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Learning in automated negotiation

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Propositions

accompanying the dissertation

LEARNING IN AUTOMATED NEGOTIATION

1. Achieving optimal performance in multi-agent negotiation scenarios requires reasoning over opponent types (Chapter 4)
2. The average-utility-based tournament evaluation method limits progress in automated negotiation research (Chapter 6)
3. There is no single dominant negotiation strategy (Chapter 6)
4. Studying all negotiation scenarios is infeasible, requiring focus on application domains to make progress (Chapter 7)
5. Divide-and-conquer approaches to negotiation limit the performance of learning approaches
6. Artificial General Intelligence (AGI) must be able to negotiate
7. Optimal cooperation in multi-agent systems requires explicit communication beyond signalling through actions
8. Automated negotiation research has much to gain from large-scale empirical experimentation
9. Negotiation is a trait that, among all species, is unique to humans
10. Productive multi-tasking is a myth and especially harmful to PhD students

Bram RENTING
Leiden, 11 December 2025