

CS395T
Agent-Based Electronic Commerce
Fall 2003

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Week 2a, 9/2/03

Logistics

- Mailing list and archives

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- Any questions?

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 - May return to finer points in later weeks

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- Not going to answer all of your questions
 - Some answered in later readings
 - Some details not relevant to later

Some Terms

- Ascending bid/open/oral/English auction
 - variant: Japanese auction
- Descending bid/Dutch auction
- First-price sealed-bid auction
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- Surplus = value – cost)
- Reserve price
- All-pay auctions

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- signal, value, valuation, type

More Terms

- Optimal auction (highest revenue)
- Risk aversion
 - Why would risk-averse seller prefer Vickrey to ascending?
- Dominant strategy equilibrium vs. Nash equilibrium
- Social welfare
- Entry costs
- Winner's curse

Still More Terms

- Collusion
 - Sidepayments
- Multiunit auctions
 - Simultaneous vs. sequential auctions
- Linkage principle
- Budget constraints
- Jump bids
- Revelation principle