工程与应用

基于辩论的Agent谈判中威胁及其评价的形式化模型

伍京华[1]，蒋国瑞[1]，黄梯云[1, 2]

1．北京工业大学 经济与管理学院，北京　100022
2．哈尔滨工业大学 管理学院，哈尔滨　150001

摘要　　针对电子商务中Agent间谈判使用最为重要且普遍的威胁的辩论方式进行了研究，提出了一种有关威胁的形式化模型，并结合现实生活中的交易实例进行了说明，以验证此模型的有效性。在此基础上，提出了一种有关威胁的辩论力度的计算的形式化模型，并在做出相关假定和给出相关的假设数据的基础上，以一个算例对模型进行计算和分析，以验证此模型的正确性。最后，得出相关结论，认为其在交易伙伴的选择方面具有传统的谈判方式所无法比拟的优势，并对进一步的研究方向进行了探讨。

关键词　　辩论　谈判　Agent　威胁

分类号

Formal models of threat and its evaluation in argumentation-based negotiation of Agent

WU Jing-hua[1]，JIANG Guo-rui[1]，HUANG Ti-yun[1, 2]

1．Economics and Management School，Beijing University of Technology，Beijing 100022，China
2．Management School，Harbin Institute of Technology，Harbin 150001，China

Abstract

　Studying for the most important and universal way of argument，threat，which has been used in agent negotiation of electronic business，this paper brings forward a kind of formal model of threat，then combines it with an example of deal in real life to verify its validity.Based on it，this paper brings forward a kind of formal model how to calculate its argumentation strength，makes a calculation example to verify its validity after making some suppositions of relative data，calculates and analyzes it.Finally，it draws some conclusions that it has overwhelming advantages that the traditional way doesn' t have on choosing partners，and outlines the perspective research.

Key words　　argumentation　negotiation　Agent　threat

DOI：

通讯作者　伍京华 伍京华E-mail：uwhua@163.com