MCDM in E-Negotiations Protocols

Petco E. Tsvetinov

School of Information Systems
Queensland University of Technology

Single-dimension negotiations protocols have been replaced lately by more flexible negotiations models. Co-operative negotiations (decision making processes resolving conflicts and involving two or more parties over multiple, independent, but not mutually exclusive goals) suggest new "win-win" type models. Agent mediated electronic commerce requires the design of new types of protocols with enhanced capabilities, including multi-attribute bids’ capabilities and complex evaluation capabilities. One major issue that remains unresolved is the disclosure of the preference schemes of the parties in the pre-negotiation phase. The buyer's preference definition (discrete or continuous) being of scalar or non-scalar value and the difficulty of mutually evaluating the preference schemes of buyers and sellers require new evaluation approaches. The paper proposes a model for a negotiation protocol for a multi-buyer, multi-seller interaction.