

A Social Decision Support Mechanism for Group Purchasing

Authors : Lien-Fa Lin, Yung-Ming Li, Fu-Shun Hsieh

Abstract : With the advancement of information technology and development of group commerce, people have obviously changed in their lifestyle. However, group commerce faces some challenging problems. The products or services provided by vendors do not satisfactorily reflect customers' opinions, so that the sale and revenue of group commerce gradually become lower. On the other hand, the process for a formed customer group to reach group-purchasing consensus is time-consuming and the final decision is not the best choice for each group members. In this paper, we design a social decision support mechanism, by using group discussion message to recommend suitable options for group members and we consider social influence and personal preference to generate option ranking list. The proposed mechanism can enhance the group purchasing decision making efficiently and effectively and vendors can provide group products or services according to the group option ranking list.

Keywords : social network, group decision, text mining, group commerce

Conference Title : ICEC 2016 : International Conference on Electronic Commerce

Conference Location : Barcelona, Spain

Conference Dates : August 11-12, 2016