Introduction to the Automated Negotiating Agents Competition



講師 Presenter

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日時 Date & Time

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会場 Location

Online (Zoom)

概要 Abstract

Negotiation is ubiquitous in many aspects of our lives, including trade, supply chains, resource allocation, and, increasingly, interactions between AI agents acting on behalf of individuals and organizations. Developing effective negotiating agents, however, remains a challenging research problem. Such agents must reason about opponents with limited information, balance individual utility against the likelihood of reaching an agreement, and adapt their strategies dynamically as negotiations unfold.

Since 2010, the Automated Negotiating Agents Competition (ANAC) has provided the research community with a common testbed for investigating these challenges. Each year, it brings together researchers and students from around the world to develop negotiating agents and evaluate their performance under shared and reproducible experimental conditions.

This talk will introduce ANAC, covering its motivation, history, and evolution from traditional bilateral negotiation to more sophisticated scenarios, including concurrent multilateral negotiations in supply chain management. The talk will conclude with practical guidance for students and researchers interested in participating in future competitions.

講師略歴 Biography

Prof. Yasser Mohammad is a Senior Research Scientist at NEC Corporation's Knowledge Science Research Laboratories, where he is a member of the Agent Orchestration Platform research group. He is also a Full Professor at Assiut University, Egypt, currently on leave.

His research focuses on automated negotiation and multi-agent systems. He is actively involved in both academic research and the development of applied AI products, including NEC's negotiation AI platform. He is one of the organizers of the Automated Negotiating Agents Competition (ANAC) and the developer of NegMAS, an open-source platform for negotiation research. His research has been regularly published at leading international conferences, including AAMAS, IJCAI, and ECAI.