

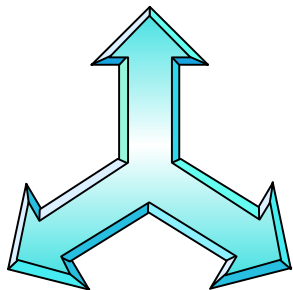



Automated Negotiation Overview and Suggestions on Requirements

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Outline

- Overview of CPA Negotiation
- Requirements suggestions



Partner Profiles

- Profiles can be placed in public repositories
 - ebXML Repository
 - Discovery of prospective business partners
- Business description
 - Products or services
 - Prices, volumes, shipping times, etc.
 - What is negotiable
- CPP information
 - Supported business processes, communication protocols, etc.



Automation of CPA Life Cycle

Discovery/Negotiation based on partner profiles

- Partner profile
- Services advertisement and discovery
 - Repository of partner profiles, query capability
 - Discovery and negotiation services
- Negotiation of business parameters
- Negotiation of CPA details between partners
- Build CPA from profiles and negotiation results
- Register negotiated CPA at partner sites
- Do business



Automated Negotiation Process

- CPA negotiation is a business process
- Controlled by a negotiation CPA
 - Between partners
 - Between each partner and negotiation service
- Initial inputs are CPPs of two prospective partners
- Offer, counter-offer information in business messages exchanged by business transactions
- Successful result is a CPA

Future: spontaneous e-commerce



Purpose and Requirements

- Initial thoughts to seed discussion



Purpose of Automated Negotiation

- Automate many of the tasks of negotiation
 - Human still in the loop
- Negotiation of what?
 - Start with negotiation of variables in composition of CPA from two CPPs
 - Move upward to application domain
 - Business/legal terms and conditions
 - Business parameters (price, quantities, etc.)



What is needed?

- Define negotiation protocol as a business process
 - Negotiation patterns
 - Negotiation verbs as business transactions
 - BP team has already done some work
- Negotiation CPA
 - Normal CPA that points to negotiation business process (Process Specification Document)
 - All negotiation-specific definitions should be in Process Specification document.



Negotiation Configurations

- One on one between prospective trading partners
- Negotiation intermediary
 - Each prospective trading partner has a negotiation CPA with the intermediary



Is it a specification or a technical report?

- Decision needed
 - What negotiation functions must be normative?
 - Anything that involves interoperability
 - What functions can be left to vendors as value-add?
- Prospective trading partners must agree on the same negotiation business process
 - Can there be many such processes available?



Consumers of result

- Users of ebXML-based systems
- Users of Web Services



Summary

- Overview of negotiation in CPA composition
- Automated negotiation leads to spontaneous e-Business.
- Move up value chain from CPA composition to business-level information
- Negotiation protocol defined as business process
- Negotiation may be one on one or through intermediary
- Need to identify interoperability issues and decide what is normative and what can be vendor value-add

