





























26. Curhan, J. R., Neale, M.A., Ross, L.: Dynamic Valuation: Preference Changes in the Context of Face-To-Face Negotiation. In: *Journal of Experimental Social Psychology*, vol. 40(2), pp. 142-151 (2004)
27. Gimpel, H.: Loss Aversion and Reference-Dependent Preferences in Multi-Attribute Negotiations. In: *Group Decision and Negotiation*, vol. 16(4), pp. 303-319 (2007)
28. Kahneman, D., Tversky, A.: Prospect Theory: An Analysis of Decision under Risk, *Econometrica*, vol. 47(2), pp. 263-291 (1979)
29. Herbst, U., Kemmerling, B., Neale, M. A.: All in, one-at-a-time or somewhere in the middle? Leveraging the composition and size of the negotiating package. In: *Journal of Business & Industrial Marketing*, vol. 32(4), pp. 580-586 (2017)
30. Köszegi, S., Kersten, G.: On-line/off-line: joint negotiation teaching in Montreal and Vienna. In: *Group Decision and Negotiation*, vol. 12(4), pp. 337-345 (2003)
31. Filzmoser, M., Vetschera, R.: A classification of bargaining steps and their impact on negotiation outcomes. In: *Group Decision and Negotiation*, vol. 17(5), pp. 421-443 (2008)
32. Pacella, D., Dell'Aquila, E., Marocco, D., Furnell, S.: Toward an Automatic Classification of Negotiation Styles using Natural Language Processing. In: *International Conference on Intelligent Virtual Agents (IVA)*, Springer, Cham, pp. 339-342 (2017)
33. Monahan, S., Johnson, E., Lucas, G., Finch, J., Gratch, J.: Autonomous Agent that Provides Automated Feedback Improves Negotiation Skills, in: *International Conference on Artificial Intelligence in Education (AIED)*, Springer, Cham, pp. 225-229 (2018)
34. Morrison, J.E., and Meliza, L.L.: *Foundations of the After-Action Review Process*. VA: United States Army Research Institute for the Behavioral and Social Sciences, Arlington (1999)
35. Katz, S., Allbritton D., Connelly, J.: Going beyond the problem given: How human tutors use post-solution discussions to support transfer. In: *International Journal of Artificial Intelligence in Education*, vol. 13, pp. 79-116 (2003)