process), Mareike Schoop, Philipp Melzer, and Rudolf Vestchera (Negotiation Support Systems and Studies (NS3)), Tomasz Wachowicz and Danielle Costa Morais (Preference Modeling for

- Group Decision and Negotiation), and Haiyan Xu, Shawei He, and Shinan Zhao (Risk Evaluation and Negotiation Strategies), for organizing splendid streams;
- the members of the GDN 2020 Program Committee and the reviewers, for their timely and informative reviews and feedback on all papers;
 - Professor Fuad Aleskerov, Professor Sabine T. Koeszegi, and Professor Dawn Parker, for accepting our invitations to deliver keynote addresses;
 - the Honorary Chair of GDN 2020, the late Gregory Kersten, and the General Chairs of GDN 2020, Keith W. Hipel, Adiel Teixeira de Almeida, and Rudolf Vetschera, for their contributions to the GDN Section and GDN 2020.

On March 25, 2020, the GDN Council also announced that the next year's GDN conference, 21st International Conference on Group Decision and Negotiation (GDN 2021), will be held at Ryerson University, Toronto, Canada, from June 6 to 10, 2021. We look forward to receiving submissions for GDN 2021.

We would like to note that submissions accepted for GDN 2020 are automatically accepted for presentation at GDN 2021. We look forward to welcoming GDN 2020 authors to present their work at GDN 2021.

We look forward to seeing you in person at GDN 2021 in Toronto in June 2021.

Liping Fang, Danielle Costa Morais, and Masahide Horita

1.2. 2020 Group Decision and Negotiation Section Award



The 2020 INFORMS GDN Section Award is conferred upon Liping Fang to honor his outstanding contributions to the field of group decision and negotiation. Dr. Fang's impressive GDN research includes the development of the graph model for conflict resolution methodology and associated decision support systems to model and analyze decision situations involving two or more decision makers, each of whom can have multiple objectives. Another equally notable research contribution is the cooperative water allocation model for allocating water among competing users in river basins equitably, efficiently, and sustainably. Dr. Fang's applications of GDN techniques to environmental

management problems are also highly respected. His significant contributions to the GDN Section include General Chair of the 2009 INFORMS International Meeting, active participation in the organization of GDN 2020, GDN 2018 and other GDN conferences; member of best conference paper award selection committees; associate editor and guest editor of the GDN journal; and Vice-President for Membership and Publications of the Section. For all of his accomplishments, it is a pleasure to present the GDN Section Award to Liping Fang.

1.3. Group Decision and Negotiation Cluster at INFORMS 2020 Annual Meeting

It was recently announced that the INFORMS 2020 Annual Meeting will be held virtually for the first time, due to the impact of the COVID-19 pandemic. From



November 8-11, the inaugural Virtual INFORMS Annual Meeting will feature more than 3,500

synchronous and asynchronous presentations from O.R. and analytics professionals across the globe, including live presentations with Q&A opportunities and around the clock access to on-demand sessions.

In 2019, for the first time, a cluster of the GDN Section was organized at INFORMS Annual Meeting, which took place in Seattle (US), from October 20 to 23, 2019. In 2020, the GDN cluster will have four sessions at the INFORMS Annual Meeting:

1. MCGDM: Multicriteria Group Decision Making Models;
2. Negotiation Models and Analysis;
3. Theory and Application for Decision Analysis;
4. Multiple Perspectives of GDN.

1.4. GDN 2021

The organization of GDN 2021 is already in course. The conference will be held at Ryerson University, Toronto, Canada, from June 6 to 10, 2021. The deadline for submissions is **December 15, 2020**. For further information, see <http://gdnconference.org/gdn2021/>. We look forward to receiving submissions for GDN 2021.



2. NEW BOOKS/PUBLICATIONS

2.1. Group Decision and Negotiation Handbook

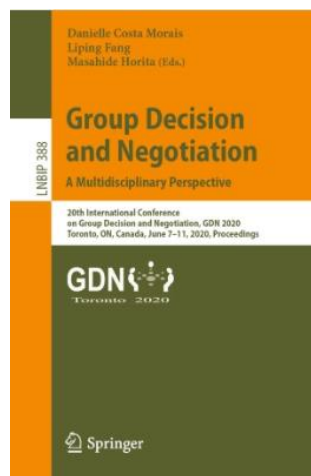
The editors of the Group Decision and Negotiation Handbook, Marc Kilgour and Colin Eden, are happy to say that the updated GDN Handbook is coming together nicely. There will be many new chapters as well as updated previous chapters. The new Handbook will be a Springer Major Reference Work, and so chapters will be published electronically as soon as they have been reviewed and approved.

The table below shows the progress with the new GDN handbook at 11th June 2020 (report from the editors). The following chapters are published. There will be 49 chapters in total. Remaining chapters are in production or review and will be published soon. Hard back copy expected for 2021 conference.

Chapter Title	Authors	DOI
Time, Technology and Teams: From GSS to Collective Action	Laku Chidambaram, James Summers, Shaila Miranda, Amber Young, Robert Bostrom	https://doi.org/10.1007/978-3-030-12051-1_28-1
Looking back on a Framework for thinking about Group Support Systems	Viktor Dorfler	https://doi.org/10.1007/978-3-030-12051-1_32-1
Multi Criteria Decision Support	Salvatore Corrente, José Rui Figueira, Salvatore Greco, Roman Słowinski	https://doi.org/10.1007/978-3-030-12051-1_33-1
Behavioural considerations in Group Support	Colin Eden	https://doi.org/10.1007/978-3-030-12051-1_34-1
Just Negotiations, Stable Peace Agreements, and Durable Peace	Lynn Wagner, Dan Druckman	https://doi.org/10.1007/978-3-030-12051-1_7-1
Negotiation Processes: Empirical Insights	Michael Fitzmoser, Sabine Koeszegi, Rudolf Vetschera	https://doi.org/10.1007/978-3-030-12051-1_60-1
Negotiation process modeling: From soft and tacit to deliberate	Tomasz Szapiro	https://doi.org/10.1007/978-3-030-12051-1_36-1
Communication media and negotiation: A review	Ingmar Geiger	https://doi.org/10.1007/978-3-030-12051-1_37-1
Group decisions with intuitionistic Fuzzy Sets	Peijia Ren, Zeshui Xu, J. Kacprzyk	https://doi.org/10.1007/978-3-030-12051-1_43-1
Conflict Resolution Using the Graph Model: Matrices, Uncertainty, and Systems Perspectives	Keith Hipel, Marc Kilgour, Haiyan Xu, Yi Xiao	https://doi.org/10.1007/978-3-030-12051-1_45-1
Sharing Profit and Risk in a Partnership	Yigal Gerchak, Eugene Khemelnitsky	https://doi.org/10.1007/978-3-030-12051-1_46-1
Same-time Different-place Group Support	Mike Yearworth, Leroy White	https://doi.org/10.1007/978-3-030-12051-1_48-1
Systems thinking, mapping, and group model building	David Andersen, Goerge Richardson	https://doi.org/10.1007/978-3-030-12051-1_19-1
Group Support Systems - concepts to practice	Fran Ackermann, Colin Eden	https://doi.org/10.1007/978-3-030-12051-1_59-1
Collaboration Engineering for Group Decision and Negotiation	Gert-Jan de Vreede, Robert Briggs, Gwen Kolfshoten	https://doi.org/10.1007/978-3-030-12051-1_21-1

A Group Decision Support System for multiple criteria decisions: GRUS	Guy Camilleri, Pascale Zarate	https://doi.org/10.1007/978-3-030-12051-1_17-1
Group Decision Support using the Analytic Hierarchy Process	Jose Moreno, Juan Agiaron, Maria Theresa Escobar, Manuel Salvador	https://doi.org/10.1007/978-3-030-12051-1_51-1
Group decisions: choosing a winner by voting	Hannu Nurmi	https://doi.org/10.1007/978-3-030-12051-1_11-1
Role of emotion in group decision and negotiation	Bilyana Martinovski	https://doi.org/10.1007/978-3-030-12051-1_5-1
Impact of cognitive style on group decision and negotiation	Sonia Adam-Ledunois, Sebastian Damart	https://doi.org/10.1007/978-3-030-12051-1_52-1
Procedural justice in Group Decision Support	Parmjit Kaur, Ashley Carreras	https://doi.org/10.1007/978-3-030-12051-1_55-1

2.2. GDN 2020 Springer Proceedings



The Springer Proceedings of GDN 2020 is published:

- D. Costa Morais, Liping Fang and Masahide Horita: Group Decision and Negotiation – A Multidisciplinary Perspective. Springer Lecture Notes in Business Information Processing LNBIP 388, 2020.

2.3. Recent publications

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.

1. Abbas, M., and Chergui, Z. (2019). The impact of using new significant reference point with TOPSIS methods: study and application. *International Journal of Information and Decision Sciences*, 11(2), 95-115.
2. Crump, L. (2020). Tools for managing complex negotiations. *International Negotiation* 25(1): 151–165.
3. De Almeida, A. T., Morais, D. C., & Nurmi, H. (2019). *Systems, Procedures and Voting Rules in Context: A Primer for Voting Rule Selection (Vol. 9)*. Springer Nature.
4. G.Y. Ke, H. Zhang, and J.H. Bookbinder. (2020). A dual toll policy for maintaining the risk equity in hazardous materials transportation with fuzzy incident rate. *International Journal of Production Economics*. 227, 107650.
5. M. Leng, C. Luo, and L. Liang. (2020). Multi-player allocations in the presence of diminishing marginal contributions: Cooperative game analysis and application in management science. *Management Science*. In press.
6. Nwogugu, M. I. (2019). *Indices, Index Funds and ETFs: Exploring HCI, Nonlinear Risk and Homomorphisms*. Springer.
7. Nwogugu, M. C. (2016). *Anomalies in Net Present Value, Returns and Polynomials, and Regret Theory in Decision-Making*. Palgrave Macmillan.
8. Nwogugu, M. I. (2019). *Complex Systems, Multi-Sided Incentives and Risk Perception in Companies*. Springer Nature.
9. Nwogugu, M. I. (2019). *Earnings Management, Fintech-driven Incentives and Sustainable Growth: On Complex Systems, Legal and Mechanism Design Factors*. Routledge.
10. X.-F. Hu and D.-F. Li. (2020). The equal surplus division value for cooperative games with a level structure. *Group Decision and Negotiation*. In press.
11. Zhor C., Moncef A. (2018) Reference Points in TOPSIS Methods for Group Decision Makers & Interval Data: Study and Comparison. In: Vaz A., Almeida J., Oliveira J., Pinto A. (eds) *Operational Research. APDIO 2017*. Springer Proceedings in Mathematics & Statistics, vol 223. Springer, Cham.
12. Zoppoli, R., Sanguineti, M., Gnecco, G., & Parisini, T. (2020). *Neural Approximations for optimal control and decision*. Springer International Publishing.

3. JOB ANNOUNCEMENT

The University of Vienna is looking for candidates for a tenure track position in “Governance, Organizational Design and Digitalization”.

This newly established tenure track position is expected to excel in analyzing and contributing to the development of governance structures which support the transformation processes of digitalization and ecologization. Methodologically, it is grounded in management sciences, in particular investigating inter-temporal decision-making, dynamic games, agency problems and similar topics.

The deadline for applications is **September 23, 2020**.

Details about the position and the application process can be found at: https://univis.univie.ac.at/ausschreibungstellensuche/flow/bew_ausschreibung-flow? flowExecutionKey= cC0F3CDDA-2F67-5E06-CA51-D87DDA1ADD90 k79D752FD-9DDD-A9CE-42D1-1FAD40E23FF9&tid=79421.28.

4. IMPRINTS

Eduarda Frej: newsletter@gdnconference.org; eafrej@cdsid.org.br

Danielle Morais: dcmorais@cdsid.org.br

Ginger Ke: gingerk@mun.ca

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

In Memoriam



Gregory Kersten (1949 – 2020)

Testimonial of Rudolf Vetschera on behalf of the GDN community

Our community has lost Gregory (Gzregorz) Kersten, our past section president and editor in chief of the GDN journal, who suddenly passed away on May 26, 2020.

Gregory was born in Warsaw, Poland. He studied at the Warsaw School of Economics, which at that time was called School of Planning and Statistics. From 1974 to 1984, he worked at the Institute of Human Resources Management and Improvement in Warsaw. He soon became active in the dissident movement. One of the first negotiation support systems he developed at that time was used to train members of the Solidarity union movement for their negotiations with government officials.

He left Poland during the period of martial law, and in 1984 came to Canada. He soon received a professorship at Carleton University in Ottawa. His academic career then continued at the University of Ottawa and Concordia University in Montreal, where he held a research professorship and was director of the Interneq Center for Negotiation Research until his death.

Gregory's research on group decisions and negotiations was of extraordinary breadth. He started out with formal models of negotiations and group decisions based on multicriteria methods. Already his first papers, which he published during his early years in Poland, are characterized by innovative ideas and a strong interest in making theoretical models applicable for practice. Later on, he broadened his theoretical perspective and for example also developed models based on propositional logic to support negotiations. In the late 1990s, he developed Inspire, the first web-based negotiation support system. That system marked a

breakthrough in negotiation support. Gregory made the system freely available, and it was soon used for teaching and experimental research on negotiations around the world. Numerous empirical studies on e-negotiations by many researchers are based on results obtained with this system. The widespread use of Inspire also led to a shift in Gregory's research interests toward experimental studies on the effects and use of e-negotiation systems. In later years, his research interests became even broader, when he began to study the relationship between negotiations and other mechanisms such as auctions. Gregory's contributions to the field of e-negotiations are widely acknowledged, the original paper on Inspire alone has more than 500 citations. For his academic achievements, as well as for his service to the GDN community, Gregory received the GDN section award in 2006.

Gregory was not only an outstanding researcher, his many other contributions to the GDN community were as well indispensable. He organized the GDN conference in 2007 in Mt. Tremblant, Canada, and served in many other conferences as general chair (Nanjing 2018), program chair (Warsaw 2015), or in many other functions. He was president of the GDN section of *informatics* 2017-2019, and Editor in Chief of the GDN journal since 2016. Under his editorship, and due to his dedication, the GDN journal enjoyed a period of strong growth and rapid increase in reputation as indicated by a fast raising impact factor.

Most of all, we will be missing the friend and colleague Gregory Kersten. He was an extraordinarily helpful person, sharing not only his ideas and systems with researchers all over the world, but also his house with many of us who stayed there during visits to Canada. It was always a pleasure and a lot of fun to meet him at conferences, sit and talk and discuss his fascinating ideas, often late into the night. And sometimes, Gregory would then take his laptop or make the proverbial drawing on a napkin, and start to work on what ended up as a great joint paper.

Gregory's dedication to our field of Group Decisions and Negotiation, his leadership and service to the community, and above all his generosity and warmth will remain an inspiration for us in the years to come.

The following report was extracted from the Group Decision and Negotiation journal with permission of the editors (<https://doi.org/10.1007/s10726-020-09690-2>).

Gregory (Gzregorz) Kersten, editor in chief of the GDN journal since 2016, was taken from us unexpectedly on May 26, 2020. Gregory was born in Warsaw (Warszawa), Poland, on September 23, 1949. He studied at the Warsaw School of Economics from 10/1968 to 4/1973 for his MSc in Econometrics, Faculty of Finance and Statistics, and for his Ph.D. in Economic Sciences—Operations Research, from 01/1975 to 10/1981. From 1977 to 1984, he worked at the Institute of Human Resources Management and Improvement in Warsaw.

He migrated to Canada in 1984, where he became an Assistant Professor in the School of Business at Carleton University and was promoted to Full Professor there in 1999. He later became the Paul Desmarais Power Corporation Professor at the School of Management at the University of Ottawa and since 2006 he had been Senior Concordia University Research Chair in Decision and Negotiation Systems, John Molson School of Business, Concordia University, Montreal.

He advised and mentored 14 Ph.D. students and 20 MS students. His academic record is impressive with numerous journal and conference publications. He served on the Program committee of multiple conferences and also served as General chair or Program Chair for the Group Decision and Negotiation conferences in 2005,

2008, 2014, and 2015 as well as in 11 other international conferences in Negotiation, Marketing, and Operations Research. He was internationally known for his research on Group Decision and Negotiation both for his mathematical rigor but also for making mathematical models applicable in the real world. In the late 1990s, he developed the first web-based Negotiation Support System, called Inspire, which he made freely available for research and education in negotiation. He continued his negotiation research and later explored the relationship between negotiation and auctions, acquiring a patent in 2015 for his work in multi-attribute auctions. He received the GDN Section Award in 2006 for his academic achievements and his service to the Group Decision and Negotiation research community. He was president of the GDN Section of Informs from 2017 to 2019, and Editor in Chief of the GDN journal since 2016. He led the journal with dedication and saw it grow in reputation.

Gregory was a colleague and dear friend to many of us in the group decision and negotiation community. We will always remember his friendship, warmth, generosity, and sense of humor as recounted by some of his closest colleagues that we share below.

Wojtek Michalowski: Gregory and I met while students at the Warsaw School of Economics in Poland and we immediately connected over our common passion for downhill skiing. A few years after graduating from university, and still in Poland, Gregory and I were reconnected, this time professionally, working together at the

Polish Management Development Institute in Warsaw. We both emigrated from Poland after martial law was imposed by the communist government and we ended up in Canada—Gregory and his family via Belgium, and my family and I via Algeria. In 1985, we joined the School of Business (now the Sprott School of Business) at Carleton University in Ottawa. Here we began our joint research on negotiation models and systems, resulting in a decision support system called Negoplan. Our two joint papers about Negoplan published in IEEE Intelligent Systems and in Management Science are still some of the most cited papers I co-authored. Gregory continued this line of research and became a world recognized scholar in the area of group decision-making and negotiations and my work shifted to health informatics. I remember Gregory as truly “un homme savant”—a scientist questioning established paradigms, a person open to the world and new ideas, and someone who radiated a joie de vivre. Gregory was my true and dear friend and while his legacy will remain, his presence will be missed.

Katia Sycara: Greg was the quintessential absent minded professor. I remember the time at the INFORMS meeting in Paris in 1993 when he told me the next day that the night before he had boarded the Metro to get to his hotel after the conference sessions were over. He was thinking about some particularly difficult modeling problem and forgot to get off before the Metro reached the last stop, stranding him in the countryside. He had to walk back to Paris arriving in time for his session the next morning.

Rudolf Vetschera: It rarely happens that one single person creates a new field of research and influences the work and careers of so many people as Gregory has done with e-negotiations. I first met Gregory at the EURO conference in Belgrade 1989, when we were fiercely debating different ways to model and support negotiations. At that time, group decision support still meant people sitting in front of computers connected to a local network. Our real collaboration began in the late 1990s, when he was visiting researcher at IIASA, the International Institute for Applied Systems Analysis located near Vienna. During one of my visits there, he told me that he had developed a system by which one could conduct negotiations via the Web. Since the system was available to anyone around the world, he was wondering how people from different cultures would use and evaluate that system. These talks started a research program that would keep me and my research group busy for decades to come. One habilitation thesis, six Ph.D. dissertations, many Master theses and quite a few of my own publications were the direct or indirect result of these talks. All this was possible because Gregory not only freely shared his systems with many others, but also the incredible amount of data that was created by the Inspire experiments, as well as his ideas and insights. Many academic careers were built on that foundation. Gregory supported the field and in particular young researchers not only with scientific inputs. His dedication to the GDN conferences, the journal and the GDN section made exchanges and collaborations possible, and his personal

support and openness created a network of researchers and friends that is his enduring legacy.

Creating a new field of research in such a successful way is a remarkable feat, and Gregory not only did it once, but again. His recent works, in which he combined and compared multilateral and multi-bilateral negotiations, auctions and other concepts made us see these approaches, which were mostly studied in isolation, as parts of one large picture. Gregory was not able to put the final strokes on this picture before the brush was taken from his hand, but he has left a legacy that will shape our field and us for a long time. We will miss him, but he will be with us in many ways.

Mareike Schoop: I got to know Gregory in 2002 when we discussed our negotiation support systems Inspire and Negoisst. He invited me to work with him in Canada and I stayed with Gregory and his family in Ottawa for almost a month. His and his wife's hospitality were endless. From then on, we would exchange ideas and experiences on negotiation systems and we would organise negotiation competitions with our respective systems. One of my students did his Master thesis in Gregory's group and Gregory visited me to give a keynote at a conference I had organised. I will miss our friendly banter about the merits of Inspire and Negoisst and I will remain deeply grateful for his support.

GJ de Vreede: Gregory was a great friend and colleague. We would always spend quality time together when we met at GDN and HICSS conferences, discussing the state of GDN research over a nice cold beer. He was very engaged with the GDN journal and would regularly soundboard with me about ways to strengthen it. His ideas shaped the GDN journal and brought it to new heights. I will miss him dearly, especially our regular weather-related banter during the winter times as he was living in Canada while I enjoyed the Florida winter.

Mel Shakun: As founding editor-in-chief of Group Decision and Negotiation from April 1992 through July 2016, I had the good fortune of having Gregory Kersten work with me, in large part as Senior Editor. He was very helpful to me and became increasingly good colleagues and friends. When I retired as editor in chief in 2016, Gregory was appointed my successor and did an excellent job.

Daniel Druckman: I recall meeting Gregory for the first time at a HICCS conference in Hawaii in the early 1990s. We were on a panel organized by Mel Shakun. Although the panel drew a small audience, the conversation among the panelists was stimulating. Gregory and I shared the opinion that few of the other conference panels were sufficiently interesting to attend. Instead we hung out with trips to the beach and town. The time spent together gave us a chance to get to know each other as scholars and persons. We realized many compatibilities of thought and opinion but also a shared vision for our fields. We were colleagues for more than 25 years.

Several experiences stand out in my memory of Gregory. Our overlapping research on e-negotiation led to many discussions of research design; he used my 2005 *Doing Research* book in his classes. I reviewed and recommended several of his research proposals and he provided useful technical feedback on our e-mediation system. At the GDN meeting in Stockholm, Gregory suggested that we find a way of connecting GDN with the International Association of Conflict Management (IACM) by cosponsoring a conference and encouraging members of each Association to contribute to both journals (GDN and NCMR). This was an example of his quest to expand the scholarship of the GDN community. It was reflected as well in his tenure as Editor in Chief. He was a strong advocate of interdisciplinary scholarship as evidenced by the creation of the Social Science department and by his support for a special issue on Justice and Negotiation including articles atypical in GDN.

Gregory's vision was complemented by his exquisite attention to detail. A controversial manuscript needed his input to arbitrate a dispute about its potential for publication. Rather than to simply resolve the issues with a desk reject or accept, he became a third reviewer. This was, without exaggeration, one of the most detailed reviews I have ever seen. He did not miss a beat, providing comments on the authors' approach, arguments and ideological assertions, conclusions, and use of language. I was impressed with his effort and no-nonsense review of a paper that would have received much less attention by other editors. This friend and colleague, visionary, and humanitarian will leave a huge gap in our community.

Adiel T. de Almeida and the Brazilian Research Community: Gregory's interaction with and contribution to the Brazilian research community stretched over two decades, a few highlights of which were as follows. In 1996 he gave a keynote plenary at a conference of the Brazilian Operations Research Society, where he and Adiel first met. In 2006, Gregory visited the Center for Decision Systems and Information Development (CDSID), during which his generosity of spirit and warm eagerness to inspire colleagues in Recife was evident. Gregory returned to Recife in 2012, where he was the keynote plenary speaker at the 12th GDN conference. Recently, he had become a member of the Brazilian research network INCT-INSID, which is connected to CDSID. Gregory's collaboration included PostDoc supervision of two members of CDSID. In 2007, Danielle went to Canada to do PostDoc in the Interreg Research Center under Gregory's project for SSHRC and in 2019, Eduarda Asfora Frej worked under Gregory's supervision as part of her PostDoc studies. Gregory was important in many ways to many of his friends in Recife, who will always remember with gratitude how willingly he shared his knowledge, experience and insights with them. Most of all they shall always retain fond memories of his verve and sense of humor which added sparkle at any time to the enthusiasm with which he nurtured his friendship with us all.

Tung Bui: I met Gregory for the first time in 1981 when we attended a summer workshop on Multiple Criteria Decision Making (MCDM) at Case Western in

Cleveland. We somehow got connected with each other on the spot as both of us—doctoral students then—invariably and incessantly asked very similar questions to presenters, in the presence of some of the big names in the field. Subsequently, and whenever the opportunity arose, I invited Gregory to join my institutions as a visiting professor and researcher—at the Naval Postgraduate School, the Hong Kong University of Science and Technology, and he has been a regular contributor at the Negotiation Support System minitrack that Melvin F. Shakun and I ran for more than two decades at the Hawaii International Conference on System Sciences (HICSS). But the most memorable souvenir I treasured with Gregory was our summer teaching and research tour in China in 1994 at a couple of leading Chinese universities. We went to a night market in Shanghai shopping for Chinese scroll paintings. Watching Gregory negotiating with the shop owners, sometimes in English, sometimes through the interpretation of a colleague from Taiwan, I knew then that Gregory would be an outstanding scholar in the field of intercultural negotiation. I still remember vividly as it happened last night the confused facial expressions of the street vendor when he heard Gregory saying: “I really like this painting, I really like you, and I am going to make an offer to buy it, but don’t be mad at me if you hear the offer.” The three of us did bring home half a dozen scrolls. I will miss reading his work. I will miss his friendship even more. Aloha, Gregory.

Tomasz Wachowicz: With no exaggeration, I may say that it was Gregory Kersten who made me a researcher and involved academic. When he met me for the first time 20 years ago, I was about to start my Ph.D. studies but had no clear vision. Gregory decided to spend half a day with me talking about doing research, teaching, living as an academic, about the pros and cons of being a professor, about planning the future and planning one’s life. For many years I have been wondering, why did he do something like that to a total stranger but then I realized, that helping others was simply a part of his being. Gregory helped me also later in various ways. He invited me to stay and work with him for three months. When I asked him to review my Ph.D., he spent hours (all evenings and even nights) discussing it with me. He questioned every single assumption I made, every argumentation line I developed, every logic I used. I was angry, frustrated, and disappointed and felt I was being discouraged all the time. But then I realized his questions were nothing but the guidelines on how to improve my thesis. This was the most astonishing help I had ever received.

May he rest in peace and may his legacy live on!

GDN Section and Friends

Testimonial of Tomasz Szapiro

Professor Grzegorz Kersten,

He passed away unexpectedly, on 26 May 2020. He was 70 years old. Graduate of SGPiS in 1973 (econometrics), doctor in economic sciences (operational studies) from 1981. The promoters were Professor Wiesław Grabowski and Professor Janusz Bug. After the university studies he worked in the then Management Organisation and Staff Training improvement Institute of Management and Executive Development, where he headed the Quantitative Methods Laboratory. At the same time, he participated in scientific projects at SGH Warsaw School of Economics (SGH was earlier known as SGPiS) and the University of Warsaw, regarding inter alia, goal optimisation and macroeconomic planning. He took part in seminars on operational research, conducted by Professor Ireneusz Nykowski in the 80'ies at SGPiS. The seminar gathered a large part of scientists and researchers specialising in operational studies. This is where I met him.

He lived in Canada over 30 years, from 1985, with interruptions for scientific visits. He worked first at the School of Business (currently Sprott School of Business) at Carleton University in Ottawa, Canada. From 1999 – in the Department of Decision Sciences and Management Information Systems in John Molson School of Business at Concordia University in Montreal holding the position of honour of the Senior Concordia University Research Chair and Adjunct Research Professor at Carleton University.

He was Paul Desmarais/Power Corporation Professor w School of Management at the University of Ottawa (2004/2005), and also the Senior Research Scholar in the International Institute for Applied Systems Analysis in Laxenburg near Vienna in Austria, intended as the “European Princeton”. He was the visiting professor at the Hong Kong University of Science and Technology, in Naval Postgraduate School in Monterey in California, National Sun Yat-Sen University, Kaohsiung, Taiwan, and many other Universities worldwide.

His scientific interests underwent natural evolution from Operations Research applications for decision making methods in economic and management problems, through Multiple Criteria Decision Making and Group Decisions, to Negotiations. He was one of the pioneers in computer supported negotiation systems. The Negoplan system developed by Grzegorz and his research partners is one of the first intelligent negotiation support system. The Negoplan attracted great interest at many conferences in multicriteria optimisation and later inspired numerous studies in the impact of culture on negotiation interactions, also in virtual negotiation support systems.

Acceptance of the position of Research Chair at Concordia University resulted in the founding of the InterNeg Research Centre. The concept of the Interneg Centre originated from brainstorming inspired by Grzegorz at international conferences

and led to establishing the informal group of researchers, funding of projects, developing software and interactive website. The Centre became promptly the source of inspiration for researchers investigating in electronic negotiations problems. In effect of cooperation with students and colleagues from the world around the INVITE platform was developed under the guidance of Grzegorz, for the construction of virtual negotiation systems and the system INSPIRE which was used at many universities in the world for teaching and studies.

Grzegorz wrote more than 300 articles, published in excellent scientific periodicals and frequently quoted. He was the beneficiary of many grants with budgets reaching millions of dollars. He was the esteemed supervisor of highly recognized scientific periodicals. From 2016 he was also the Editor in Chief of the journal on Group Decision and Negotiation placed in the upper quartile of business periodicals, management and accounting in the world, with shy 80 thousand downloaded articles in only 2019. His responsibilities included academic supervision, addressing articles to editors of divisions, making final decisions on the acceptance for printing as well as for relations with publications and agendas financing the periodical.

Professor Grzegorz Kersten was an extremely strong role model and influential person in contacts at all levels. His own conference presentations contained inspiring results at all times, but were also unique intellectual confessions from observations and questions, which laid foundations of those studies. He listened carefully to all delivered papers and shared immediately his appreciation for what he heard. He pronounced his doubts in the friendly manner, often with valuable hints. He became the mentor for many, who are today outstanding scientist, and was a highly appreciated collaborator and a scientist, editor and conference arranger and organizer. And, of course, an unfailing friend. His way of living transpired social contacts and sports as well as his relation with nature.

While living more than half of his life abroad, Professor Grzegorz Kersten always manifested live interest in Poland and the Polish university community, in which he grew up, his colleagues from other centres, whom he met were invited for scientific cooperation. Still before he left Poland, during the martial law, he guaranteed access to underground papers, distributed in SGPiS. Later, in the 90'ies, he co-organised the project, under which the most promising young researchers from Polish universities had opportunities to benefit from several weeks long study visits to Canadian universities and master the organisation and management of MBA studies. These were the origins of CEMBA (Canadian Executive MBA) developed at SGH after some years, and then after the next more than a decade – its offspring MBA SGH, which program has its own history and successes marked now by other names.

In 2000, already recognised scientist in the word, he delivered one of guest lectures at SGH during the conference Operational studies at the beginning of the 20th century, dedicated to Professor Ireneusz Nykowski, mentioned earlier. I also have the picture and the draft of the presentation delivered during the seminar at request

made by scores of students of Students research Association at Decision Analysis and Support Unit at Warsaw School of Economics in 2005. He told students then: ... Negotiation support systems will be useless so long ... as they are based on models, which do take into consideration the context; and do not take account of the fact that people are different...". He taught us to take into account both context and diversity...

In July 2010 Grzegorz took part in the classy Interdisciplinary Seminar „Networks in Actions and Actions in Networks: technology, education, economy” organised by SGH Decision Support and Analysis Unit in cooperation with the Institute of Contemporary Civilisation Problems named after M .Dietrich and Foundation Mobile Open Society through Wireless Technology (MOST) under the grant of the Foundation for Polish Science.

During the conference in 2014 we took action for awarding to Warsaw School of Economy the organisation of the GDN 2015 conference of the world association INFORMS (The Institute for Operations Research and the Management Sciences) – the world’s biggest association of professionals in operational studies, decision support and analysis. The conference was a success, with benefit for the international image of SGH. We owe most of the success to Grzegorz – his contacts and experience. The effect of the conference were scientific contacts and ensuing animated scientific cooperation of SGH employees with colleagues at Canadian universities conducted nowadays by the SGH Professor Bogumił Kamiński.



Professors Grzegorz Kersten, Marc Kilgour, Mel Shakun and Tomasz Szapiro at the opening of the conference GDN 2015 by SGH Professor Bogumił Kamiński, Head of the Decision Support and Analysis Institute, SGH.

We have been friends 40 years and we were regularly in touch on many platforms. Over that period of time, I cooperated intensively with Grzegorz in science two

times. In the middle of the 80' ies we published some articles proposing replacement of the the Multiattribute Utility Theory approach with Multicriteria Optimisation methods in the modelling of negotiations. After 20 years we were reunited in scientific cooperation on the procedure for multicriteria analysis of reverse auctions. I was then absorbed in the matters of the Warsaw School of Economics and Grzegorz continued this work with his collaborators.

Invitation by Grzegorz for cooperation and its outcome opened my path to scientific maturity and independence, which I have always cherished and will always cherish. But even if I am writing those words in my own name, such words were addressed to him many times by colleagues from Poland and other countries.

This is what Grzegorz Kersten was – insightful, sincere, people friendly, contagious with scientific passion and always ready to help with great subtlety. And now that we are writing memories, recalling his exceptional accomplishments, we are struck by one more of his features – he was very modest.

I remember that Grzegorz did not like pompous declarations, he simply structured with his own life an answer, addressed also to us, to the question, how to be a scientist.

Tomasz Szapiro, SGH Rector in 2012-2016