

Group Decision & Negotiation

Winter term 2017/18

Making good decisions is a tough task – it is not for nothing that a huge variety of management literature covers this issue in great detail. In addition to that, most business decisions within or between organizations are not reached by a single person, but by several stakeholders. As a result, the decision makers not only have to solve the problem, but also have to seek an accepted consensus. Conflicts of interest, strategic behaviour, and withholding of information thereby obstruct finding an efficient compromise.

This course covers the foundations and obstacles of group decision making as well as methods and techniques for overcoming social dilemmas. Furthermore, the lecture gives insights into the field from an information system perspective and demonstrates how group decision making can be supported or automated by smart information systems.

Topics

The topics are (among others):

- Group Decision Making
- (Automated) Negotiation
- Social Choice
- Multi-Criteria Decision Making
- Auction Theory
- Cooperative and Non-cooperative Games
- Mechanism Design Theory
- Negotiation Protocols
- Group Decision & Negotiation Support Systems

Target group

This course aims at students within the M.Sc. VWL, M.Sc. BWL, M.Sc. Economics, or M.Sc. Informatik programs.

Credit points

The lecture accounts for 4 ECTS.

Dates

The lecture will take place in two full-day sessions
on Friday, 8th of December, 2017 09 – 12 am and 01 – 05 pm.

and Friday, 12th of January 2018 . tba.

First meeting: December 08, 2017 at 09 am st. in room 2330

Lecturer

Dr. Fabian Lang – CV: After graduating with an economics degree at the University of Freiburg in 2010, Dr. Fabian Lang obtained a doctoral degree in business computing at the Helmut Schmidt University Hamburg in 2014. In the course of his research activities, he was a visiting scholar at the Center of Collective Intelligence at the Massachusetts Institute of Technology (MIT) in 2013. From 2014 to 2016, Dr. Lang worked as a management consultant for IT strategy at zeb rolfes.schierenbeck. associates, a leading consulting company for financial service providers. Besides his advisory activities, he engaged in university relations and was responsible for the final thesis program of zeb's IT consulting division. Since 2016 Dr. Lang has been working as a strategic consultant for fundamental and cross-sectional IT issues at Talanx Systeme, the IT service provider of the Talanx insurance group (e.g., HDI Global, Hannover Re)

Proceeding:

For this lectures you have to register until November 26, 2017 by mail to:

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Chair:

Prof. Dr. Dirk Neumann
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