

# Information Presentation in eNS

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## Abstract

Information is probably the most relevant element upon which decision makers base their judgments. Empirical evidence has demonstrated that the way in which information is presented inevitably influences human perception, preferences and decision making. Human decision makers need support to overcome their mental resource limitations and to retrieve and process the most relevant information in an efficient way. Consequently, electronic negotiation support systems (eNS) should adapt their interface to these particular needs of negotiators.

The aim of this dissertation is to identify relevant factors having an impact on human cognition and as a consequence on problem solution. In a next step new information presentation aids are proposed to be implemented in eNS and their impact on the negotiation process and outcome is tested empirically.