

# Adaptive Strategies for Practical Argument-Based Negotiation

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  - ▶ which argumentation strategies are useful in a given social context
  - ▶ whether and how other agents stick to the provided argumentation mechanism (protocols, constraints)

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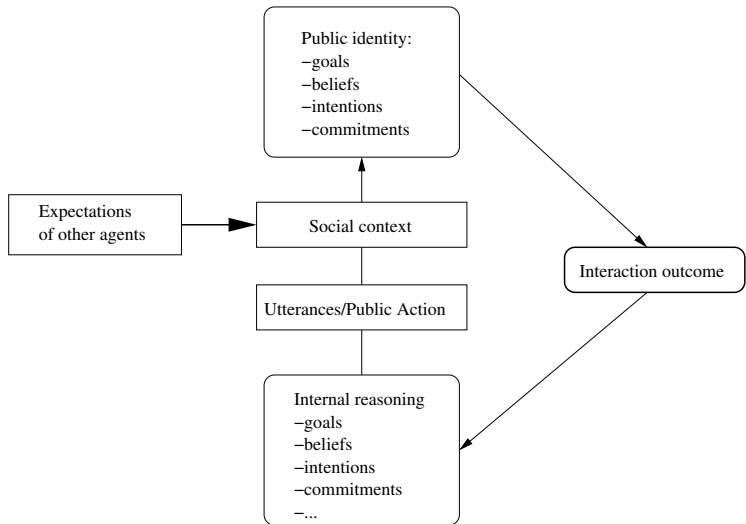
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- ▶ Ultimate goal: influence others' actions while preserving one's own autonomy
- ▶ The reactions of others depend on their previous experience with the agent (and vice versa) via expectations

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- ▶ The “world” may thereby include social commitments, mental states of agents, etc.
- ▶ In contrast to proposal-based negotiation (PBN), ABN uses highly expressive content languages and complex protocols
- ▶ Allows for exploiting the reasoning capabilities of knowledge-based agents with deductive reasoning capabilities

## Research Question

*Given a set of argumentation patterns tied to constraints regarding (among other things) the participants' ostensible internal structure, how can we design an agent capable of employing these patterns in order to optimise her own long-term profit?*

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- ▶ The architecture combines hierarchical reinforcement learning methods, case-based reasoning and clustering techniques to learn “framing”, i.e. strategic use of frames

## Example

$$F = \left\langle \left\langle \begin{array}{l} \xrightarrow{5} \text{request}(A_1, A_2, X) \xrightarrow{3} \text{accept}(A_2, A_1, X) \\ \xrightarrow{2} \text{confirm}(A_1, A_2, X) \xrightarrow{2} \text{do}(A_2, X) \end{array} \right\rangle, \right. \\ \left. \left\langle \{ \text{self}(A_1), \text{other}(A_2), \text{can}(A_1, \text{do}(A_1, X)) \}, \right. \right. \\ \left. \left. \{ \text{agent}(A_1), \text{agent}(A_2), \text{action}(X) \} \right\rangle, \right. \\ \left. \left\langle \xrightarrow{4} \langle [A_1/\text{agent}_1], [A_2/\text{agent}_2] \rangle, \right. \right. \\ \left. \left. \xrightarrow{1} \langle [A_1/\text{agent}_3], [A_2/\text{agent}_1], [X/\text{deliver\_goods}] \rangle \right\rangle \right\rangle$$

## Frame Semantics

- ▶ Given a conversation prefix  $w$  and a knowledge base  $KB$ , a set  $\mathcal{F} = \{F_1, \dots, F_n\}$  of frames induces a continuation probability

$$P(w'|w) = \sum_{F \in \mathcal{F}} P(w'|F, w)P(F|w) = \sum_{F \in \mathcal{F}, ww' = T(F)\vartheta} P(\vartheta|F, w)P(F|w)$$



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- ▶ Define probability of  $\vartheta$  proportional to its *similarity* to  $F$ :

$$P(\vartheta|F, w) \propto \sigma(\vartheta, F) = \sum_{i=1}^{|\Theta(F)|} \overbrace{\sigma(T(F)\vartheta, T(F)\Theta(F)[i])}^{\text{similarity}} \overbrace{h_{\Theta(F)}[i]}^{\text{frequency}} \overbrace{c_i(F, \vartheta, KB)}^{\text{relevance}}$$

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  - ▶ Start with an initial set of pre-defined frames (“social rules”)
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- ▶ Important: Architecture allows deviation from existing frames on all sides

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## Proposal-Based Negotiation Frames

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$$F_2 = \left\langle \left\langle \overset{0}{\rightarrow} \text{request}(A, B, X) \overset{0}{\rightarrow} \text{propose}(B, A, Y) \overset{0}{\rightarrow} \text{accept}(A, B, Y) \overset{0}{\rightarrow} \text{do}(B, Y) \right\rangle, \right. \\ \left. \left\langle \{ \text{can}(B, Y)@3, \text{effects}(Y)@4 \} \right\rangle \right. \\ \left. \left\langle \overset{0}{\rightarrow} \langle \rangle \right\rangle \right\rangle$$

$$F_3 = \left\langle \left\langle \overset{0}{\rightarrow} \text{request}(A, B, X) \overset{0}{\rightarrow} \text{propose-also}(B, A, Y) \overset{0}{\rightarrow} \text{accept}(A, B, Y) \right. \right. \\ \left. \left. \overset{0}{\rightarrow} \text{do}(B, X) \overset{0}{\rightarrow} \text{do}(A, Y) \right\rangle, \right. \\ \left. \left\langle \{ \text{can}(B, X)@3, \text{effects}(X)@4, \text{can}(A, Y)@4, \text{effects}(Y)@5 \} \right\rangle \right. \\ \left. \left\langle \overset{0}{\rightarrow} \langle \rangle \right\rangle \right\rangle$$



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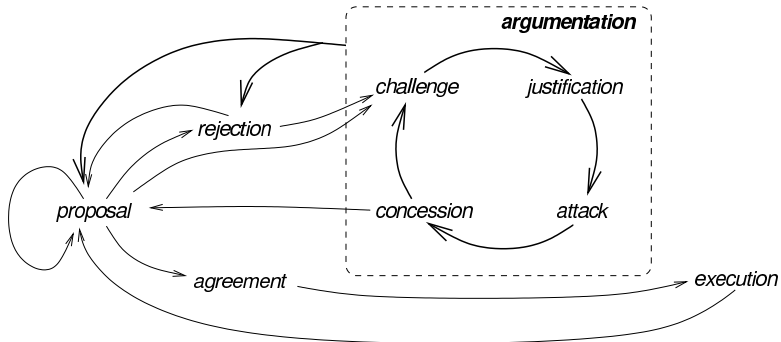
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- ▶ In experiments, to complicate things further we disallow “breaking” frames



## IBN – Dialogue Model



## IBN Frames – Example

$$\begin{aligned}
 F_{AGM} = & \left\langle \left\langle \overset{0}{\rightarrow} \text{request}(A, B, X) \overset{0}{\rightarrow} \text{ask-reason}(B, A, \text{request}(X)) \overset{0}{\rightarrow} \right. \right. \\
 & \text{inform-goal}(A, B, G) \overset{0}{\rightarrow} \\
 & \text{attack-goal}(B, A, \text{alternative-action}(Y)) \\
 & \left. \left. \overset{0}{\rightarrow} \text{concede}(A, B, Y) \overset{0}{\rightarrow} \text{do}(B, Y) \right\rangle, \right. \\
 & \left\langle \{ \text{can}(B, X), \text{goal}(A, G), \text{achieves}(X, G), \text{achieves}(Y, G), \right. \\
 & \left. X \neq Y, \text{can}(B, Y)@5, \text{effects}(Y)@6 \} \right\rangle, \left\langle \overset{0}{\rightarrow} \langle \rangle \right\rangle
 \end{aligned}$$

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  - ▶ having many specific ones is not elegant and space-consuming



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  - ▶ Decrease the popularity of sites with unfavourable opinions

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- ▶ System goal: increase linkage transparency on the WWW

# The LIESON System

g0:agent1 > modifyRating(g0:agent1,g0:agent9,1) (#1) Time: 00:01:17 Messages: 82

```

    graph TD
      g0agent0((g0:agent0)) -- 0 --> g0agent1((g0:agent1))
      g0agent0 -- 0 --> g0agent2((g0:agent2))
      g0agent0 -- 0 --> g0agent3((g0:agent3))
      g0agent0 -- 0 --> g0agent4((g0:agent4))
      g0agent0 -- 0 --> g0agent5((g0:agent5))
      g0agent0 -- 0 --> g0agent6((g0:agent6))
      g0agent0 -- 0 --> g0agent7((g0:agent7))
      g0agent0 -- 0 --> g0agent8((g0:agent8))
      g0agent1 -- 1 --> g0agent2
      g0agent1 -- 2 --> g0agent3
      g0agent1 -- 2 --> g0agent4
      g0agent1 -- 2 --> g0agent5
      g0agent1 -- 2 --> g0agent6
      g0agent1 -- 2 --> g0agent7
      g0agent1 -- 2 --> g0agent8
      g0agent2 -- 0 --> g0agent3
      g0agent3 -- 1 --> g0agent4
      g0agent3 -- 1 --> g0agent5
      g0agent3 -- 1 --> g0agent6
      g0agent3 -- 1 --> g0agent7
      g0agent3 -- 1 --> g0agent8
      g0agent4 -- -1 --> g0agent5
      g0agent4 -- -1 --> g0agent6
      g0agent4 -- -1 --> g0agent7
      g0agent4 -- -1 --> g0agent8
      g0agent5 -- 0 --> g0agent6
      g0agent6 -- 2 --> g0agent7
      g0agent7 -- 0 --> g0agent8
  
```

Agent	Popularity	Simple Popularity
g0:agent6	0.6111	0.2777
g0:agent5	0.1	0.1
g0:agent4	0.5908	0.1777
g0:agent3	0.5407	0.2444
g0:agent2	0.3116	0.1222
g0:agent1	0.1	0.1
g0:agent0	0.5987	0.2333
g0:agent9	0.5765	0.3555
g0:agent8	0.5101	0.1777
g0:agent7	0.6024	0.2888

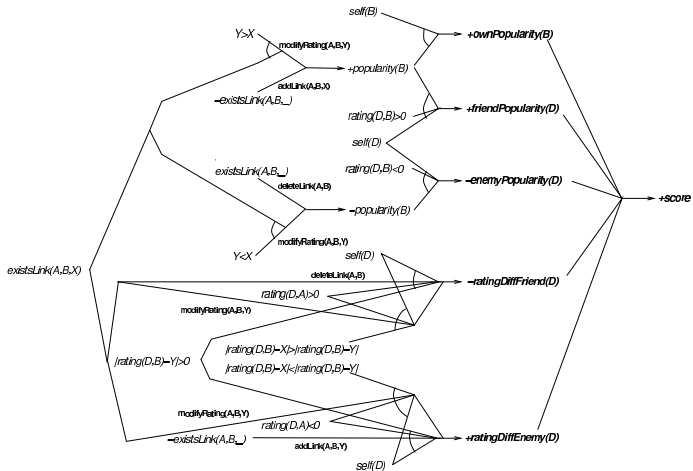
```

    InFrFA controller of "g0:agent1"
    InFrFA messages
    (00:00:44) <END ENCOUNTER>
    (00:00:50) <START ENCOUNTER>
    (00:00:50) initiating message request(g0:agent1,g0:agent0,modifyRating(g0:agent0,g0:agent1,0))
    (00:00:50) g0:agent1: perceived frame updated to
    <frame#15/usg[1]/step 0/bnd 0>
    {request(g0:agent1,g0:agent0,modifyRating(g0:agent0,g0:agent1,0))}
    b[1]
    c[1]>
    (00:00:51) received (as expected) accept(g0:agent0,g0:agent1,modifyRating(g0:agent0,g0:agent1,0))
    (00:00:52) received accept(g0:agent0,g0:agent1,modifyRating(g0:agent0,g0:agent1,0))
    (00:00:52) own turn initiated
    (00:00:53) selected frame
    <frame#16/usg[3, 3, 2, 2]/step -1/bnd 0>
    {request(g0:agent0,g0:agent1,addLink(g0:agent1,g0:agent0,-2))}
    b[1]
    c[1]>
    InFrFA repository
    <frame#1/usg[8, 8, 8, 8]/step -1/bnd 0>
    {request(V0,V1,V2), accept(V1,V0,V2), confirm(V0,V1,V2), do(V1,V2)}
    b[1] [V0, g0:agent1, [V1, g0:agent0, [V2, addLink(g0:agent0,g0:agent1,-2)]] [V0, g0:agent1] [V1, g0:agent0]]
    {other(V)@#3, number(-2)@#3, other(V)@#3, can(V1,addLink(V1,V0,-2))@#3, existstLink(V1,V0,-2)@#4} [other(V)@#3]
    <frame#2/usg[2]/step -1/bnd 0>
    {request(g0:agent0,g0:agent1,addLink(g0:agent1,g0:agent0,0))}
    b[1]
    c[1]>
    <frame#41/usg[11]/step -1/bnd 0>
    {request(g0:agent0,g0:agent1,addLink(g0:agent1,g0:agent0,-2))}
    b[1]
    c[1]>
  
```

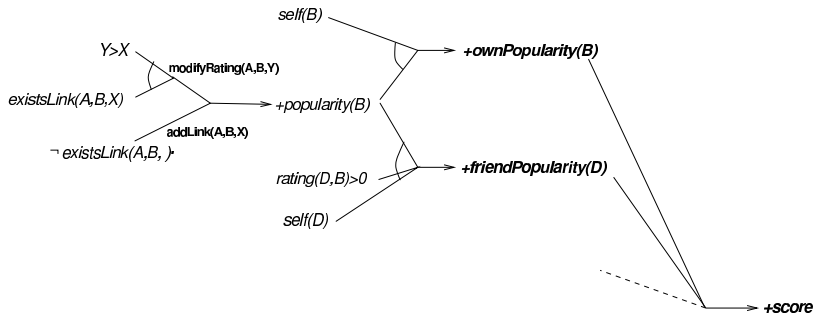
Debug Level  Start Stop Reset Redraw Script Exit  Display



# IBN – Goal graphs



## IBN – Goal graph (detail)



# Outline

Introduction

The Interaction Frames Approach

Argumentation with Frames

Application Scenario

Experimental Results

Conclusions

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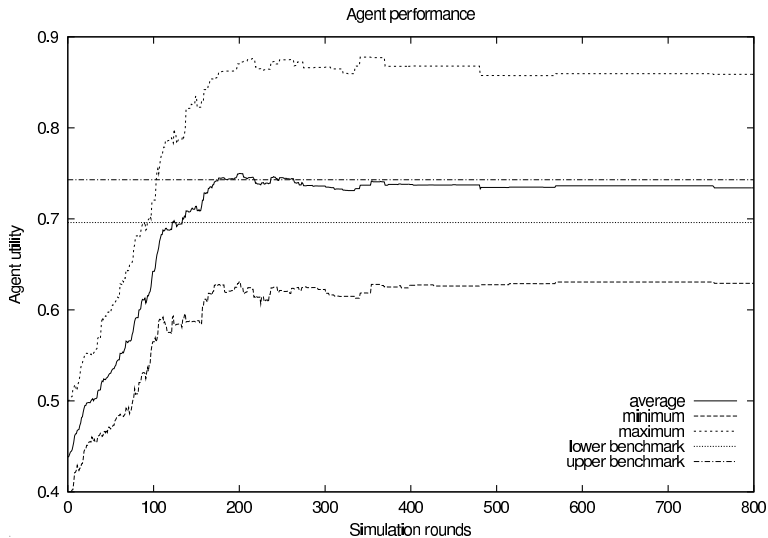
Argumentation with Frames

Application Scenario

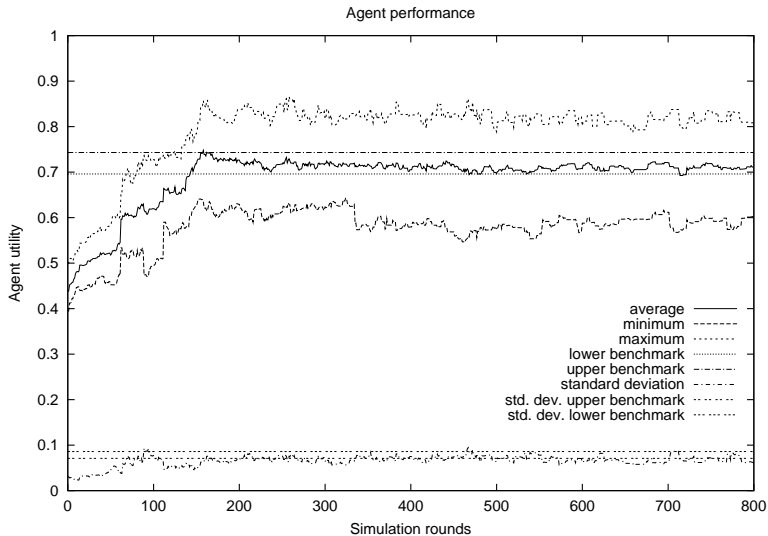
**Experimental Results**

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# Proposal-Based Negotiation



# Interest-Based Negotiation



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- ▶ Approach computationally tractable (for simple subset of IBN theory), focus on realism
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- ▶ Multiagent learning perspective: our approach avoids opponent modelling (which is hardly tractable in large-scale, open multiagent societies)

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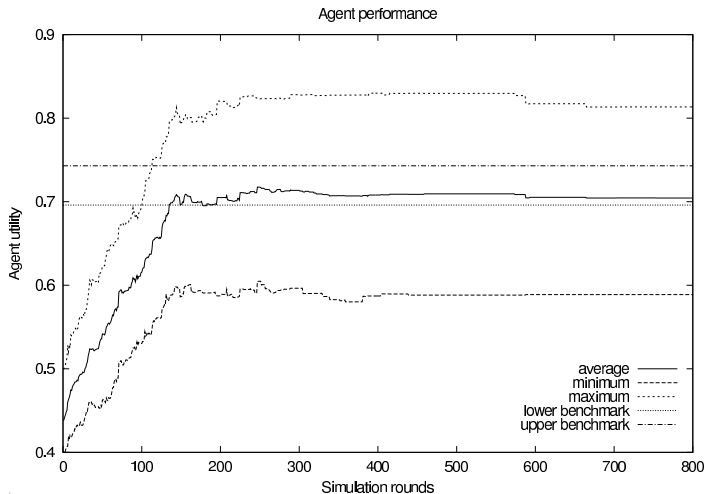
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- ▶ Long-term goal: mechanism design for argumentation (?)

The End

Thank you for your attention!

## Without Frame Learning



## With Frame Learning

