



INTELLIGENT SYSTEMS IS'14
Warsaw, Poland
September 24-26, 2014
<http://www.ibspan.waw.pl/ieee-is2014/>

INVITED SESSION ON Negotiations Strategies in Commodity Markets

Organisers

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Scope: Markets and market strategies are main topics of various research. Commodity markets play an important role in the world economy and they are still developing. An example is the energy market, which in near future will undergo important changes. Energy is a commodity that cannot be easily stored, however its shortage can bring catastrophic effects: therefore the demand and production should always be in balance to maintain the quality factors. That is why the energy market requires fast decision making that – due to its increasing complexity – requires support of intelligent systems or even direct negotiations of programmable units. When participating in a market, a success is highly determined by the strategy adopted. There is however no perfect strategy, as everybody would be using it, and an individual's rate of success will be lower. Consequently, a player on the market should adopt to the circumstances, and negotiate in a more intelligent way. That is why the automatic strategies are being strongly developed in recent years. Such automatic negotiations will be the future of many markets, and among them in the energy market where the decision has to be taken within minutes.

This Invited Session on **Negotiations Strategies in Commodity Markets** serves as a forum to present and discuss new contributions, research efforts and applications in the field of strategies in markets in general, with special attention to commodity markets. We invite prospective authors to submit papers that advance the field of negotiation strategies. Original contributions are solicited in the following topics (but are not limited to):

- Mechanisms in commodity markets
- Energy markets and energy trading
- Trading strategies
- Negotiations
- Forecasting
- Agent negotiations and strategies

Papers should be submitted by **31st March, 2014** and sent by e-mail directly to the organisers of the session.

Organization Committee (2 organizers, plus):

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