



IFAC/IFORS/IIASA/TIMS

The International Federation of Automatic Control
The International Federation of Operational Research Societies
The International Institute for Applied Systems Analysis
The Institute of Management Sciences

SUPPORT SYSTEMS FOR DECISION AND NEGOTIATION PROCESSES

Preprints of the IFAC/IFORS/IIASA/TIMS Workshop

Warsaw, Poland

June 24-26, 1992

Editors:

Roman Kulikowski

Zbigniew Nahorski

Jan W. Owsiniński

Andrzej Straszak

Systems Research Institute
Polish Academy of Sciences
Warsaw, Poland

VOLUME 1:

Names of first authors: A-K

INTRODUCTION

The domain of support systems for decision and negotiation process underwent recently rapid development. Numerous subareas within this domain emerged and matured to well established fields of theory, expertise and application.

The development witnessed touches first the very models of the decision making and negotiation situations, and the analysis of such models. It is in some cases so that this mathematical analysis leads straight away to elaboration of elegant solutions or effective computerized support tools for a given situation. In many instances, though, special approaches have to be devised highlighting and supporting particular aspects of decision-making and negotiation processes. These special approaches might e.g. involve knowledge engineering or, more broadly, artificial intelligence.

Since the time when democracy has become the codeword for the working of a number of diametrically different mechanisms, cloaked in the democratic garb, and since business decisions are more and more often made in the corporate manner, meaning often washing away of responsibility, there has been a growing need for clarity and effectiveness in these matters. Besides this, the evolving scientific domain started to necessitate periodical reviews and updates.

That is why, acting in the name of the International Federation of Automatic Control, the Systems Research Institute of the Polish Academy of Sciences undertook to organise and run the international workshop on SUPPORT SYSTEMS FOR DECISION AND NEGOTIATION PROCESSES, sponsored also by the International Federation of the Operational Research Societies, the International Institute for Applied Systems Analysis and The Institute for Management Sciences in June 1992 in Warsaw.

The present two volumes contain the preliminary working material for the workshop. As such these volumes cannot be treated as proper publication. The state of the material presented is as of May 26th, 1992. Very little editing was performed on the papers and abstracts here contained and they should be regarded as draft material.

There are altogether 84 papers and abstracts in these two volumes, by authors from as many as 31 countries. It is especially this latter number that shows the intensity of interest in techniques meant to aid in decision making and negotiating.

The papers and abstracts are presented according to the alphabetical order of the first authors. Following the alphabetical table of contents there is also the table of contents put together according to the workshop program. The program contains thirteen technical and three plenary sessions, devoted to a variety of themes within the domain of decision and negotiation systems.

We certainly hope that the workshop will constitute an important step forward in the development of the domain, and that this preliminary material will help significantly in making this step.

Zbigniew Nahorski
Jan W. Owsiniński
for the Editors

IBS Konf. Nr.

42070

tbl. podroz

I