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leasing an asset (such as a piece of equipment), rather than buying it outright. (16 marks) b) Outline THREE elements of a contract for the hire of goods that are not present in a contract for the sale of goods.

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A contract term that has not been expressly agreed, drafted and included in a contract. It is 'implied in the contract' by law whether or not both parties agree or not. If a contract is too detailed, courts will be reluctant to imply terms, too many gaps may lead to a contract being declared void. Types of implied terms: Sale of goods act

Outcome 1 - Negotiating & Contracting in Procurement and Supply ...

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Negotiation Rules Under Local Public Contracts Law for ...

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JULY2013_(D4) 1/3 CIPS Exam Report for Learner Community: Qualification: Diploma in procurement and supply Unit: D4 - Negotiating and contracting in P&S Exam series: July 2013 INFORMATION FOR CANDIDATES The Principal Marker's report is written in order to provide the learner community with feedback relating to the examination.

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Complex Automated Negotiations have been widely studied and are becoming an important, emerging area in the field of Autonomous Agents and Multi-Agent Systems. In general, automated negotiations can be complex, since there are a lot of factors that characterize such negotiations. These factors include the number of issues, dependency between issues, representation of utility, negotiation protocol, negotiation form (bilateral or multi-party), time constraints, etc. Software agents can support automation or simulation of such complex negotiations on the behalf of their owners, and can provide them with adequate bargaining strategies. In many multi-issue bargaining settings, negotiation becomes more than a zero-sum game, so bargaining agents have an incentive to cooperate in order to achieve efficient win-win agreements. Also, in a complex negotiation, there could be multiple issues that are interdependent. Thus, agent's utility will become more complex than simple utility functions. Further, negotiation forms and protocols could be different between bilateral situations and multi-party situations. To realize such a complex automated negotiati on, we have to incorporate advanced Artificial Intelligence technologies includes search, CSP, graphical utility models, Bays nets, auctions, utility graphs, predicting and learning methods. Applications could include e-commerce tools, decisionmaking support tools, negotiation support

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tools, collaboration tools, etc. These issues are explored by researchers from different communities in Autonomous Agents and Multi-Agent systems. They are, for instance, being studied in agent negotiation, multi-issue negotiations, auctions, mechanism design, electronic commerce, voting, secure protocols, matchmaking & brokering, argumentation, and co-operation mechanisms. This book is also edited from some aspects of negotiation researches including theoretical mechanism design of trading based on auctions, allocation mechanism based on negotiation among multi-agent, case-study and analysis of automated negotiations, data engineering issues in negotiations, and so on.

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