

论文

AN APPROACH TO RESOLVE CONFLICTS BY TRADE-OFF ANALYSIS

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摘要 In this paper we propose an approach to resolve the conflicts in which more than two parties are allowable. It is a refinement and extension of Lootsma's pairwise comparison method for resolution of conflicts. The trade-offs of benefits and costs are judged in verbal terms which are subsequently converted into numerical values on a discrete geometric scale. Three schemes are suggested for supporting a mediator to recommend an appropriate deal to all the parties. We also present a procedure to estimate the trade-offs of the composite deals. The approach is illustrated via the example of a market scramble.

关键词 [Pairwise comparison, trade-off of a deal](#)

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Key words [Pairwise comparison](#) [trade-off of a deal](#) [conflict resolution](#) [numerical scaling](#) [composite deals](#) [m](#)

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