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My model is toward to human acting, my first thought was that we can use the fact the your adversary learn you more than you can learn him.

Something like know your car is bugged by the FBI agents and you can give'm false info and use their next act to your advantage.

So the strategy is real base we going to use the data of our last negotiation results with any other agent to through the ball to your adversary side.

Bidding strategy:

Our bidding strategy is just play aggressive all the session (give the adversary 2 options) we want to play each bid in the same ball park of utility for us so we will find the best avg highest bid from a lot of random bids and send it to our opponent. So like I said we leave the opponent the option to lose everything from this session (in case of no agreement) or accept and get something from the session.

This bidding strategy is can be alter after some rounds but we start like this.

Acceptance Strategy:

Ok so in the first rounds like I explained in the bidding strategy we want the opponent to learn that our strategy of playing aggressive will not change in the near future.

So basically our conditions for acceptance are if the opponent send bid which our utility is same or higher than our avg highest bid (that we send to him) and in this line of strategy we don't give any weight for the progress time (60 sec) we will not go down at the ens of the session as apple do not lower their products prices before new generation of the same product supposed to see light in the market.

So for summary: send us a great bid or go home.

Learning Phase:

In this section we start to give a little bit of attention to the opponent.

From the first session we saved for each opponent 3 files that will help us to negotiate with him.

First file - the agreement for each session

second file - in this file we updating counter how many times we ended negotiation with this opponent.

Third file - the the tactics we should go from now on with this opponent.

After we have this files we analyzing them and updating our strategy.

The model should play aggressive as long we see its working the trigger to check if the strategy works start after 4 cycles of negotiation with each opponent.

In case we see that in the last 3 cycles the opponent prefer to not deal with us at all and we got three zeros in a row we understand we losing money here and this is not worth it. In this case we update the strategy file and raise flag for play a little bit softer both in our bidding strategy and also in our acceptance strategy.

In the bidding strategy we stop send just the highest avg bid and go lower with our biddings in a random way but with range that set by the time as he going on (progress).

In the acceptance strategy we changed our behavior as well we as same as before accept to bids that go along with our bidding system, but as time as go we going to sell us cheap and accept even lower bids to not waste it and kill our utility avg.

We continuously updating our files and go with the tactic that we find is good for each opponent.

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