

ABSTRACT

Rapid advances of the Internet, multimedia technology and virtual reality have opened new opportunities for organizations to re-design their traditional functional units in order to response the fast change of business market.

Agent-mediated negotiation is one of new technology that now play an increasing role in electronic commerce application. This paper will study the paradigms of negotiation in the Electronic Commerce in order to create the framework of procurement process for business-to-business market. The proposed framework embed intelligent software agents capable of supporting decision to facilitate negotiation among suppliers and give recommendation of the best choice of them.

