

Rustam VAHIDOV, PhD

Department Chair, Supply Chain and Business Technology Management

Department: Supply Chain and Business Technology Management
John Molson School of Business

Address:
1455 de Maisonneuve O. MB 12-339
Montreal, QC, H3G 1M8
Canada

Phone number:
514-848-2424 ext. 2974

Email:
rustam.vahidov@concordia.ca

Website:
<https://www.concordia.ca/jmsb/faculty/rustam-vahidov.html>

RESEARCH INTERESTS

Decision and Negotiation Support Systems
Design Research
E-Commerce Recommendation Systems
E-Negotiations
Market Engineering
Applications of Agent Technologies
Neural Networks
Genetic Algorithms
Fuzzy Logic and Fuzzy Arithmetic
Artificial Intelligence

TEACHING DOMAINS

Business Technology Management

EDUCATION

2000	Doctor of Philosophy in Decision Sciences, Georgia State University, United States
1997	Master of Business Administration in Decision Sciences, Georgia State University, United States
1991	Bachelor of Science in Management Information Systems, Azerbaijan State Oil Academy, Azerbaijan

WORK EXPERIENCE

Academic

Since 2021	Department Chair, Supply Chain and Business Technology Management, Concordia University, John Molson School of Business, Canada
Since 2013	Professor, Department of Supply Chain and Business Technology Management, Concordia University, John Molson School of Business, Canada

- 2019 - 2021 Interim Department Chair, Concordia University, John Molson School of Business, Canada
- 2014 - 2017 Department Chair, Supply Chain and Business Technology Management, Concordia University, John Molson School of Business, Canada
- 2005 - 2013 Associate Professor, Department of Supply Chain and Business Technology Management, Concordia University, John Molson School of Business, Canada
- 2000 - 2005 Assistant Professor, Department of Supply Chain and Business Technology Management, Concordia University, John Molson School of Business, Canada
- 1994 - 2000 Research/Teaching Assistant, Dept. of Decision Science, Georgia State University, United States
- 1991 - 1994 Research Worker/Teaching Assistant, Dept. of Management Information Systems, Azerbaijan State Oil Academy, Azerbaijan

RESEARCH FUNDING

External

- 2011 - 2013 "Responsive automated negotiation in open distributed environments" - Investigators: Quoc B Vo, Ryszard Kowalczyk, Sascha Ossowski, Gregory E Kersten, Rustam Vahidov, Australia Research Council, A\$ 300,000, Australia
- 2008 - 2012 "Comparison of electronic market mechanisms" - Principal Investigator: R. Vahidov & Co-investigators: G. Kersten, T.Lituchy, SSHRC Special Grant on Management, Business and Finance, Social Sciences and Humanities Research Council (SSHRC), C\$ 219,000, Canada
- 2004 - 2012 "Situated decision support systems: Development and evaluation", Natural Sciences and Engineering Research Council of Canada (NSERC), Discovery Grant, Natural Sciences and Engineering Research Council (NSERC), C\$ 96,000, Canada
- 2001 - 2003 "Electronic Negotiations in the New Economy" - Principal Investigator: G. Kersten Team members: J. Etezadi, K.Laframboise, R. Vahidov, and others, Social Sciences and Humanities Research Council (SSHRC), C\$ 1,400,000, Canada

Internal

- 2002 "A framework for multi-agent decision support system for electronic business applications" - Phase II, FRDP Targeted Research Grant, Concordia University, Faculty Research Development Fund (FRDP)
- 2000 "A framework for multi-agent decision support system for electronic business applications" - Phase I, FRDP Targeted Research Grant, Concordia University, Faculty Research Development Fund (FRDP)

HONOURS, AWARDS, PRIZES, AND DISTINCTIONS

Career Awards/Honours/Prizes

- 2010 Dean's award for outstanding scholarship (Mid-career), Concordia University, John Molson School of Business, Canada

Research Awards/Honours/Prizes

- 2011 Best paper award, Negotiation and auction mechanisms: Two systems and two experiments - (Kersten, G.E., P. Pontrandolfo, R. Vahidov, D. Gimon), Workshop on E-Business, China
- 1999 Best student paper: "Using genetic algorithms for generating alternatives in DSS" Vahidov, R. & Fazlollahi, B., Association for Information Systems (AIS), United States

Distinguished Memberships

2010 RBC Professorship in Inter-organizational IT Governance, Royal Bank of Canada-RBC, C\$20,000, Canada

PUBLICATIONS

Refereed Journal Articles

- VAHIDOV, R., CARBONNEAU, R. A., VERMA, J. (2025) (Forthcoming). Using negotiation and large language models in human – to software agent negotiations. *International Journal of Human-Computer Interaction*. doi:[10.1080/10447318.2025.2502981](https://doi.org/10.1080/10447318.2025.2502981).
- YU, B., KERSTEN, G. E., VAHIDOV, R. (2022). An experimental examination of credible information disclosure, perception of fairness, and intention to do business in online multi-bilateral negotiations. *Electronic Markets*, 32 (1), 217-237. doi:[10.1007/S12525-021-00473-4](https://doi.org/10.1007/S12525-021-00473-4).
- GELINAS, D., SADREDDIN, A., VAHIDOV, R. (2022). Artificial intelligence in human resources management: A review and research agenda. *Pacific Asia Journal of the Association for Information Systems*, 14 (6), 1-42. doi:[10.17705/1pais.14601](https://doi.org/10.17705/1pais.14601).
- AZARPANAH, H., FARHADLOO, M., VAHIDOV, R., PILOTE, L. (2021). Vaccine hesitancy: evidence from an adverse events following immunization database, and the role of cognitive biases. *BMC Public Health*, 21 (1686). doi:[10.1186/s12889-021-11745-1](https://doi.org/10.1186/s12889-021-11745-1).
- YU, B., VAHIDOV, R., KERSTEN, G. E. (2021). Acceptance of technological agency: Beyond the perception of utilitarian value. *Information and Management*, 58 (7), 103503. doi:[10.1016/j.im.2021.103503](https://doi.org/10.1016/j.im.2021.103503).
- CARBONNEAU, R., VAHIDOV, R., YU, B. (2021). Concession crossover in electronic negotiations. *Control and Cybernetics*, 50 (1), 51-67. doi:[10.2478/candc-2021-0004](https://doi.org/10.2478/candc-2021-0004).
- YU, B., VAHIDOV, R. (2019). Applying social interaction theory to negotiation modeling: Design of e-negotiation system. *Information Systems Frontiers*, 21 (3), 703-718. doi:[10.1007/s10796-017-9772-0](https://doi.org/10.1007/s10796-017-9772-0).
- VAHIDOV, R., SAADE, R., YU, B. (2017). The effects of interplay between negotiation tactics and task complexity in software agent to human negotiations. *Electronic Commerce Research and Applications*, 26, 50-61. doi:[10.1016/j.elerap.2017.09.007](https://doi.org/10.1016/j.elerap.2017.09.007).
- CARBONNEAU, R., VAHIDOV, R. (2016). A multi-attribute bidding strategy for a single-attribute auction marketplace. *Expert Systems with Applications*, 43, 42-50. doi:[10.1016/j.eswa.2015.08.039](https://doi.org/10.1016/j.eswa.2015.08.039).
- YU, B., KERSTEN, G. E., VAHIDOV, R. (2015). Traders' subjective appraisals: Comparison of negotiations and auctions. *Journal of Organizational Computing and Electronic Commerce*, 25 (3), 233-261. doi:[10.1080/10919392.2015.1058111](https://doi.org/10.1080/10919392.2015.1058111).
- CARBONNEAU, R. A., VAHIDOV, R. (2014). A utility concession curve data fitting model for quantitative analysis of negotiation styles. *Expert Systems with Applications*, 41 (9), 4035-4042. doi:[10.1016/j.eswa.2013.12.029](https://doi.org/10.1016/j.eswa.2013.12.029).
- VAHIDOV, R., KERSTEN, G. E., SAADE, R. (2014). An experimental study of software agent negotiations with humans. *Decision Support Systems*, 66, 135-145. doi:[10.1016/j.dss.2014.06.009](https://doi.org/10.1016/j.dss.2014.06.009).
- SAADE, R., VAHIDOV, R., TSOUKAS, G. M., TSOUKAS, A. (2014). Informing physicians using a situated decision support system: Disease management for the smart city. *Knowledge Management & E-Learning*, 6 (4), 472-492.
- YU, B., VAHIDOV, R. (2014). Modeling negotiation as social interaction for ENS design: The PROSPER approach. *Group Decision and Negotiation*, 180, 168-175. doi:[10.1007/978-3-319-07179-4_19](https://doi.org/10.1007/978-3-319-07179-4_19).
- CARBONNEAU, R. A., VAHIDOV, R., KERSTEN, G. E. (2014). Quantitative concession behavior analysis and prediction for decision support in electronic negotiations. *International Journal of Decision Support System Technology*, 6 (4), 16-30. doi:[10.4018/ijdsst.2014100102](https://doi.org/10.4018/ijdsst.2014100102).
- KERSTEN, G. E., VAHIDOV, R., GIMON, D. (2013). Concession-making in multi-attribute auctions and

- multi-bilateral negotiations: Theory and experiments. *Electronic Commerce Research and Applications*, 12 (3), 166-180. doi:[10.1016/j.elerap.2013.02.002](https://doi.org/10.1016/j.elerap.2013.02.002).
- VAHIDOV, R., CHEN, E., KERSTEN, G. E. (2013). Experimental assessment of agent-supported electronic negotiations. *International Journal of Human-Computer Interaction*, 29 (11), 764-774. doi:[10.1080/10447318.2013.777825](https://doi.org/10.1080/10447318.2013.777825).
- VAHIDOV, R., SAADE, R., ELDIWANY, A. (2012). Value of recommendation systems for online investors. *International Journal of Innovation in the Digital Economy*, 3 (2), 1-17. doi:[10.4018/jide.2012040101](https://doi.org/10.4018/jide.2012040101).
- HU, H., VAHIDOV, R. (2011). A framework for situated distributed decision support. *Journal of Computer Information Systems*, 51 (3), 29-37.
- CARBONNEAU, R. A., KERSTEN, G. E., VAHIDOV, R. (2011). Pairwise issue modeling for negotiation counteroffer prediction using neural networks. *Decision Support Systems*, 50 (2), 449-459. doi:[10.1016/j.dss.2010.11.002](https://doi.org/10.1016/j.dss.2010.11.002).
- SAADE, R., VAHIDOV, R. (2011). Situated service-oriented modeling. *International Journal of Services Technology and Management*, 2 (1), 54-75. doi:[10.4018/978-1-4666-3894-5.ch004](https://doi.org/10.4018/978-1-4666-3894-5.ch004).
- VAHIDOV, R., HE, X. (2010). Situated DSS for personal finance management: Design and evaluation. *Information and Management*, 47 (2), 78-86. doi:[10.1016/j.im.2009.11.001](https://doi.org/10.1016/j.im.2009.11.001).
- CARBONNEAU, R., KERSTEN, G. E., VAHIDOV, R. (2008). Predicting opponent's moves in electronic negotiations using neural networks. *Expert Systems with Applications*, 34 (2), 1266-1273. doi:[10.1016/j.eswa.2006.12.027](https://doi.org/10.1016/j.eswa.2006.12.027).
- CARBONNEAU, R., LAFRAMBOISE, K., VAHIDOV, R. (2008). Application of machine learning techniques for supply chain demand forecasting. *European Journal of Operational Research*, 184 (3), 1140-1154. doi:[10.1016/j.ejor.2006.12.004](https://doi.org/10.1016/j.ejor.2006.12.004).
- CARBONNEAU, R., VAHIDOV, R., LAFRAMBOISE, K. (2007). Machine learning-based demand forecasting in supply chains. *International Journal of Intelligent Information Technologies*, 3 (4), 40-57. doi:[10.4018/jiit.2007100103](https://doi.org/10.4018/jiit.2007100103).
- CHEN, E., VAHIDOV, R., KERSTEN, G. E. (2005). Agent-supported negotiations in the e-marketplace. *International Journal of Electronic Business*, 3 (1), 28-49. doi:[10.1504/IJEB.2005.006387](https://doi.org/10.1504/IJEB.2005.006387).
- VAHIDOV, R. (2005). Intermediating user-DSS interaction with autonomous agents. *IEEE Transactions on Systems, Man, and Cybernetics - Part A: Systems and Humans*, 35 (6), 964-970. doi:[10.1109/TSMCA.2005.851292](https://doi.org/10.1109/TSMCA.2005.851292).
- VAHIDOV, R., JI, F. (2005). A diversity-based method for infrequent purchase decision support in e-commerce. *Electronic Commerce Research and Applications*, 4 (2), 143-158. doi:[10.1016/j.elerap.2004.09.001](https://doi.org/10.1016/j.elerap.2004.09.001).
- VAHIDOV, R., KERSTEN, G. E. (2004). Decision station: Situating decision support systems. *Decision Support Systems*, 38 (2), 283-303. doi:[10.1016/S0167-9236\(03\)00099-X](https://doi.org/10.1016/S0167-9236(03)00099-X).
- VAHIDOV, R., FAZLOLLAHI, B. (2004). A multi-agent DSS for supporting e-commerce decisions. *Journal of Computer Information Systems*, XLIV (2), 87-94.
- VAHIDOV, R., FAZLOLLAHI, B. (2004). Pluralistic multi-agent decision support system: A framework and an empirical test. *Information and Management*, 41 (7), 883-898. doi:[10.1016/j.im.2003.08.017](https://doi.org/10.1016/j.im.2003.08.017).
- ALIEV, R. A., FAZLOLLAHI, B., VAHIDOV, R. (2002). Genetic algorithms-based fuzzy regression analysis. *Soft Computing - A Fusion of Foundations, Methodologies and Applications*, 6 (6), 470-475. doi:[10.1007/s00500-002-0163-0](https://doi.org/10.1007/s00500-002-0163-0).
- ALIEV, R. A., FAZLOLLAHI, B., VAHIDOV, R. (2001). Genetic algorithm-based learning of fuzzy neural networks. Part 1: Feed-forward fuzzy neural networks. *Fuzzy Sets and Systems*, 118 (2), 351-358. doi:[10.1016/S0165-0114\(98\)00461-8](https://doi.org/10.1016/S0165-0114(98)00461-8).
- FAZLOLLAHI, B., VAHIDOV, R. (2001). Extending the effectiveness of simulation-based DSS through genetic algorithms. *Information and Management*, 39 (1), 53-65. doi:[10.1016/S0378-7206\(01\)00079-9](https://doi.org/10.1016/S0378-7206(01)00079-9).
- FAZLOLLAHI, B., VAHIDOV, R. (2001). A method for generation of alternatives by decision support

systems. *Journal of Management Information Systems*, 18 (2), 229-250.
doi:[10.1080/07421222.2001.11045683](https://doi.org/10.1080/07421222.2001.11045683).

FAZLOLLAHI, B., VAHIDOV, R., ALIEV, R. A. (2000). Multi-agent distributed intelligent system based on fuzzy decision making. *International Journal of Intelligent Systems*, 15 (9), 849-858.
doi:[10.1002/1098-111X\(200009\)15:9849::AID-INT2>3.0.CO;2-I](https://doi.org/10.1002/1098-111X(200009)15:9849::AID-INT2>3.0.CO;2-I).

ALIEV, R., FAZLOLLAHI, B., VAHIDOV, R. (2000). Soft computing based multi-agent marketing decision support system. *Journal of Intelligent and Fuzzy Systems*, 9 (1), 1-9.

VAHIDOV, R., ELROD, R. (1999). Incorporating critique and argumentation in DSS. *Decision Support Systems*, 26 (3), 249-258. doi:[10.1016/S0167-9236\(99\)00031-7](https://doi.org/10.1016/S0167-9236(99)00031-7).

Refereed Conference Proceedings

VAHIDOV, R., CARBONNEAU, R. A. (2025). Customer - software agent negotiations using large language model: An experimental study. *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*.

VAHIDOV, R., CARBONNEAU, R. A., VERMA, J. (2025). Combining preference and large language models in human- machine negotiations: an experimental study. (pp. 69-79). *International Conference on Group Decision and Negotiation Proceedings*.

LIU, Y., VAHIDOV, R., SAADE, R. (2023). Human-computer negotiations: A systematic evaluation of the effects of timespan, Tactic, and search mechanism. (pp. 4462-4471). *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*.

LIU, Y., VAHIDOV, R., SAADE, R. (2023). Can a negotiator build a tough impression without chatting? Implicit power and its influence on human-computer negotiation. (pp. 4097-4106). *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*.

CLIFFORD, M., HU, G., YU, B., VAHIDOV, R. (2023). An application of BERT for predicting agreements in bilateral electronic negotiations. (pp. 112-124). *International Conference on Group Decision and Negotiation Proceedings*.

AZARPANAH, H., FARHADLOO, M., VAHIDOV, R. (2022). Crisis communications on social media: Insights from Canadian officials Twitter presence during COVID-19 pandemic. (pp. 4189-4198). *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*.

GELINAS, D., SADREDDIN, A., VAHIDOV, R. (2022). Artificial intelligence in human resources management: A scoping review. (pp. 1293). *Proceedings of the Americas Conference on Information Systems (AMCIS)*.

YU, B., VAHIDOV, R., WU, S. (2021). A review of InterNeg studies in negotiations and auctions in commerce. In Liping Fang, Danielle Costa Morais, Masahide Horita (Eds.) (pp. 152-163). *International Conference on Group Decision and Negotiation Proceedings*.

LIU, Y., VAHIDOV, R., SAADE, R. (2020). The influence of avatar on subjective and objective outcomes of human–computer negotiations. *International Conference on Group Decision and Negotiation Proceedings*.

YU, B., KERSTEN, G. E., VAHIDOV, R. (2020). Information disclosure in online contract negotiations. *International Conference on Group Decision and Negotiation Proceedings*.

LIU, Y., VAHIDOV, R., SAADE, R. (2019). Human-computer negotiations in e-commerce: The effects of concession-making and synchronism. *Proceedings of Annual Administrative Sciences Association of Canada (ASAC) Conference*.

VAHIDOV, R. (2018). The effects of photographic images on agent to human negotiations: The case of the Sicilian clan. In Ye Chen, Gregory Kersten, Rudolf Vetschera, Haiyan Xu (Eds.) (pp. 127-135). *International Conference on Group Decision and Negotiation Proceedings*. doi:[10.1007/978-3-319-92874-6_10](https://doi.org/10.1007/978-3-319-92874-6_10).

VAHIDOV, R. (2018). Using human photographs to represent software agents in human to agent negotiations. (pp. 102-105). *Proceedings of International Conference on Frontiers of Educational Technologies*. doi:[10.1145/3233347.3233368](https://doi.org/10.1145/3233347.3233368).

- VAHIDOV, R., KERSTEN, G. E., YU, B. (2017). Human-agent negotiations: The impact agents' concession schedule and task complexity on agreements. *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*. doi:[10.24251/HICSS.2017.050](https://doi.org/10.24251/HICSS.2017.050).
- VAHIDOV, R., KERSTEN, G. E., YU, B. (2017). Human-software agent negotiation: Impact of agents' tactics and task complexity on human behavior. In Mareike Schoop and D. Marc Kilgour (Ed.) (pp. 239-247). *International Conference on Group Decision and Negotiation Proceedings*.
- CARBONNEAU, R., YU, B., VAHIDOV, R. (2017). Preference non-linearity and concession crossover in electronic negotiations. (pp. 319-324). *International Conference on Group Decision and Negotiation Proceedings*.
- VAHIDOV, R., SAADE, R., YU, B. (2016). Effects of negotiation tactics and task complexity in software agent. (pp. 1-5). *Proceedings of Annual International Conference on Electronic Commerce: e-Commerce in Smart Connected World*. doi:[10.1145/2971603.2971620](https://doi.org/10.1145/2971603.2971620).
- CARBONNEAU, R. A., VAHIDOV, R. (2015). Back-end bidding for front-end negotiation: A model. In Bogumi? Kami?ski, Gregory E. Kersten, Tomasz Szapiro (Eds.) (pp. 385-393). *International Conference on Group Decision and Negotiation Proceedings*. doi:[10.1007/978-3-319-19515-5_30](https://doi.org/10.1007/978-3-319-19515-5_30).
- WU, S., KERSTEN, G. E., VAHIDOV, R. (2014). Auction and negotiation mechanisms for multi-attribute e-procurement transactions. *Proceedings of AIS Americas Conference*.
- VAHIDOV, R., KERSTEN, G. E., GIMON, D. (2014). Bilateral and multi-bilateral agent-human negotiations: Two experiments. In R.H. Sprague, Jr. (Eds.). *Proceedings of the Hawaii International Conference on System Sciences (HICSS)*.
- YU, B., VAHIDOV, R. (2014). Modeling negotiation as social interaction for ENS design: The PROSPER approach. In Pascale Zaraté, Gregory E. Kersten, Jorge E. Hernández (Eds.) (pp. 168-175). *International Conference on Group Decision and Negotiation Proceedings*. doi:[10.1007/978-3-319-07179-4_19](https://doi.org/10.1007/978-3-319-07179-4_19).
- KERSTEN, G. E., PONTRANDOLFO, P., VAHIDOV, R. (2012). Knowledge-based coordination and support for software agents in supply chains. In G. Schiuma, J. Spender and T. Yigitcanlar (Eds.) (pp. 1275-1298). *Proceedings of International Forum on Knowledge Asset Dynamics (IFKAD)*.
- VAHIDOV, R., KERSTEN, G. E., SAADE, R. (2012). Testing software agents' strategies in negotiation with humans: An experiment. In A. Almeida, D. Morais and S. Daher (Eds.) (pp. 141-145). *International Conference on Group Decision and Negotiation Proceedings*.
- KERSTEN, G. E., VAHIDOV, R. (2011). Enhanced dispute resolution through the use of information technology. In Arno R. Lodder and John Zeleznikow (Ed.) (pp. 525-530). *Group Decision and Negotiation*. doi:[10.1007/s10726-011-9248-4](https://doi.org/10.1007/s10726-011-9248-4).
- VAHIDOV, R., CARBONNEAU, R., KERSTEN, G. E. (2010). In pursuit of IT artifact generality: The case of predictive model for electronic negotiation support. (pp. 542-545). *Proceedings of the International Conference (DESRIST) Global Perspectives on Design Science Research*.
- VAHIDOV, R., CARBONNEAU, R. (2010). Predicting counter-offers using pairwise neural network model. (pp. 310-313). *International Conference on Group Decision and Negotiation Proceedings*.
- WU, S., VAHIDOV, R. (2010). The effect of user perceptions of system features on ENS assessment. (pp. 45-48). *International Conference on Group Decision and Negotiation Proceedings*.
- CONTE, E., KERSTEN, G. E., VAHIDOV, R. (2008). Architect's decision station and its integration with project-driven supply chains. In A. Zarli and R. Scherer (Ed.) (pp. 317-326). *Proceedings of the European Conference on Product and Process Modelling (ECPM)*.
- CHEN, E., KERSTEN, G. E., NEUMANN, D., VAHIDOV, R., WEINHARDT, C., YU, B. (2007). A framework for e-market system assessment and design. In G.E. Kersten, E. Chen and J. Rios (Eds.) (pp. 138-139). *International Conference on Group Decision and Negotiation Proceedings*.
- GAO, D., VAHIDOV, R. (2007). Prediction of successful electronic negotiations by neural networks. (pp. 316-320). *International Conference on Group Decision and Negotiation Proceedings*.
- CARBONNEAU, R., KERSTEN, G. E., VAHIDOV, R. (2006). Neural networks-based model for

intelligent negotiation assistant. In S. Seifert and Ch. Weinhardt (Ed.) (pp. 166-168). *International Conference on Group Decision and Negotiation Proceedings*.

VAHIDOV, R. (2006). Design researcher's IS artifact: A representational framework. *Proceedings of the International Conference (DESRIST) Global Perspectives on Design Science Research*.

CARBONNEAU, R., VAHIDOV, R. (2005). Managing the supply chain with intelligent software agents using an asymmetric cost function. *Annual Meeting of the Decision Sciences Institute (DSI) Proceedings*.

VAHIDOV, R., CHEN, E., FENG, Z. (2005). Experimental evaluation of agent-supported e-negotiations. *International Conference on Group Decision and Negotiation Proceedings*.

ADDAS, S., CHEN, E., VAHIDOV, R. (2005). Factors influencing the pre-adoption of electronic negotiation systems. *International Conference on Group Decision and Negotiation Proceedings*.

CHEN, E., KERSTEN, G. E., VAHIDOV, R. (2004). An e-marketplace for agent-supported commerce negotiations. (selected as one of the three best conference papers). *Proceedings of the 25th World Congress on the Management of eBusiness*.

VAHIDOV, R., KERSTEN, G. E. (2003). A framework for situated decision support systems. In C. Ciborra et al. (Ed.). *Proceedings of the 11th European Conference on Information Systems (ECIS)*.

Books

VAHIDOV, R. (2012). *Design-type research in information systems: Findings and practices*. IGI Global. doi:[10.4018/978-1-4666-0131-4](https://doi.org/10.4018/978-1-4666-0131-4).

ALIEV, R. A., ALIEV, R. R., VAHIDOV, R. (1997). *Neyronnie Seti*. Azerbaijan State Oil Academy.

VAHIDOV, R., ALIEV, R. A., ALIEV, R. R. (1993). *Artificial neural networks: Theory and practice*. Tebriz University.

Book Chapters

YU, B., VAHIDOV, R., KERSTEN, G. E. (2022). Supporting users' utilitarian needs for systems in online negotiations. In Tomasz Szapiro, Janusz Kacprzyk (Eds.), *Collective Decisions: Theory, Algorithms And Decision Support Systems. Studies in Systems, Decision and Control* (pp. 171-191). Springer-Verlag. doi:[10.1007/978-3-030-84997-9_8](https://doi.org/10.1007/978-3-030-84997-9_8).

KERSTEN, G. E., PONTRANDOLFO, P., VAHIDOV, R. (2013). Auctions and negotiations in e-procurement: A comparison of three experiments. In M.K. Lim (Ed.), *Bidding: Types, strategies and the impact of irrationality* (pp. 225-250). Nova Science Publishers.

CARBONNEAU, R., VAHIDOV, R., LAFRAMBOISE, K. (2012). Forecasting supply chain demand using machine learning algorithms (1 ed.). *Machine learning: concepts, Methodologies, tools and applications* (pp. 1652-1686). IGI Global. doi:[10.4018/978-1-60960-818-7.ch609](https://doi.org/10.4018/978-1-60960-818-7.ch609).

VAHIDOV, R., CARBONNEAU, R. A., KERSTEN, G. E. (2010). In pursuit of IT artifact generality: The case of predictive model for electronic negotiation support (1 ed.). In Robert Winter, J. Leon Zhao, Stephan Aier (Eds.), *Global perspectives on design science research* (pp. 542-545). Springer Berlin Heidelberg. doi:[10.1007/978-3-642-13335-0_41](https://doi.org/10.1007/978-3-642-13335-0_41).

KERSTEN, G. E., CHEN, E., NEUMANN, D., VAHIDOV, R., WEINHARDT, C. (2008). On comparison of mechanisms of economic and social exchanges: The times model (1 ed.). In Henner Gimpel, Nicholas R. Jennings, Gregory E. Kersten, Axel Ockenfels, Christof Weinhardt (Eds.), *Negotiation, auctions, and market engineering* (pp. 16-43). Springer Berlin Heidelberg. doi:[10.1007/978-3-540-77554-6_2](https://doi.org/10.1007/978-3-540-77554-6_2).

VAHIDOV, R. (2008). Situated decision support approach for managing multiple negotiations (1 ed.). In Henner Gimpel, Nicholas R. Jennings, Gregory E. Kersten, Axel Ockenfels, Christof Weinhardt (Eds.), *Negotiation, auctions, and market engineering, international seminar* (pp. 179-189). Springer Berlin Heidelberg. doi:[10.1007/978-3-540-77554-6_13](https://doi.org/10.1007/978-3-540-77554-6_13).

BRAUN, P., BRZOSTOWSKI, J., KERSTEN, G. E., KIM, J. B., KOWALCZYK, R., STRECKER, S., VAHIDOV, R. (2006). E-negotiation systems and software agents: Methods, models, and applications (1 ed.). In J. Gupta, G. Forgionne and M. Mora (Eds.), *Intelligent decision-making support systems*:

Foundations, applications and challenges (pp. 271-300). Springer London. doi:[10.1007/1-84628-231-4_15](https://doi.org/10.1007/1-84628-231-4_15).

VAHIDOV, R. (2004). Empowering modern managers: Towards an agent-based decision support system (1 ed.). In Hamid Nemati, Christopher D. Barko (Eds.), *Organizational data mining: Leveraging enterprise data resources for optimal performance* (pp. 170-187). IGI Global. doi:[10.4018/978-1-59140-134-6.ch012](https://doi.org/10.4018/978-1-59140-134-6.ch012).

Magazine Articles

AZARPANAH, H., PILOTE, L., FARHADLOO, M., VAHIDOV, R. (2021). How cognitive biases and adverse events influence vaccine decisions (maybe even your own). *The Conversation*, 170911.

PRESENTATIONS

Refereed Conference Presentations

YU, B., VAHIDOV, R., HU, G. (2025). *A review of decision-making models in automated negotiations*. Americas Conference on Information Systems (AMCIS) TREOs, Montreal, QC.

POPP, A., VAHIDOV, R. (2023). *Reducing waiting time for elective surgeries*. Canadian Operational Research Society (CORS) Annual Conference/Optimization Days, Montreal, QC.

AZARPANAH, H., FARHADLOO, M., VAHIDOV, R. (2022). *Crisis communication during health crises: The case of Canadian officials' social media presence during the Covid-19 pandemic*. The 30th European Conference on Information Systems (ECIS 2022), Timisoara.

LIU, Y., VAHIDOV, R., SAADE, R. (2022). *Will negotiating with computer agent change one's social value orientation? An experimental study*. Administrative Sciences Association of Canada (ASAC) conference, Hybrid.

LIU, Y., SAADE, R., VAHIDOV, R. (2019). *Asynchronous vs. synchronous negotiations between humans and software agents*. Group Decision and Negotiation (GDN) Conference, Loughborough.

VAHIDOV, R., SAADE, R., LIU, Y. (2019). *Effects of time span on the outcomes of human-software agent negotiations*. International Conference on Frontiers of Information Technology (ICFIT), Nice.

YU, B., VAHIDOV, R., SAADE, R. (2015). *Agents and e-commerce: Beyond automation*. Americas Conference on Information Systems (AMCIS).

YU, B., VAHIDOV, R., KERSTEN, G. (2014). *Embedded system-use and acceptance: A study of e-market exchange*. Administrative Sciences Association of Canada (ASAC) Conference, Muskoka, ON.

CARBONNEAU, R., VAHIDOV, R. (2012). *Deriving concession curve patterns from human-to-agent negotiations*. Conference of Group Decision and Negotiation (GDN) 2012, Recife.

VAHIDOV, R., KERSTEN, G., GIMON, D. (2012). *Interaction between software agent-enabled system with invite ENS users: Multi-bilateral negotiations*. Conference of Group Decision and Negotiation (GDN) 2012, Recife.

VAHIDOV, R., SAADE, R. (2011). *An experiment in human - to - software agent negotiations*. Conference on Multiple Criteria Decision Making (MCDM), Jyväskylä.

VAHIDOV, R., AMINI, B. (2009). *A situated decision support system for managing bidding process in supply chains*. Group Decision and Negotiation (GDN) Annual Conference (part of CORS-INFORMS 2009), Toronto, ON.

CHEN, E., VAHIDOV, R., NEUMANN, D. (2009). *E-market framework: The assessment and comparison of auction, negotiation and decision support*. Administrative Sciences Association of Canada (ASAC) Annual Conference, Niagara Falls, ON.

CHEN, E., KERSTEN, G. E., NEUMANN, D., VAHIDOV, R. (2009). *E-market framework: The assessment and comparison of auction, negotiation and decision support*. Group Decision and Negotiation (GDN) Annual Conference (part of CORS-INFORMS 2009), Toronto, ON.

DEINDL, M., BLOCK, C., VAHIDOV, R., NEUMANN, D. (2008). *Load shifting agents for automated demand side management in micro energy grids*. Second IEEE International Conference on Self-

Adaptive and Self-Organizing Systems (SASO '08), Venice.

HEITFELD, T., NEUMANN, D., VAHIDOV, R. (2008). *Decision station for service level agreement negotiations in computing grids*. Group Decision and Negotiation (GDN) Annual Conference, Coimbra.

HU, H., VAHIDOV, R. (2008). *A framework for distributed situated decision support*. Group Decision and Negotiation (GDN) Annual Conference, Coimbra.

VAHIDOV, R., NEUMANN, D. (2008). *Situated decision support for service level agreement negotiations*. 41st Hawaii International Conference on System Sciences (HICSS), Waikoloa, HI.

VAHIDOV, R., HE, X. (2008). *Design for situated decision support: Application to personal finance*. Third International Conference on Design Science Research in Information Systems and Technology, (DESRIST 2008), Atlanta, GA.

VAHIDOV, R., KERSTEN, G. E. (2008). *Applying representational framework for design researcher's IS artifact: The case of electronic negotiation systems*. Third International Conference on Design Science Research in Information Systems and Technology, (DESRIST 2008), Atlanta, GA.

CHEN, E., KERSTEN, G. E., VAHIDOV, R. (2004). *An e-marketplace for agent-supported commerce negotiations*. 5th World Congress on the Management of eBusiness, Hamilton, ON.

VAHIDOV, R., JI, F. (2003). *A method for buyer decision support in e-commerce*. Annual Meeting of the Decision Sciences Institute, Washington, DC.

VAHIDOV, R. (2002). *Facilitating decision support through agent intermediaries*. Annual Meeting of the Decision Sciences Institute, San Diego, CA.

VAHIDOV, R. (2002). *Decision station: A notion for a situated DSS*. 35th Hawaii International Conference on System Sciences, Big Island, HI.

VAHIDOV, R. (2001). *Facilitating active decision support through automated alternative generation*. Annual Conference of the Canadian Operational Research Society (CORS), Quebec City, QC.

ALIEV, R. A., FAZLOLLAHI, B., VAHIDOV, R. (1998). *Learning of fuzzy neural networks by using genetic algorithms*. World Automation Congress (WAC'98), Anchorage, AK.

Research Seminars

VAHIDOV, R. (2006). *Adopting agent-based situated decision support framework for managing one-to-many negotiations with multiple potential agreements*. Negotiation and Market Engineering Dagstuhl Seminar, Dagstuhl.

TEACHING EXPERIENCE

Undergraduate

Since 2015 Introduction to Business Application Development, John Molson School of Business

STUDENT SUPERVISION

Completed

PhD Dissertations

2008 - 2016 Yu, Bo, The impacts of the relation between users and software agents in delegated negotiation: A control perspective, Concordia University, John Molson School of Business, Canada (Co-supervised)

MSc Theses

2006 He, Xin, Design and development of a situated decision support system for personal finance management, Concordia University, John Molson School of Business, Canada

2005 Ji, Fei, A decision support system for infrequent purchase decisions in e-commerce, Concordia University, John Molson School of Business, Canada

STUDENT COMMITTEE MEMBERSHIP

PhD Dissertations

John Molson School of Business

- 2014 Wu, Shikui, Three studies on multi-attribute market mechanisms in e-procurement, Committee Member, Concordia University, John Molson School of Business, Canada
- 2010 Chen, Eva, Collaborators and competitors negotiating in gains and losses, Committee Member, Concordia University, John Molson School of Business, Canada

MSc Theses

John Molson School of Business

- 2006 Barbara, Michael, Determining the critical success factors of an effective business continuity: Disaster recovery program in a post 9/11 World: A multi-method approach, Committee Member, Concordia University, John Molson School of Business, Canada
- 2005 Cheng, Qianzhen, The impact of knowledge creation and utilization processes on the effectiveness of innovation, Committee Member, Concordia University, John Molson School of Business, Canada
- 2004 Miguel, Marco, Web and paper questionnaires: An experimental comparison, Committee Member, Concordia University, John Molson School of Business, Canada
- 2003 Chen, Eva, An electronic market for agent-supported business negotiations, Committee Member, Concordia University, John Molson School of Business, Canada

SERVICE TO UNIVERSITY

John Molson School of Business

Department Level

- Since 2021 Chair of the Department, Concordia University, John Molson School of Business, Canada
- Since 2019 Department Tenure Committee, Concordia University, John Molson School of Business, Canada
- Since 2019 Department Personnel Committee, Concordia University, John Molson School of Business, Canada
- Since 2010 Department Hiring Committee, Concordia University, John Molson School of Business, Canada
- 2012 Business Technology Management Committee, Concordia University, John Molson School of Business, Canada
- 2012 MIS group chair, Concordia University, John Molson School of Business, Canada
- 2009 - 2012 Department Personnel Committee, Concordia University, John Molson School of Business, Canada
- 2009 - 2010 Ph.D. MIS representative, Concordia University, John Molson School of Business, Canada

Faculty Level

- Since 2019 Executive Committee, Concordia University, John Molson School of Business, Canada
- Since 2019 Faculty Academic Programs Committee, Concordia University, John Molson School of Business, Canada
- Since 2019 Faculty Council, Concordia University, John Molson School of Business, Canada
- 2012 Undergraduate Curriculum Committee, JMSB, Concordia University, John Molson School of Business, Canada

John Molson School of Business

Faculty Level

2012	Task force for recommending hiring practices, JMSB, Concordia University, John Molson School of Business, Canada
2011 - 2012	Student Tribunals, Concordia University, John Molson School of Business, Canada
2008 - 2009	Task Force for restructuring undergraduate programs, Concordia University, John Molson School of Business, Canada
2006	Faculty Council member, JMSB, Concordia University, John Molson School of Business, Canada
2003 - 2006	Graduate Awards Committee, Concordia University, John Molson School of Business, Canada
2001 - 2004	GCEB Committee member, Concordia University, John Molson School of Business, Canada

Program Level

2019 - 2021	Undergraduate Curriculum Revision Committee, Concordia University, John Molson School of Business, Canada
2009	Task Force for restructuring M.Sc. in MIS program, Concordia University, John Molson School of Business, Canada

University Level

2008 - 2009	University Library Committee, Concordia University, Canada
-------------	--

Administrative Positions

2007 - 2008	Acting Director of the "Interneg" Research Center, Concordia University, John Molson School of Business, Canada
2007	M.Sc. MIS Chair, Concordia University, John Molson School of Business, Canada
2003 - 2004	GCEB (Graduate Certificate in E-Business) Directorship, Concordia University, John Molson School of Business, Canada

OTHER SERVICES

Since 2024	AI Advisory Committee to the Government of Canada, Human Capital Management
------------	---

OTHER

Languages

English, Highly proficient

Leaves

'2013-07-01' - '2013-12-31' Sabbatical Leave