

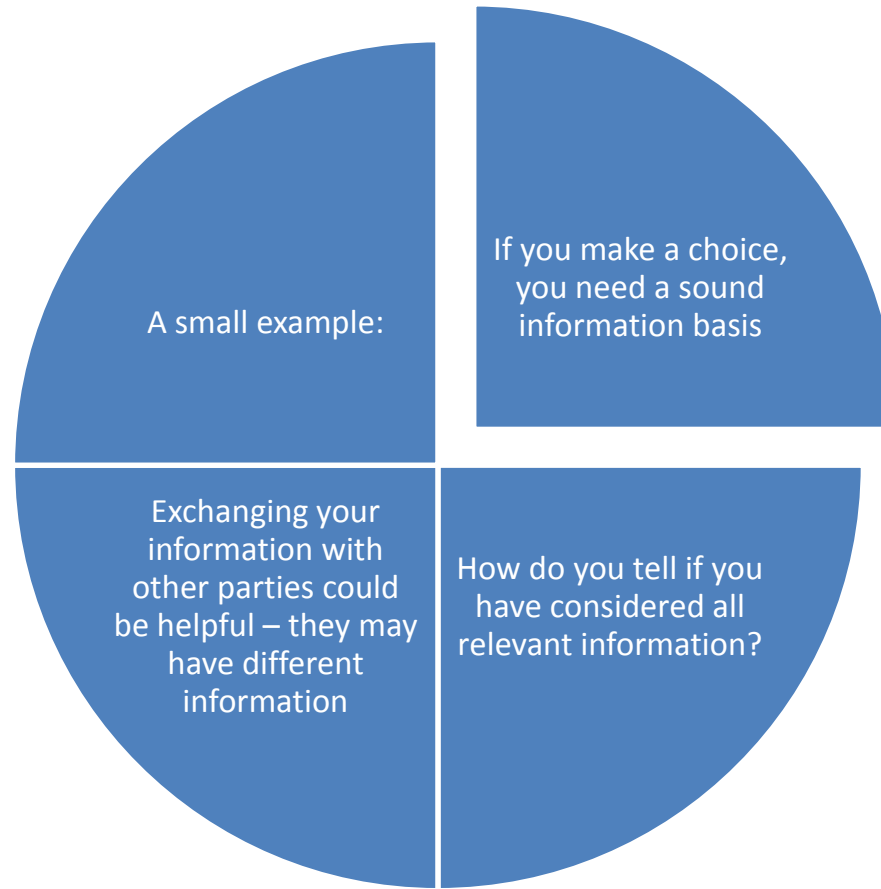
# Information Sharing and Decision Making

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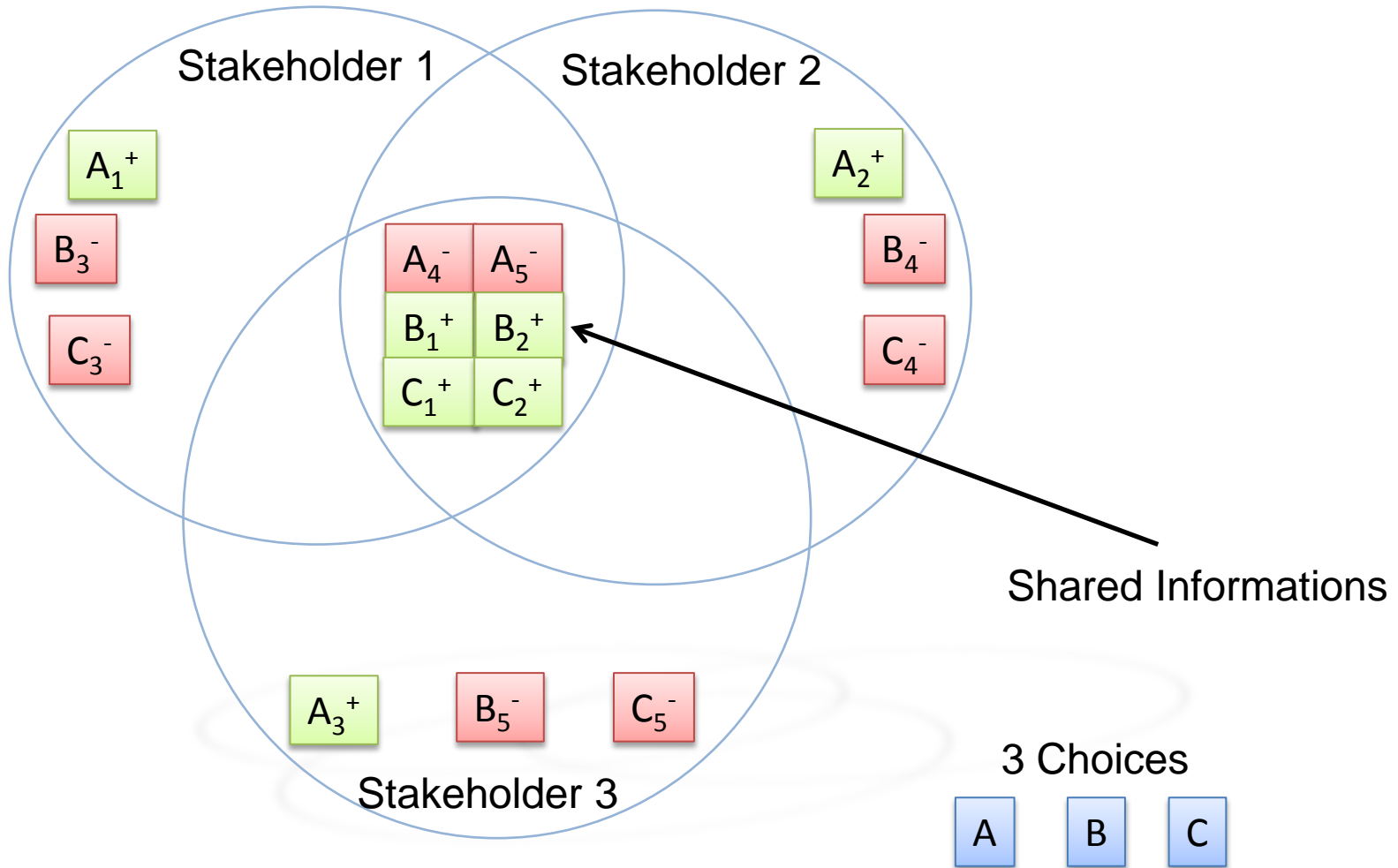
Knowledge for Tomorrow



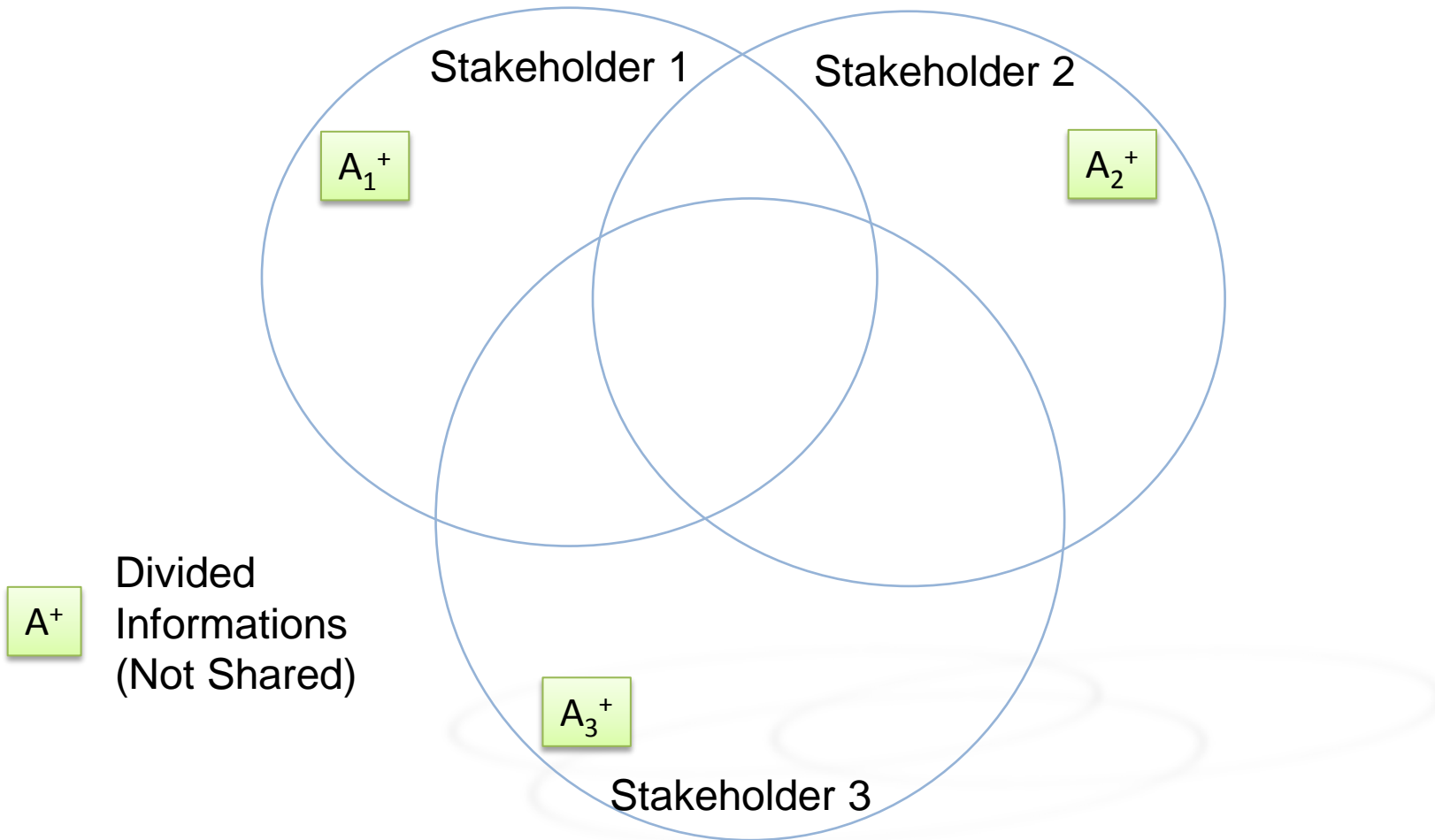
# Why Is It Important To Talk About Information Sharing?



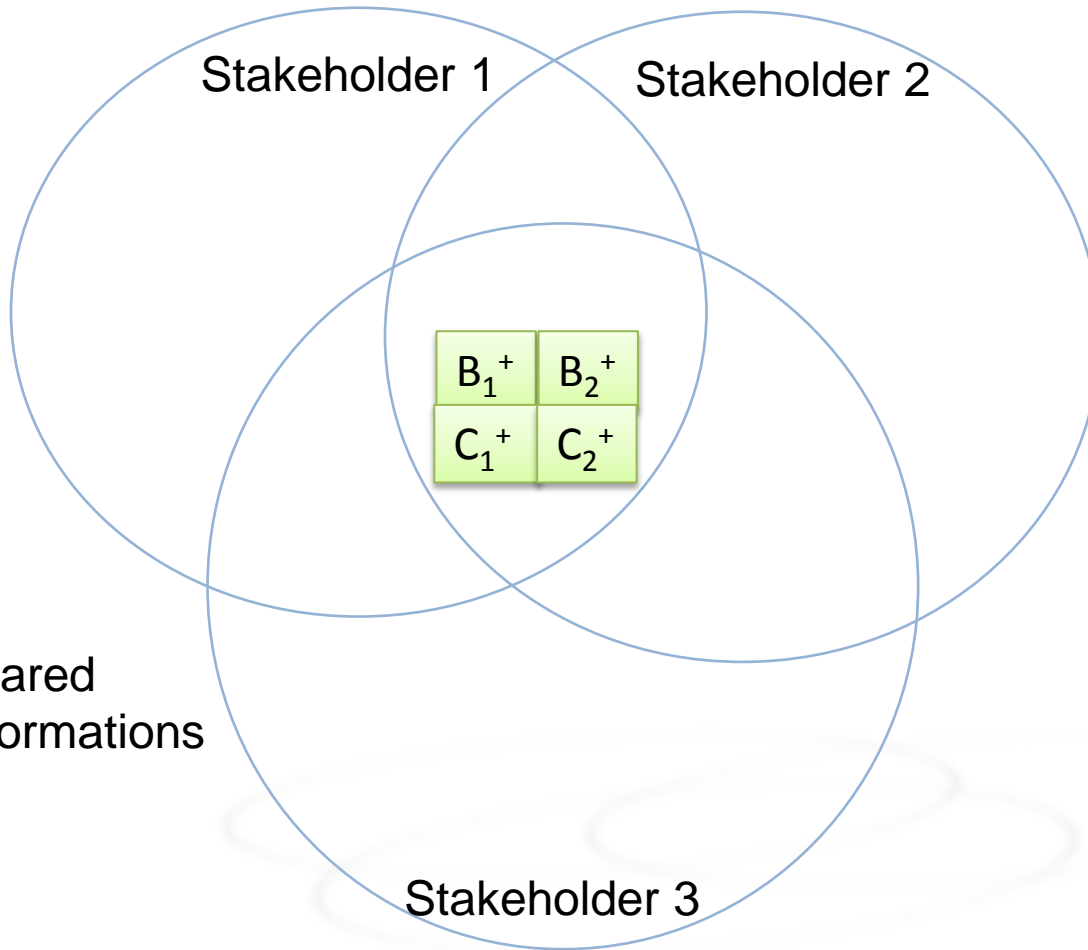
# Example: 3 Stakeholder and 3 Choices



# Example: Individual Positive Information About Choice “A”



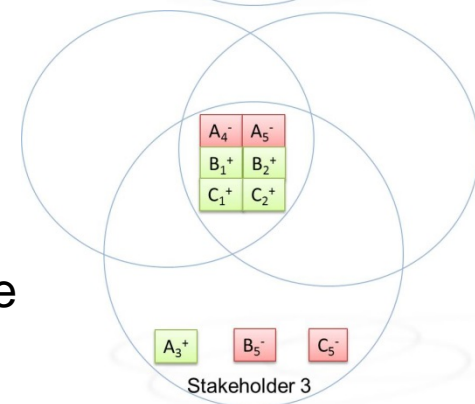
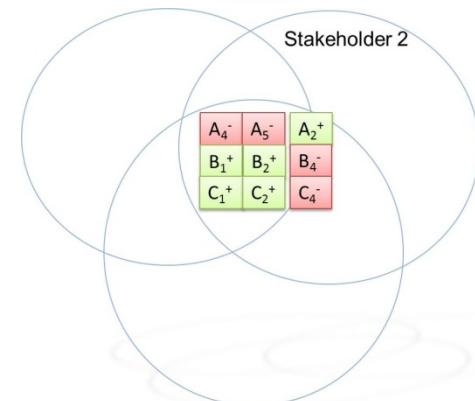
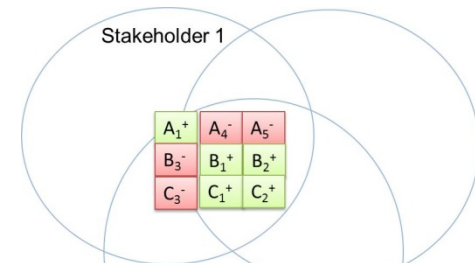
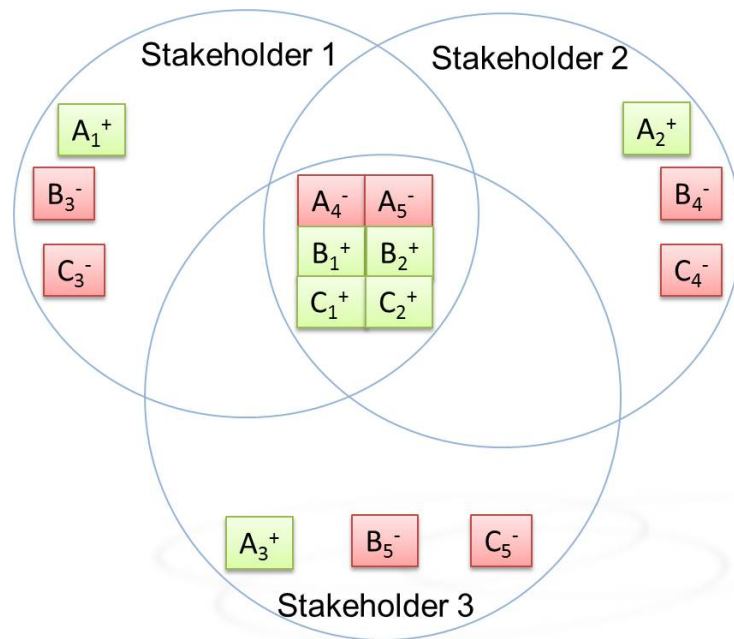
# Example: Shared Positive Information About Choices “B” and “C”



  Shared Informations



# Example: The Logical Choice



Based on the shared and the individually available, but not shared, information the decision would be in favor of

**B** or **C**

(for every Stakeholder B & C seems to be a better choice than A)



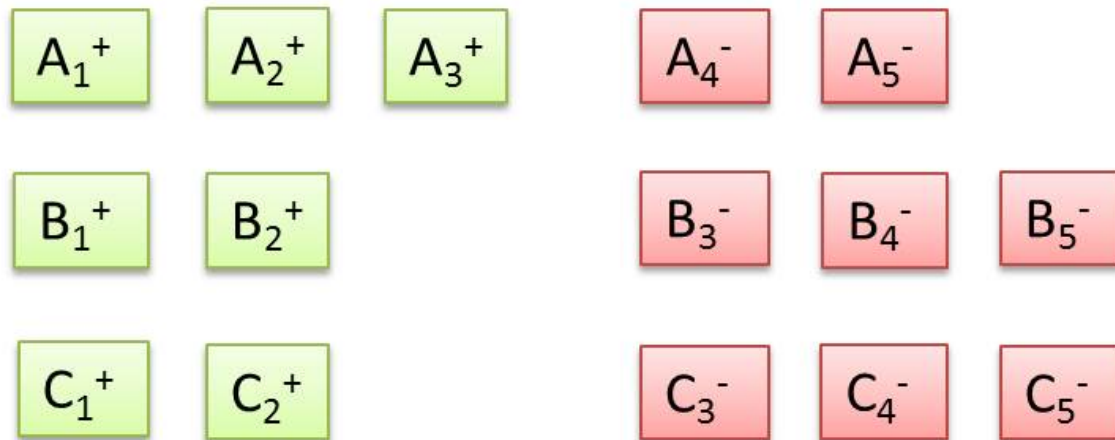
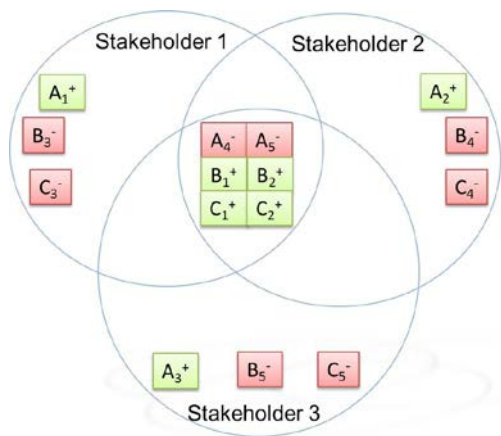
# Example: The Fallacy

**BUT:**

This leads to incorrect decisions, because informations are not weighted equally:

Shared informations  $A^-$  are given high attention while relevant informations

$A^+$  are not shared and therefore only get low attention!



Which information is relevant?

How do you display it?

**That is why information sharing is such an important feature of decision-making!**

At which point in time?

What are the incentives to cooperate?





**Thank You  
For Your  
Attention!**

**Any  
Questions?**

