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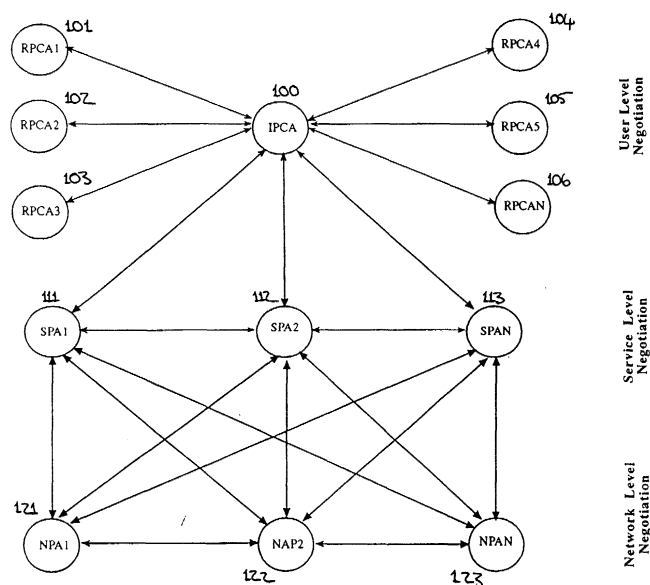
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(54) **Flexible agent-based negotiators**

(57) A method for agent negotiation over a set of issues, between automated entities comprising the step of at least one of the entities making a counter-offer wherein its score for at least one of said issues is low-

ered and its score for at least one of said issues is raised. The method can be further used for negotiation over a set of issues comprising at least one qualitative issue the values of the qualitative issues are mapped to qualitative values which are then used in the negotiation.

***Fig. 1***





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DOCUMENTS CONSIDERED TO BE RELEVANT			
Category	Citation of document with indication, where appropriate, of relevant passages	Relevant to claim	CLASSIFICATION OF THE APPLICATION (Int.Cl.7)
X	FARATIN P ET AL: "Negotiation decision functions for autonomous agents" ROBOTICS AND AUTONOMOUS SYSTEMS, ELSEVIER, vol. 24, no. 3-4, 30 September 1998 (1998-09-30), pages 159-182, XP004140670 NL ISSN: 0921-8890 * 3. The negotiation model * * 4. Negotiation tactics * ---	1-10	G06F17/60
X	MATOS N ET AL: "Determining successful negotiation strategies: an evolutionary approach" PROCEEDINGS INTERNATIONAL CONFERENCE ON MULTI AGENT SYSTEMS (CAT. NO.98EX160), PROCEEDINGS INTERNATIONAL CONFERENCE ON MULTI AGENT SYSTEMS, PARIS, FRANCE, 3-7 JULY 1998, pages 182-189, XP010292741 1998, Los Alamitos, CA, USA, IEEE Comput. Soc, USA ISBN: 0-8186-8500-X * 1. Introduction * * 2. The service-oriented negotiation model * --- -/--	1-10	<div>TECHNICAL FIELDS SEARCHED (Int.Cl.7)</div> <div>G06F</div>
The present search report has been drawn up for all claims			
Place of search <b>MUNICH</b>		Date of completion of the search <b>8 July 2002</b>	Examiner <b>Corcoran, P</b>
<div>CATEGORY OF CITED DOCUMENTS</div> <div> X : particularly relevant if taken alone  Y : particularly relevant if combined with another document of the same category  A : technological background  O : non-written disclosure  P : intermediate document  T : theory or principle underlying the invention  E : earlier patent document, but published on, or after the filing date  D : document cited in the application  L : document cited for other reasons  &amp; : member of the same patent family, corresponding document </div>			

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EP 00 30 1916

DOCUMENTS CONSIDERED TO BE RELEVANT			
Category	Citation of document with indication, where appropriate, of relevant passages	Relevant to claim	CLASSIFICATION OF THE APPLICATION (Int.Cl.7)
A	<p>OLIVER J R: "On artificial agents for negotiation in electronic commerce" PROCEEDINGS OF THE TWENTY-NINTH HAWAII INTERNATIONAL CONFERENCE ON SYSTEM SCIENCES, PROCEEDINGS OF HICSS-29: 29TH HAWAII INTERNATIONAL CONFERENCE ON SYSTEM SCIENCES, WAILEA, HI, USA, 3-6 JAN. 1996, pages 337-346 vol.4, XP002205086 1996, Los Alamitos, CA, USA, IEEE Comput. Soc. Press, USA ISBN: 0-8186-7333-8 * Introduction, p.337 * * Background and literature review, p.338 *</p>	1-10	
A	<p>LAASRI B ET AL: "A generic model for intelligent negotiating agents" INTERNATIONAL JOURNAL OF INTELLIGENT &amp; COOPERATIVE INFORMATION SYSTEMS, JUNE 1992, SINGAPORE, vol. 1, no. 2, pages 291-317, XP000603307 ISSN: 0218-2157 * 1. Introduction *</p>	1-10	
The present search report has been drawn up for all claims			TECHNICAL FIELDS SEARCHED (Int.Cl.7)
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