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ON DECENTRALIZED COMPUTATION OF PARETO-OPTIMAL SOLUTIONS IN MULTI-PARTY NEGOTIATIONS

Academic dissertation

Department of Economics and Management Science
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On. decentralized computation of Pareto-optimal solutions in multi-party negotiations

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Publications

The dissertation consists of the present summary article and the following papers:

[I] Ehtamo, H., Hamalainen, R.P., Heiskanen, P., Teich, J.E., Verkama, M., and Zionts, S., "Generating Pareto solutions in a two-party setting: Constraint proposal methods," *Management Science,* 45(12):1697-1709, 1999.

[II] Heiskanen, P., "Generating Pareto-optimal boundary points in multi-party negotiations using constraint proposal method," *Naval Research Logistics,* accepted for publication.

[III] Verkama, M. and Heiskanen, P., "Comment on a decision support approach for negotiations: Software vs. methodology," *European Journal of Operational Research,* 96:202-204, 1996.

[IV] Heiskanen, P., "Decentralized method for computing Pareto solutions in multi-party negotiations," *European Journal of Operational Research,* 117:578-590, 1999.

[V] Heiskanen, P., *An application of a constraint proposal method in a transboundary air pollution negotiation,* Working Paper W-244, Helsinki School of Economics, 2000.