



Negotiation, Auctions, and Market Engineering

By Gimpel, Henner / Jennings, Nicolas R.

Condition: New. Publisher/Verlag: Springer, Berlin | International Seminar, Dagstuhl Castle, Germany, November 12-17, 2006, Revised Selected Papers | This book contains a selection of papers presented at the International Seminar "Negotiation and Market Engineering", held at Dagstuhl Castle, Germany, in November 2006. The 17 revised full papers presented were carefully selected and reviewed. The papers deal with the complexity of negotiations, auctions, and markets as economic, social, and IT systems. The authors give a broad overview on the major issues to be addressed and the methodologies used to approach them. | Market Engineering: A Research Agenda.- On Comparison of Mechanisms of Economic and Social Exchanges: The Times Model.- A Decision Support System for Choosing Market Mechanisms in e-Procurement.- Applying Auction Theory to Procurement Auctions - An Empirical Study Among German Corporations.- On the Design of Simple Multi-unit Online Auctions.- A Comparison Between Mechanisms for Sequential Compute Resource Auctions.- MACE: A Multi-attribute Combinatorial Exchange.- Engineering Grid Markets.- Shaman: Software and Human Agents in Multiattribute Auctions and Negotiations.- An Experiment on Investor Behavior in Markets with Nonlinear Transaction Fees.- Sellers Competing for Buyers in Online Markets.- A Bayesian Reputation System for Virtual Organizations.- Situated Decision Support Approach for Managing Multiple Negotiations.- Optimal...



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