



Automated Negotiations

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Automated Negotiations



- Issues in automated negotiations
- Auctions overview
- Electronic auctions (e-commerce servers)

Negotiation in electronic commerce

- Negotiation: key component in e-commerce
- Two or more parties multilaterally bargain resources for intended gain, using the tools of electronic commerce,
 - e.g. agents negotiating a solution electronically.
- Negotiating function is performed through (networked) computers.