



University of Twente

Dynamic Matching of Services by Negotiation

Zlatko Zlatev, Centre for Telematics and Information Technology



Contents

- Research context
- Research goal
- Research framework
- Research questions
- Research approach
- Discussion

Research context

- Business
 - From EDI to e-Business
 - Market, ICT and Transaction costs
 - Reduction of Transaction Costs and Negotiating Intermediaries
- Computer Science
 - Software architecture

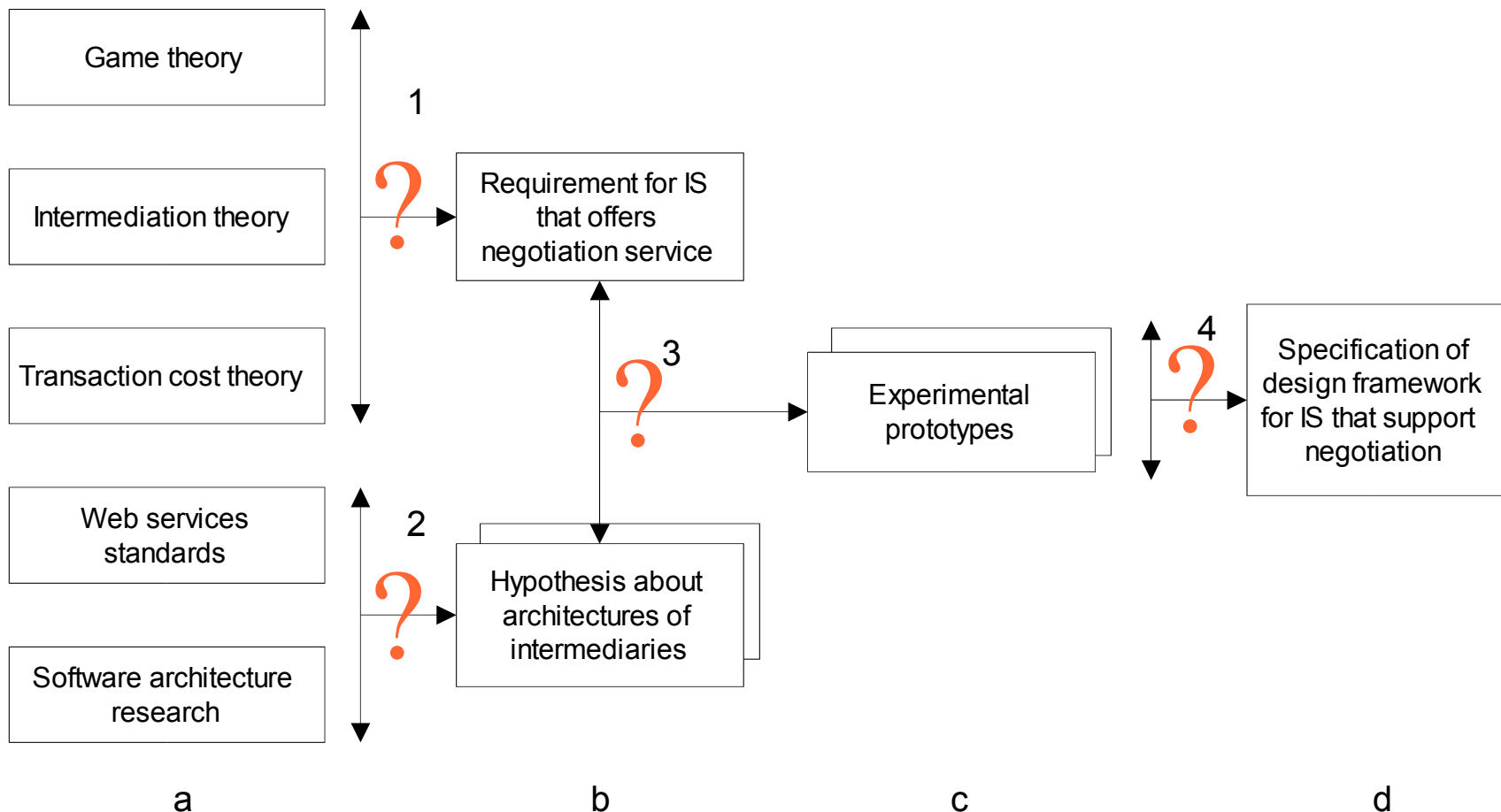
Research goal (1/2)

- Goal: to develop a design theory for information systems that support negotiation
- Objective: to specify a design framework for information systems that support negotiation

Research goal (2/2)

- Problem: the lack of a consistent set of design principles for an information system that matches business actors using negotiation
- Contribution: to increase the knowledge about the architectural choices when designing an information system that supports negotiation

Research framework



Research questions

1. What are the business actors' requirements with respect to matching of services by negotiation?
2. What are the properties of an IS that offers negotiation?
3. What are the most relevant architectural properties?
4. What are the design choices?

Research approach

- Survey the existing solutions
- Make hypotheses
- Case study research with prototypes
- Derive design principles from validated hypotheses using prototypes



Discussion