Abstract

Adaptive negotiation strategies are the strategies that are used in the adaptive negotiation model. There are mainly three adaptive negotiation strategies Conceder, Constant, Boulware. These strategies depend upon the utility function and time deadline. The Adaptive negotiation strategies describes the behaviour of the buyer or the nature of the buyer. The nature of buyer depends on the experiences which are taken from seller’s offered price. After observing the past experiences the buyer will negotiate the price and the negotiation takes place.

References

Adaptive Negotiation Strategies
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Adaptive Negotiation Strategies


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Adaptive negotiation; agents; regression analysis; Bayes' interface; Bayesian interface; Posterior Probability.