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ALGORITHMS FOR DYNAMIC NEGOTIATION

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Abstract.
Most conflict situations are dynamic processes where negotiation is carried out leading to that final state. In this paper, we present three techniques by generalizing the concepts of conflict and solution method so as to include dynamic features into the negotiation methodology. The three techniques are: a graph concept in a dynamic framework, a utility gain model and a negotiation algorithm. In an upper Rio Grande basin case study, we use the negotiation algorithms to resolve conflicts in water resources management.

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