Informatik-Kolloquium

Rheinisch-Westfälische Technische Hochschule Aachen
Lehrstuhl für Informatik V

RWTH

EINLADUNG

Zeit: Freitag, 27. Juni 2003, 11.00 Uhr

Ort: Hörsaal AH III, Ahornstr. 55

Referent: Prof. Dr. Gregory Kersten
University of Ottawa, Canada

Thema: The Science and Engineering of E-negotiations

Abstract An increasing number of negotiations are conducted with the use of internet and supported with decision and negotiation systems. Traditionally, negotiation support was based on normative and prescriptive research; its users were analysts and experts. The purpose of the recently developed negotiation systems is to provide negotiators with services and to satisfy their requirements rather than direct their activities so that they conform to rationality and optimality principles. This orientation is typical to software engineering. This talk presents selected results from negotiation and e-negotiation research and provides specifications for e-negotiation system design and development. Following the review of decision and negotiation analysis, and negotiation support and negotiation systems, methodological foundations are discussed. Based on review of methodological foundations and the scientific and engineering perspectives on negotiations, an e-negotiation view integration model is proposed. This model integrates behavioural, scientific and engineering views on negotiation support and the media reference model.

Es laden ein: Die Dozenten der Informatik