

# COMPROMISE, NEGOTIATION AND GROUP DECISION

*edited by*

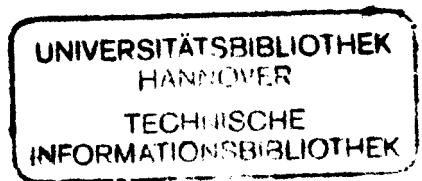
**BERTRAND R. MUNIER**

*GRASCE, University of Aix-Marseille III, France*

and

**MELVIN F. SHAKUN**

*Graduate School of Business Administration,  
New York University, U.S.A.*



**D. REIDEL PUBLISHING COMPANY**

A MEMBER OF THE KLUWER



ACADEMIC PUBLISHERS GROUP

DORDRECHT / BOSTON / LANCASTER / TOKYO

## TABLE OF CONTENTS

FOREWORD by Bertrand R. MUNIER, Melvin F. SHAKUN	vii
OVERVIEW by Bertrand R. MUNIER, Melvin F. SHAKUN	1
INTRODUCTORY CHAPTER	
Jerome ROTHENBERG / Problems in Behavior under Risk : Individual vs. Group Decision Making	9
PART I / MULTICRITERIA DECISION MAKING AND SOCIAL CHOICE	27
Hervé RAYNAUD / Risky Buying of Huge Quantities Under Time Pressure and Partial Information	29
Bernard ROY / Main Sources of Inaccurate Determination, Uncertainty and Imprecision in Decision Models	43
Hannu NURMI / Inferential Modes in Applying Social Choice Theory	63
Pierre MICHAUD / The True Rule of The Marquis de Condorcet	83
PART II / GAME THEORY, COOPERATION AND NEGOTIATION	101
Edmond BAUDIER / Negotiation Procedure in a Coherent Game	103
Miguel-Angel BENITO ALONSO / Fairness and Efficiency in the Siting of Public Service Facilities : A Negotiatory Approach	119

Heinz SCHLEICHER / A Fair Division Process in a Cooperative N-Person Context Where Side-Payments Are Allowed	133
Robert SUGDEN / Evolutionarily Stable Strategies in the Prisoner's Dilemma and Chicken Games	145
Michel MOREAUX, Jean-Pierre PONSSARD, Patrick REY / Cooperation in Finitely Repeated Non-Cooperative Games	159
PART III / HEURISTIC SYSTEMS FOR NEGOTIATION AND GROUP DECISION	175
Gregory E. KERSTEN, T. SZAPIRO / A Redescription of a Negotiation Problem With Decision-Makers Under Pressure	177
Gregory E. KERSTEN / Generating and Editing Compromise Proposals for Negotiations	195
Bertrand R. MUNIER, Marcel EGEE / Repeated Negotiation Sessions : A Generalized Gametheoretic Approach	213
Niall M. FRASER, Keith W. HIPEL / Conflict Analysis as a Negotiation Support System	225
Eric BREUKER, Tibert Van DIJK, Robert De HOOG / Can a Computer Aid Group Decision Making ?	245
Maria-Franca NORESE / A Multidimensional Model by a Multiactor System	263
SUBJECT AND NAME INDEX	277