

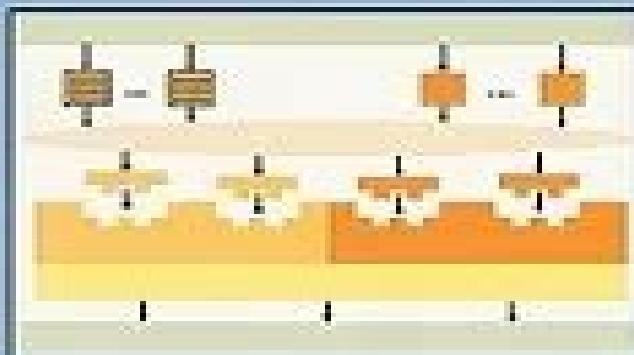
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An Agent-Based Approach
towards Matchmaking in Electronic Negotiations



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Matchmaking In Electronic Markets

Warren D. Raisch

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Matchmaking in Electronic Markets Daniel J. Veit,2014-01-15 **Matchmaking in Electronic Markets** Daniel Veit,2003-12-03 Electronic negotiations concern transactions on the basis of electronic media such as the Internet Platforms have been developed to aid participants in electronic markets during the agreement phase The key activity in this is the matching of offers and requests for which we need a ranking of the alternatives In this book the author defines a framework in which a ranking can be generated in order to acquire an optimal decision for a desired transaction this process is called matchmaking The author introduces a generic framework for multidimensional multiattribute matchmaking its implementation and an analysis of it The genericity of the author s approach means that the implementation realized as a multiagent system can represent both offering and requesting agents and the framework can be applied to a huge variety of applications The use cases in the book are derived from the human resources domain and thus involve quite complex matchmaking The author s presentation is thorough and self contained He provides definitions of the relevant business and computer science terms and detailed explanations of the underlying mathematical tools and software implementations

Multi-disciplinary Trends in Artificial Intelligence Chattrakul Sombattheera,Arun Agarwal,Siba K Udgata,Kittichai Lavangnananda,2011-12-10 This volume constitutes the refereed proceedings of the 5th Multi disciplinary International Workshop On Artificial Intelligence MIWAI 2011 held in Hyderabad India in December 2011 The 38 revised full papers presented were carefully reviewed and selected from 71 submissions The papers cover the multifarious nature of the Artificial Intelligence research domain ranging from theoretical to real world applications and address topics such as agent based simulation agent oriented software engineering agents and Web services agent based electronic commerce auctions and markets AI in video games computer vision constraint satisfaction data mining decision theory distributed AI e commerce and AI game theory internet www intelligence industrial applications of AI intelligent tutoring knowledge representation and reasoning machine learning multi agent planning and learning multi agent systems and their applications multi agent systems and evolving intelligence natural language processing neural networks planning and scheduling robotics uncertainty in AI and Web services

Electronic Business: Concepts, Methodologies, Tools, and Applications Lee, In,2008-12-31 Enhances libraries worldwide through top research compilations from over 250 international authors in the field of e business

New Trends in Agent-Based Complex Automated Negotiations Takayuki Ito,Minjie Zhang,Valentin Robu,Shaheen Fatima,Tokuro Matsuo,2011-10-08 Complex Automated Negotiations represent an important emerging area in the field of Autonomous Agents and Multi Agent Systems Automated negotiations can be complex since there are a lot of factors that characterize such negotiations These factors include the number of issues dependencies between these issues representation of utilities the negotiation protocol the number of parties in the negotiation bilateral or multi party time constraints etc Software agents can support automation or simulation of such complex negotiations on the behalf of their

owners and can provide them with efficient bargaining strategies To realize such a complex automated negotiation we have to incorporate advanced Artificial Intelligence technologies includes search CSP graphical utility models Bayes nets auctions utility graphs predicting and learning methods Applications could include e commerce tools decision making support tools negotiation support tools collaboration tools etc This book aims to provide a description of the new trends in Agent based Complex Automated Negotiation based on the papers from leading researchers Moreover it gives an overview of the latest scientific efforts in this field such as the platform and strategies of automated negotiating techniques

Artificial Intelligence Applications and Innovations Vladan Devedžić,2006-04-11 Artificial Intelligence and Innovations AIAI will interest researchers IT professionals and consultants by examining technologies and applications of demonstrable value The conference focused on profitable intelligent systems and technologies AIAI focuses on real world applications therefore authors should highlight the benefits of AI technology for industry and services Novel approaches solving business and industrial problems using AI will emerge from this conference

When Price is Not Enough Azzurra Ragone,2008 **The E-marketplace** Warren D. Raisch,2001 The industry moves at the speed of the Internet In order to succeed it is necessary to

not just keep up with the latest developments but to stay one step ahead *Agent Mediated Electronic Commerce II* Alexandros Moukas,Carles Sierra,Fredrik Ygge,2007-01-01 The Internet is spawning many new markets and electronic commerce is changing many market conventions Not only are old commercial practices being adapted to the new conditions of immediacy brought forth by the global networks but new products and services as well as new practices are beginning to appear There is already ample evidence that agent based technologies will be crucial for these developments However many theoretical technological sociological and legal pects will need to be addressed before such opportunities become a significant reality In addition to streamlining traditional transactions agents enable new types of transactions For example the elusive one to one marketing becomes more of a ality when consumer agents capture and share or sell consumer demographics Prices and other transaction dimensions need no longer to be fixed selling agents can dynamically tailor merchant offerings to each consumer Economies of scale become feasible in new markets when agents negotiate on special arbitration c tracts Dynamic business relationships will give rise to more competitively agile organizations It is these new opportunities combined with substantial reduction in transaction costs that will revolutionize electronic commerce

Encyclopedia of E-Business Development and Management in the Global Economy Lee, In,2010-02-28 This research book is a repository for academicians researchers and industry practitioners to share and exchange their research ideas theories and practical experiences discuss challenges and opportunities and present tools and techniques in all aspects of e business development and management in the digital economy Provided by publisher **Social Computing** Subhasish Dasgupta,2010-01-01 With an increasing accessibility to social networking tools the development of Web 2 0 and the emergence of virtual worlds social computing crosses cultural boundaries to join people in the digital landscape Social

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