Experimental Analysis of Negotiation Meta Strategies

In this paper we present a meta strategy that combines two negotiation tactics. The first one based on concessions, and the second one, a trade-off tactic. The goal of this work is to demonstrate by experimental analysis that the combination of different negotiation tactics allows agents to improve the negotiation process and as a result, to obtain more satisfactory agreements. The scenario proposed is based on two agents, a buyer and a seller, which negotiate over four issues. The paper presents the results and analysis of the meta strategy’s behaviour.