RANA: a Relationship-aware Negotiation Agent

Abstract

Much has been written on the use of rhetorical argumentation to alter the beliefs of a partner agent within a particular negotiation. The problem addressed in this chapter is the measurement of the long-term value of rhetorical argumentation in repeated interactions between a pair of agents, and of the management of such argumentation to achieve strategic aims concerning the strength of the agents’ relationships. RANA is a relationship-aware negotiation agent in the context of information-based agents [1] that have embedded tools from information theory enabling them to measure and manage strategic information.

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