

Contents

Foreword	xiii
Abstract	1
Acknowledgements	4
1 Introduction	7
1.1 Motivation for Research	8
1.2 Automated Negotiation Mechanisms	10
1.3 Trust in Multi-Agent Systems	17
1.4 Argumentation-Based Negotiation	20
1.5 Research Contributions	24
1.6 Thesis Structure	26
2 Argumentation-Based Approaches to Negotiation	31
2.1 External Elements of ABN Frameworks	31
2.1.1 The Language for Bargaining	32
2.1.2 Participation Rules	36
2.1.3 Information Stores	39
2.2 Elements of ABN Agents	42
2.2.1 Argument and Proposal Evaluation	46
2.2.2 Argument and Proposal Generation	51
2.2.3 Argument Selection	53
2.3 Summary	54
3 Trust in Multi-Agent Systems	59
3.1 Individual-Level Trust	59
3.1.1 Learning and Evolving Trust	60
3.1.2 Reputation Models	65
3.1.3 Socio-Cognitive Models of Trust	70
3.2 System-Level Trust	72
3.2.1 Truth Eliciting Interaction Protocols	73
3.2.2 Reputation Mechanisms	75
3.2.3 Security Mechanisms	79

3.3	Summary	81
4	Formal Definitions	83
4.1	Basic Notions	84
4.1.1	Contracts	84
4.1.2	Utility Functions	85
4.2	The Multi-Move Prisoner's Dilemma	85
4.2.1	The Action Set	86
4.2.2	The Game	87
4.2.3	Using Persuasive Negotiation in the MMPD	90
4.2.4	Using Trust in the MMPD	92
4.3	Summary	93
5	CREDIT: A Trust Model based on Confidence and Reputation	95
5.1	Introduction	96
5.2	The CREDIT Model	98
5.2.1	Rules Dictating Expected Issue-Value Assignments	98
5.2.2	Interaction History and Context	100
5.2.3	Confidence	101
5.2.4	Reputation	107
5.2.5	Combined Confidence and Reputation Measures	108
5.2.6	Trust	109
5.2.7	Algorithmic Description and Computational Complexity	111
5.3	CREDIT in Practice	114
5.3.1	Influencing an Agent's Choice of Interaction Partners	114
5.3.2	Influencing an Agent's Negotiation Stance	115
5.4	Evaluating the CREDIT Model	117
5.4.1	Bandwidth Trading Scenario	117
5.4.2	Experimental Setup	122
5.4.3	Experimental Set 1: Facing Extreme Strategies	124
5.4.4	Experimental Set 2: Facing Degree Defectors	136
5.5	Benchmarking CREDIT	141
5.5.1	Experimental Set 1: Facing Extreme Strategies	143
5.5.2	Experimental Set 2: Facing Degree Defectors	146
5.6	Summary	147
6	Trust-Based Mechanism Design	151
6.1	Introduction	152
6.2	Related Work	153
6.3	A Standard VCG Task Allocation Scheme	154
6.4	Trust-Based Mechanism Design	156
6.4.1	Properties of the Trust Model	157
6.4.2	Augmenting the Task Allocation Scenario	158
6.4.3	Failure of the VCG Solution	159
6.5	The Trust-Based Mechanism	161
6.5.1	Properties of our Trust Based Mechanism	162

6.5.2	Instances of TBM	164
6.5.3	Self-POS Reports Only	164
6.5.4	Single-Task Scenario	164
6.6	Experimental Evaluation	165
6.7	Summary	167
7	Persuasive Negotiation for Autonomous Agents	169
7.1	Introduction	170
7.2	The Negotiation Protocol	172
7.2.1	Background	173
7.2.2	The Syntax	174
7.2.3	Semantics of Illocutions	175
7.3	The Persuasive Negotiation Strategy	179
7.3.1	Properties of the Negotiation Games	181
7.3.2	Applying Persuasive Negotiation	182
7.3.3	Asking for or Giving a Reward	184
7.3.4	Determining the Value of Rewards	187
7.3.5	The Reward Generation Algorithm	190
7.3.6	Evaluating Offers and Rewards	192
7.4	Experimental Evaluation	194
7.4.1	Experimental Settings	195
7.4.2	Negotiation Tactics	196
7.4.3	Efficiency Metrics	202
7.4.4	Comparing PN strategies against Non-PN strategies	203
7.4.5	Evaluating the Reward Based Tactic	208
7.5	Summary	216
8	Persuasive Negotiation in a Pervasive Computing Environment	219
8.1	Introduction	220
8.2	Intrusiveness and Interruptions	222
8.2.1	Receiving and Managing Interruptions	222
8.2.2	Typology of Interruptions	224
8.2.3	Intrusiveness in the Meeting Room	225
8.3	The Multi-Agent Solution	227
8.3.1	Formal Definitions	228
8.3.2	Persuasive Negotiation	232
8.3.3	The Negotiation Algorithm	232
8.4	Implementation	233
8.4.1	System Operation	235
8.5	Summary	237
9	Conclusions	239
9.1	Summary of Results	239
9.2	Theoretical Implications	240
9.3	Practical Implications	243
9.4	Open Challenges	245

Trust in Practice	265
Using CREDIT in a Bandwidth Trading Scenario	269