

Contents

Part I Agent-Based Complex Automated Negotiations

1	Intra-Team Strategies for Teams Negotiating Against Competitor, Matchers, and Conceders	3
	Victor Sanchez-Anguix, Reyhan Aydoğan, Vicente Julian, and Catholijn M. Jonker	
2	Alternative Social Welfare Definitions for Multiparty Negotiation Protocols.....	23
	Enrique de la Hoz, Miguel Angel Lopez-Carmona, Mark Klein, and Ivan Marsa-Maestre	
3	Multilateral Mediated Negotiation Protocols with Feedback.....	43
	Reyhan Aydoğan, Koen V. Hindriks, and Catholijn M. Jonker	
4	Decoupling Negotiating Agents to Explore the Space of Negotiation Strategies	61
	Tim Baarslag, Koen Hindriks, Mark Hendrikx, Alexander Dirkzwager, and Catholijn Jonker	
5	A Dynamic, Optimal Approach for Multi-Issue Negotiation Under Time Constraints.....	85
	Fenghui Ren, Minjie Zhang, and Quan Bai	
6	On Dynamic Negotiation Strategy for Concurrent Negotiation over Distinct Objects.....	109
	Khalid Mansour and Ryszard Kowalczyk	
7	Reducing the Complexity of Negotiations Over Interdependent Issues	125
	Raiye Hailu and Takayuki Ito	

8	Evaluation of the Reputation Network Using Realistic Distance Between Facebook Data	137
	Takanobu Otsuka, Takuya Yoshimura and Takayuki Ito	

Part II Automated Negotiating Agents Competition

9	An Overview of the Results and Insights from the Third Automated Negotiating Agents Competition (ANAC2012)	151
	Colin R. Williams, Valentin Robu, Enrico H. Gerding, and Nicholas R. Jennings	
10	An Adaptive Negotiation Strategy for Real-Time Bilateral Negotiations	163
	Alexander Dirkzwager and Mark Hendriks	
11	CUHKAgent: An Adaptive Negotiation Strategy for Bilateral Negotiations over Multiple Items	171
	Jianye Hao and Ho-fung Leung	
12	AgentMR: Concession Strategy Based on Heuristic for Automated Negotiating Agents	181
	Shota Morii and Takayuki Ito	
13	OMAC: A Discrete Wavelet Transformation Based Negotiation Agent	187
	Siqi Chen and Gerhard Weiss	
14	The Simple-Meta Agent	197
	Litan Ilany and Ya'akov (Kobi) Gal	
	Index	201

Novel Insights in Agent-based Complex Automated
Negotiation

Marsa-Maestre, I.; Lopez-Carmona, M.A.; Ito, T.; Zhang,
M.; Bai, Q.; Fujita, K. (Eds.)

2014, X, 204 p. 50 illus., 15 illus. in color., Hardcover

ISBN: 978-4-431-54757-0