

# Baseline

## AgreeMate System Architecture & Data Flow

### 1. Directory Structure

```
baseline/
├── utils/
│   ├── data_loader.py      # Raw CSV data handling
│   └── model_loader.py     # HuggingFace model management
├── agents/
│   ├── base_agent.py      # Core negotiation behavior
│   ├── buyer.py          # Buyer-specific logic
│   └── seller.py           # Seller-specific logic
├── config.py               # System configuration
├── strategies.py           # Strategy definitions
├── dspy_manager.py         # DSPy LM configuration
├── scenario_manager.py     # Dataset management
├── negotiation_runner.py   # Negotiation execution
├── experiment_state.py     # Progress tracking
├── metrics_collector.py    # Analysis tools
├── experiment_runner.py    # Main orchestrator
└── run_experiments.py     # CLI entry point
```

### 2. Core Components

#### 2.1 Configuration (config.py)

- Defines experiment parameters and model configurations
- Handles validation of all configurable parameters
- Contains pre-defined experiment templates:
  - Baseline: Single model evaluation
  - Model Comparison: Cross-model analysis
  - Strategy Analysis: Strategy effectiveness study

#### 2.2 Data Management Layer

- **DataLoader:**
  - Handles raw CSV parsing
  - Maintains data splits (train/test/val)
  - Performs initial data validation
- **ScenarioManager:**
  - Creates negotiation scenarios
  - Manages category balancing
  - Validates price relationships

- Provides context to agents

## 2.3 Model Management Layer

- **ModelLoader:**
  - Handles raw HuggingFace model loading
  - Manages model caching
  - Handles multi-GPU allocation
- **DSPyManager:**
  - Configures DSPy LMs for negotiation
  - Handles strategy-specific adjustments
  - Manages parallel execution contexts

## 2.4 Negotiation Layer

- **BaseAgent:**
  - Implements core negotiation logic
  - Manages state tracking
  - Handles message generation
- **Buyer/Seller Agents:**
  - Implement role-specific behaviors
  - Handle price boundaries
  - Track utility metrics

## 2.5 Execution Layer

- **NegotiationRunner:**
  - Manages individual negotiations
  - Handles turn-taking
  - Validates price movements
- **ExperimentRunner:**
  - Orchestrates full experiments
  - Manages parallel execution
  - Handles resource allocation

## 2.6 Analysis Layer

- **MetricsCollector:**
  - Tracks negotiation metrics
  - Computes statistics
  - Generates reports
- **ExperimentState:**
  - Manages checkpointing

- Handles experiment recovery
- Tracks progress

### 3. Data Flow

#### 3.1 Initialization Flow

1. Load configuration
2. Initialize components
3. Setup logging and output directories
4. Validate experiment parameters

#### 3.2 Scenario Creation Flow

1. Load raw CSV data
2. Create negotiation scenarios
3. Balance categories
4. Validate price relationships
5. Provide context to agents

#### 3.3 Negotiation Flow

1. Initialize agent pair
2. Configure DSPy LMs
3. Execute turns
4. Track metrics
5. Handle completion

#### 3.4 Results Flow

1. Collect metrics
2. Compute statistics
3. Generate reports
4. Save checkpoints
5. Export analysis

## 4. Key Interfaces

### 4.1 Agent Interface

```
class BaseAgent:
    async def step(self) -> Dict:
        """Generate next negotiation move."""
        pass

    def compute_utility(self, price: float) -> float:
        """Compute agent's utility for given price."""
```

```

pass

def get_strategy_adherence(self) -> float:
    """Measure how well agent follows strategy."""
    pass

```

## 4.2 Message Format

```

{
    'role': 'buyer/seller',      # Agent role
    'content': str,              # Natural language message
    'price': Optional[float],    # Current offer
    'status': str                # offer/counter/accept/reject
}

```

## 5. Configuration Options

### 5.1 Model Configuration

```

@dataclass
class ModelConfig:
    name: str          # HuggingFace model name
    max_tokens: int    # Maximum context length
    temperature: float # Generation temperature
    prompt_template: str # Template for generation

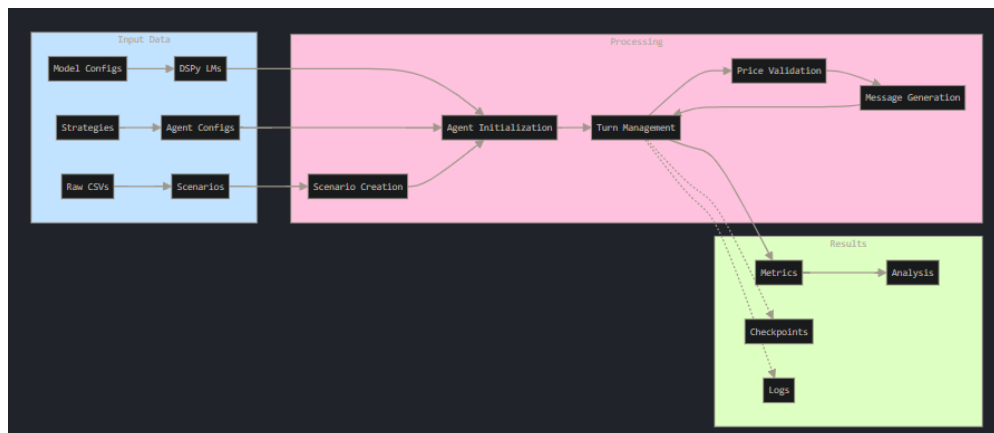
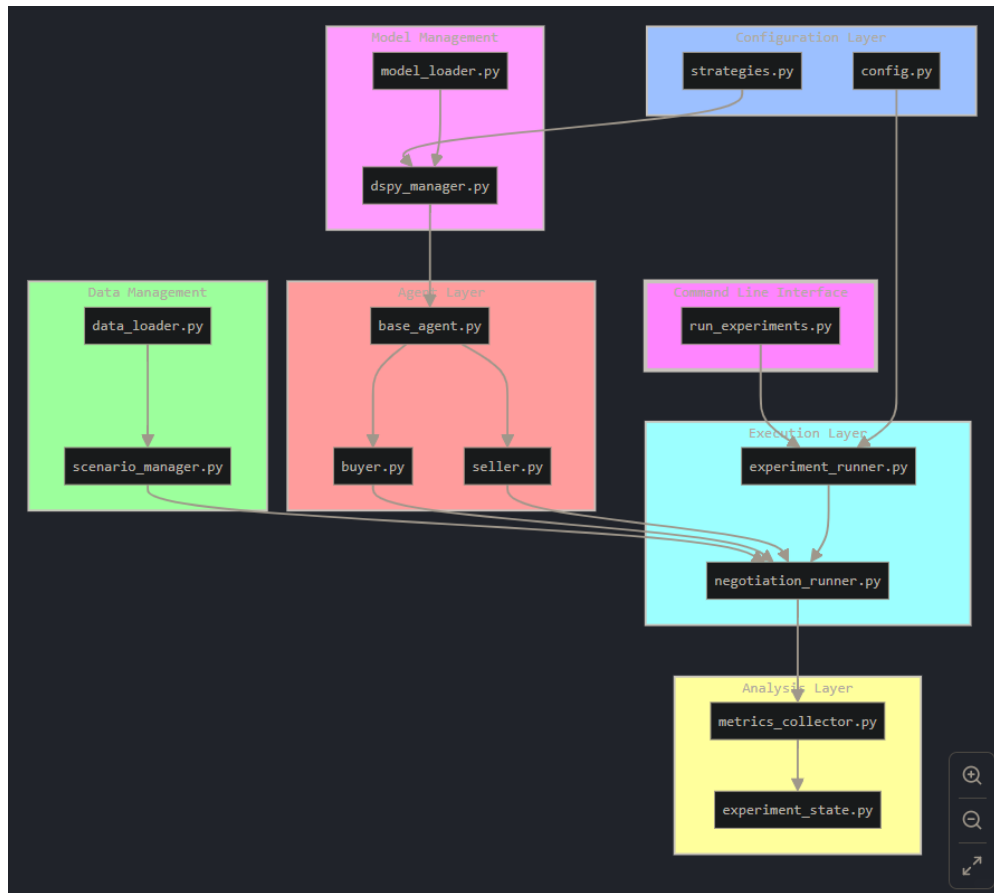
```

### 5.2 Experiment Configuration

```

@dataclass
class ExperimentConfig:
    num_scenarios: int    # Number of scenarios to run
    max_turns: int        # Maximum turns per negotiation
    turn_timeout: float   # Seconds per turn
    models: List[str]     # Models to use
    strategies: List[str] # Strategies to test

```



## Usage Guide

### Quick Start

```
# Run baseline experiment
python -m baseline.run_experiments \
  --output ./experiments \
  --config baseline \
  --name my_baseline_001
```

```
# Run model comparison with debug logging
python -m baseline.run_experiments \
    --output ./experiments \
    --config model_comparison \
    --name model_comp_001 \
    --debug
```

## Running Experiments

### 1. Setup Environment

```
# Clone repository
git clone <https://github.com/your-org/agreemate.git>
cd agreemate

# Install dependencies
pip install -r requirements.txt

# Set up model cache directory (optional)
export DSPY_CACHE_DIR=/path/to/cache
```

### 2. Configure Experiment

Use predefined configurations or create custom ones in `config.py`:

```
# Example custom configuration
EXPERIMENT_CONFIGS["my_config"] = ExperimentConfig(
    num_scenarios=50,
    max_turns=15,
    turn_timeout=30.0,
    models=["llama-3.1-8b"],
    strategies=["cooperative", "fair"]
)
```

### 3. Monitor Progress

```
# Check experiment logs
tail -f experiments/my_baseline_001/logs/experiment.log

# Monitor results directory
ls -l experiments/my_baseline_001/results/

# Check latest checkpoint
ls -t experiments/my_baseline_001/checkpoints/ | head -1
```

### 4. Analyze Results

```
# Using provided analysis tools
from baseline.metrics_collector import MetricsCollector

# Load results
results_path = "experiments/my_baseline_001/results/my_baseline_001_results.json"
collector = MetricsCollector()
analysis = collector.analyze_results(results_path)

# Generate reports
collector.export_results(analysis, format='all')
```

## Common Configurations

### 1. Baseline Generation

Best for initial testing and baseline establishment:

```
python -m baseline.run_experiments \\  
    --output ./experiments \\  
    --config baseline
```

### 2. Model Comparison

For comparing different model sizes/architectures:

```
python -m baseline.run_experiments \\  
    --output ./experiments \\  
    --config model_comparison
```

### 3. Strategy Analysis

For deep-diving into negotiation strategies:

```
python -m baseline.run_experiments \\  
    --output ./experiments \\  
    --config strategy_analysis
```

## Output Structure

```
experiments/  
├─ {experiment_name}_{timestamp}/  
│   └─ results/  
│       ├── summary.csv          # High-level metrics  
│       ├── negotiations.json    # Detailed results  
│       ├── model_analysis.csv   # Model comparisons  
│       └─ strategy_analysis.csv # Strategy metrics  
└─ checkpoints/  
    └─ checkpoint_{timestamp}.json
```

```
└─ logs/
   └─ experiment.log
```

# AgreeMate Data Handling & Scenarios

## 1. Dataset Structure

### 1.1 Raw Data Format

```
scenario_id,split_type,category,list_price,buyer_target,seller_target,title,description,p
rice_delta_pct,relative_price,title_token_count,description_length,data_completeness,pric
e_confidence,has_images
train_000000,train,electronics,10.0,7.0,10.0,Product Title,Description Text,0.3,0.1,11,52
0,1.0,True,True
```

### 1.2 Core Fields

- **Identifiers**

- `scenario_id`: Unique identifier (e.g., 'train\_000000')
- `split_type`: Dataset split ('train', 'test', 'validation')
- `category`: Item category ('electronics', 'vehicles', 'furniture', 'housing')

- **Price Information**

- `list_price`: Original listing price
- `buyer_target`: Buyer's target price
- `seller_target`: Seller's target price
- `price_delta_pct`: Percentage difference between targets
- `relative_price`: Price relative to category median

- **Item Details**

- `title`: Item title
- `description`: Item description
- `title_token_count`: Number of tokens in title
- `description_length`: Length of description

- **Quality Metrics**

- `data_completeness`: Record completeness score (0-1)
- `price_confidence`: Price validation flag
- `has_images`: Image availability flag

## 2. Data Loading Pipeline

### 2.1 Initial Loading (DataLoader)



```

class DataLoader:
    def load_splits(self) -> Tuple[pd.DataFrame, pd.DataFrame, pd.DataFrame]:
        """Load train/test/validation splits."""
        return train_df, test_df, val_df

    def get_category_stats(self) -> Dict:
        """Get category distribution and price statistics."""
        return {
            'category': {
                'count': int,
                'price_stats': Dict[str, float],
                'avg_price_delta': float
            }
        }

```

## 2.2 Data Validation Rules

### 1. Price Relationships

- Buyer target  $\leq$  List price
- Seller target  $\leq$  List price
- Valid price\_delta\_pct

### 2. Category Validation

- Must be in allowed categories
- Category-specific price ranges
- Consistent price distributions

### 3. Quality Checks

- Complete required fields
- Valid numeric values
- Non-empty descriptions

## 3. Scenario Management

### 3.1 Scenario Creation

```

@dataclass
class NegotiationScenario:
    """Complete negotiation scenario."""
    # Core data
    scenario_id: str
    category: str

    # Price information
    list_price: float
    buyer_target: float
    seller_target: float

```

```

# Context
title: str
description: str

# Metrics
price_delta_pct: float
relative_price: float

def get_buyer_context(self) -> Dict:
    """Get buyer's view of scenario."""
    pass

def get_seller_context(self) -> Dict:
    """Get seller's view of scenario."""
    pass

```

## 3.2 Scenario Selection

### 1. Category Balancing

```

def create_evaluation_batch(
    split: str = 'test',
    size: Optional[int] = None,
    balanced_categories: bool = True
) -> List[NegotiationScenario]:
    """Create balanced scenario batch."""
    pass

```

### 2. Price Range Distribution

- Low tier: \$0-3,000
- Mid tier: \$3,000-10,000
- High tier: \$10,000+

### 3. Selection Criteria

- Category distribution
- Price range coverage
- Quality thresholds
- Complete metadata

## 4. Context Generation

### 4.1 Buyer Context

```

{
    'role': 'buyer',
    'scenario_id': str,
    'category': str,
    'item': {
        'title': str,

```

```

        'description': str,
        'list_price': float
    },
    'target_price': float # buyer_target
}

```

## 4.2 Seller Context

```

{
    'role': 'seller',
    'scenario_id': str,
    'category': str,
    'item': {
        'title': str,
        'description': str,
        'list_price': float
    },
    'target_price': float # seller_target
}

```

## 5. Category-Specific Handling

### 5.1 Electronics

- Tight price margins
- Technical specifications important
- Warranty considerations

### 5.2 Vehicles

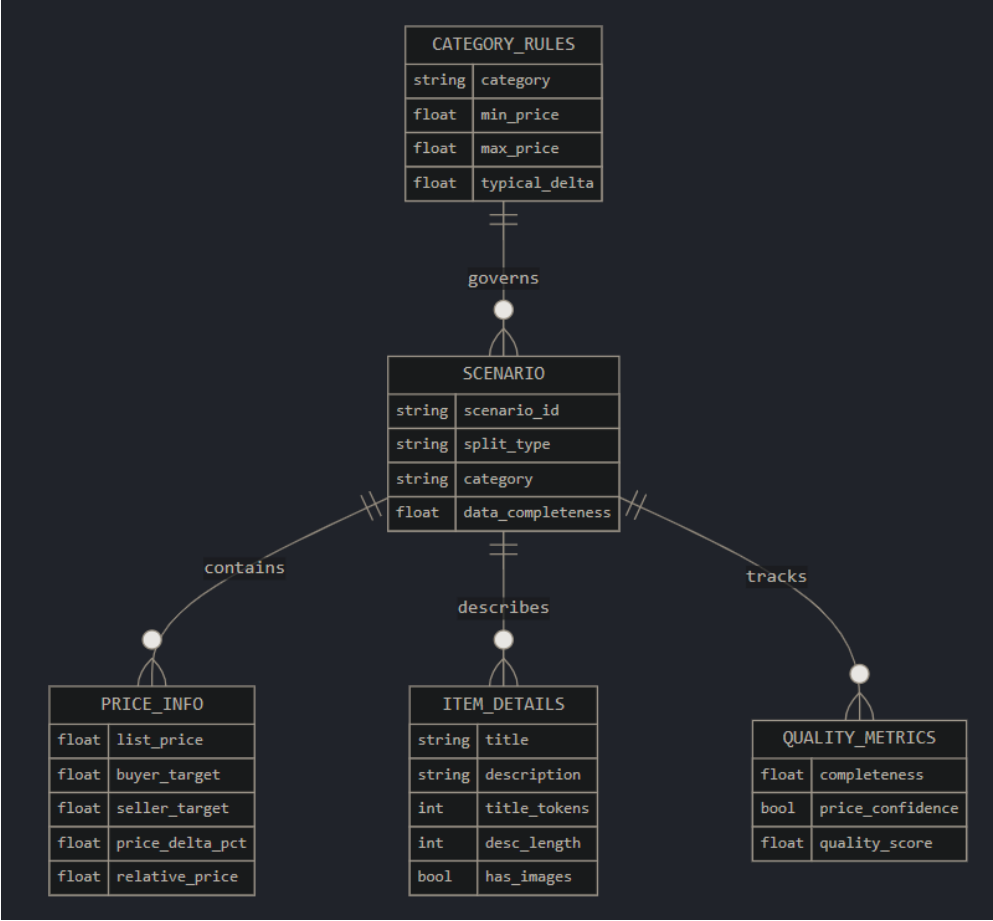
- Wide price ranges
- Condition crucial
- Multiple negotiation factors

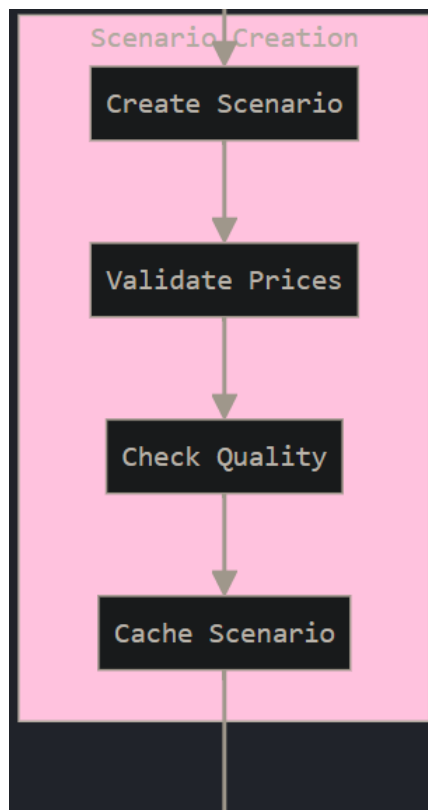
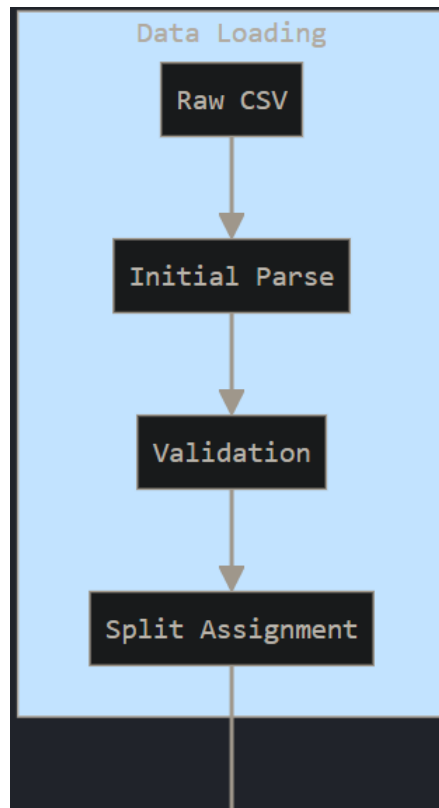
### 5.3 Furniture

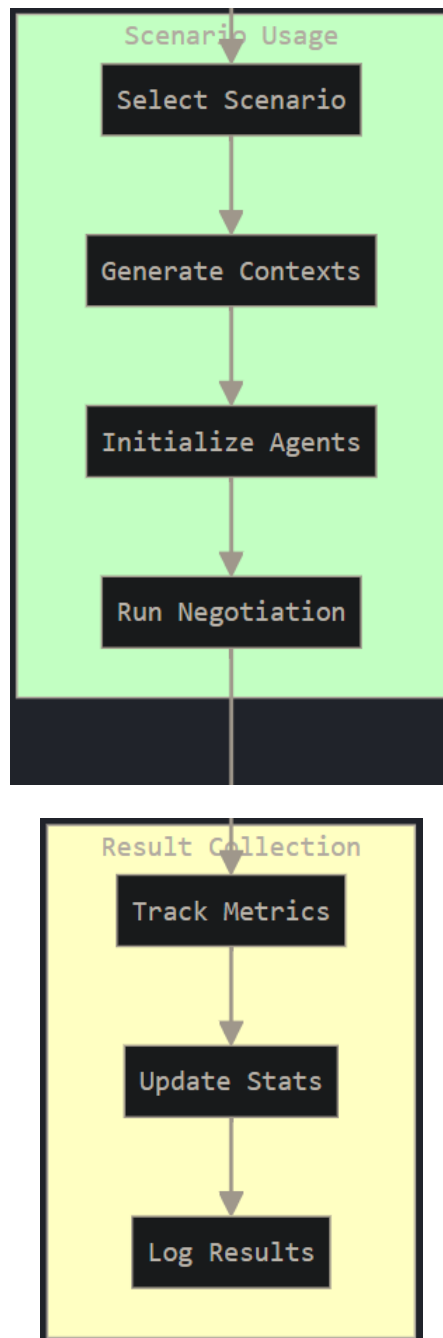
- Delivery considerations
- Condition important
- Quick turnover dynamics

### 5.4 Housing

- Location-based pricing
- Long-term implications
- Complex terms







## AgreeMate Negotiation Core & Agent Behavior

### 1. Core Strategy Framework

#### 1.1 Strategy Definitions

```
STRATEGIES = {  
  "fair": {  
    "description": "Balanced negotiator seeking mutual benefit",
```

```

        "risk_tolerance": "moderate",
        "patience": "moderate",
        "initial_approach": "Start with market value",
        "communication_style": "Clear, professional"
    },
    "aggressive": {
        "description": "Maximizes own value, firm stance",
        "risk_tolerance": "high",
        "patience": "high",
        "initial_approach": "Start high/low",
        "communication_style": "Direct, confident"
    },
    "cooperative": {
        "description": "Prioritizes agreement, flexible",
        "risk_tolerance": "low",
        "patience": "low",
        "initial_approach": "Start near middle",
        "communication_style": "Warm, friendly"
    }
}

```

## 1.2 Strategy Components

- **Risk Tolerance:** Affects price movement size
- **Patience:** Influences turns before concession
- **Initial Approach:** First offer strategy
- **Communication Style:** Tone and presentation

## 2. Agent Architecture

### 2.1 Base Agent

```

class BaseAgent:
    def __init__(
        self,
        strategy_name: str,
        target_price: float,
        category: str,
        lm: dspy.LM
    ):
        self.strategy = STRATEGIES[strategy_name]
        self.target_price = target_price
        self.category = category
        self.lm = lm
        self.conversation_history = []
        self.price_history = []

    async def step(self) -> Dict:
        """Take negotiation turn."""
        pass

```

```
def compute_utility(self, price: float) -> float:
    """Compute utility for given price."""
    pass
```

## 2.2 Buyer Agent

```
class BuyerAgent(BaseAgent):
    def __init__(
        self,
        max_price: float, # Upper bound
        **kwargs
    ):
        super().__init__(**kwargs)
        self.max_price = max_price
        self.best_offer_seen = float('inf')

    def should_accept(self, price: float) -> bool:
        """Decide whether to accept offer."""
        if price > self.max_price:
            return False
        return self._evaluate_offer(price)
```

## 2.3 Seller Agent

```
class SellerAgent(BaseAgent):
    def __init__(
        self,
        min_price: float, # Lower bound
        initial_price: float,
        **kwargs
    ):
        super().__init__(**kwargs)
        self.min_price = min_price
        self.initial_price = initial_price
        self.best_offer_seen = 0.0

    def should_accept(self, price: float) -> bool:
        """Decide whether to accept offer."""
        if price < self.min_price:
            return False
        return self._evaluate_offer(price)
```

## 3. Decision Making

### 3.1 Price Movement

```
def calculate_next_price(
    self,
```



```

        current_price: float,
        opponent_price: float
    ) -> float:
        """Calculate next offer price."""
        # Strategy factors
        risk_factor = {
            'high': 0.8,    # Aggressive
            'moderate': 0.5, # Fair
            'low': 0.3      # Cooperative
        }[self.strategy['risk_tolerance']]

        # Movement size
        gap = abs(current_price - opponent_price)
        move_size = gap * risk_factor

        return self._adjust_price(
            current_price,
            move_size
        )

```

### 3.2 Offer Evaluation

```

def _evaluate_offer(
    self,
    price: float,
    context: Dict
) -> bool:
    """
    Evaluate whether to accept an offer.
    Uses strategy, price history, and context.
    """
    # Basic bounds check
    if not self._within_bounds(price):
        return False

    # Utility threshold
    utility = self.compute_utility(price)
    if utility < self.min_utility:
        return False

    # Strategy-based factors
    urgency = self._compute_urgency()
    market_position = self._assess_market()

    return self._make_decision(
        utility, urgency, market_position
    )

```

## 4. Language Generation

## 4.1 Message Structure

```
{
    'role': str,          # 'buyer' or 'seller'
    'content': str,       # Generated message
    'price': float,       # Current offer
    'status': str,        # offer/counter/accept/reject
    'reasoning': str      # Internal justification
}
```

## 4.2 Prompt Template

```
PROMPT_TEMPLATE = """
You are a {role} negotiating for {item}.
Your strategy is: {strategy}

Current conversation:
{history}

Your target price is: ${target_price}
Current offer: ${current_price}

Respond as {role}:"""
```

# 5. Negotiation Flow

## 5.1 Turn Structure

1. Receive opponent's message
2. Update state (prices, history)
3. Evaluate position
4. Generate response
5. Validate move
6. Send message

## 5.2 State Tracking

```
class NegotiationState:
    def __init__(self):
        self.turns_taken = 0
        self.messages = []
        self.price_history = []
        self.last_action = None
        self.strategy_adherence = 1.0

    def update(self, message: Dict):
        """Update state with new message."""
        self.messages.append(message)
        if message['price']:
```

```
self.price_history.append(message['price'])
self.turns_taken += 1
```

## 6. Strategy Implementation

### 6.1 Price Movement Rules

- Buyer increases only
- Seller decreases only
- Movement size based on strategy
- Respect bounds always

### 6.2 Communication Rules

```
def format_message(
    self,
    price: float,
    action: str
) -> str:
    """Format message based on strategy."""
    templates = {
        'fair': {
            'offer': "I can offer {price}.",
            'counter': "Let me counter with {price}.",
            'accept': "I accept your offer of {price}.",
            'reject': "I cannot accept that price."
        },
        # ... other strategy templates
    }
    return templates[self.strategy['name']][action]
```

## 7. Utilities

### 7.1 Buyer Utility

```
def compute_buyer_utility(
    price: float,
    target: float,
    max_price: float
) -> float:
    """Compute buyer's utility (0-1)."""
    if price > max_price:
        return 0.0
    return 1.0 - (price - target) / (max_price - target)
```

### 7.2 Seller Utility

```
def compute_seller_utility(
    price: float,
```

```

        target: float,
        min_price: float
    ) -> float:
        """Compute seller's utility (0-1)."""
        if price < min_price:
            return 0.0
        return (price - min_price) / (target - min_price)

```

## 8. Error Handling

### 8.1 Validation

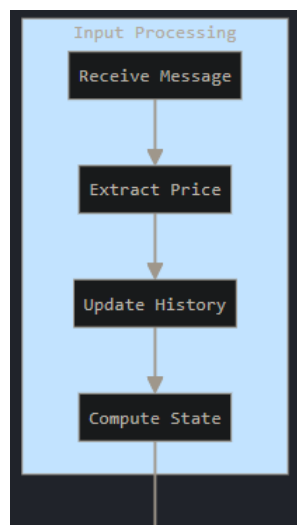
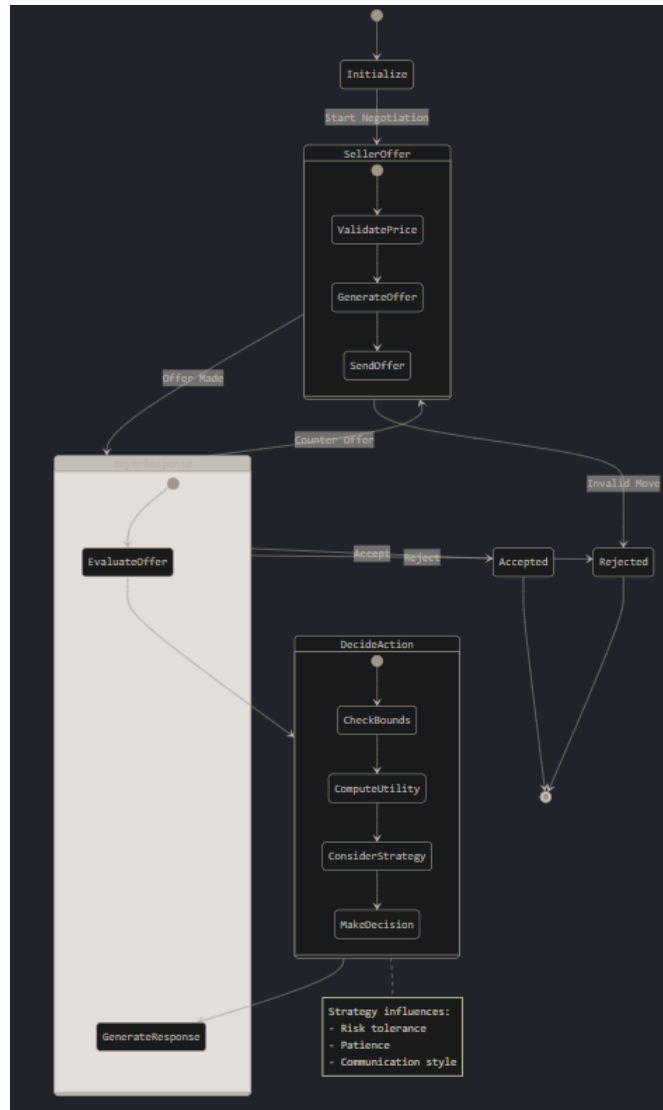
```

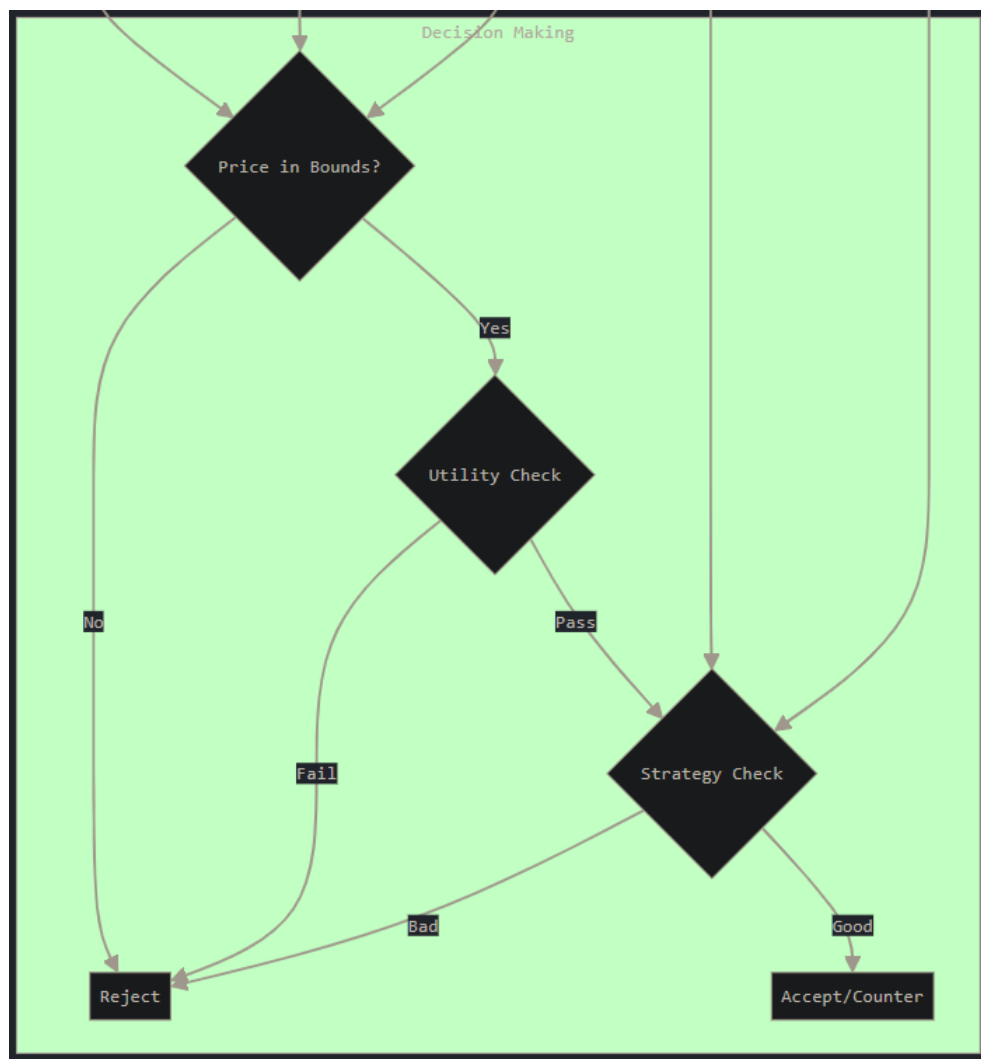
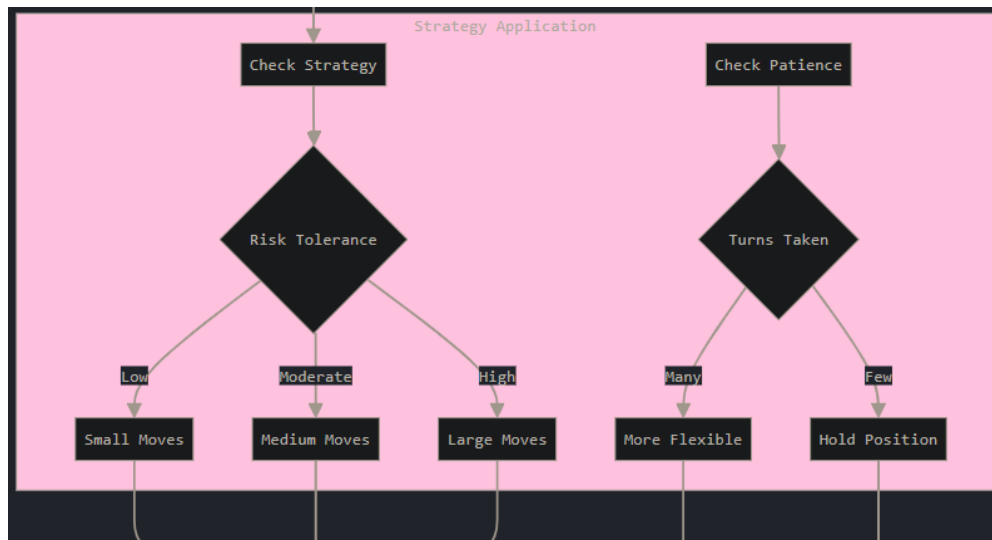
def validate_move(
    self,
    price: float,
    action: str
) -> bool:
    """Validate negotiation move."""
    if action == 'accept':
        return self._validate_acceptance(price)
    if action == 'reject':
        return self._validate_rejection(price)
    return self._validate_price_movement(price)

```

### 8.2 Recovery

- Timeout handling
- Invalid move recovery
- State consistency checks
- History validation





## AgreeMate Experiment Management & Results

# 1. Experiment Configuration

## 1.1 Pre-defined Configurations

```
EXPERIMENT_CONFIGS = {
    "baseline": ExperimentConfig(
        num_scenarios=100,
        max_turns=20,
        turn_timeout=30.0,
        models=["llama-3.1-8b"],
        strategies=["cooperative", "fair", "aggressive"]
    ),
    "model_comparison": ExperimentConfig(
        num_scenarios=200,
        max_turns=20,
        turn_timeout=30.0,
        models=[
            "llama-3.1-8b",
            "llama-3.1-70b",
            "nemotron-70b"
        ],
        strategies=["cooperative", "fair"]
    ),
    "strategy_analysis": ExperimentConfig(
        num_scenarios=150,
        max_turns=25,
        turn_timeout=30.0,
        models=["llama-3.1-70b"],
        strategies=[
            "cooperative",
            "fair",
            "aggressive"
        ]
    )
}
```

## 1.2 Directory Structure

```
experiments/
├── {experiment_name}_{timestamp}/
│   ├── results/
│   │   ├── {experiment_name}_summary.csv
│   │   └── {experiment_name}_results.json
│   ├── checkpoints/
│   │   └── checkpoint_{timestamp}.json
│   └── logs/
│       └── experiment.log
```

# 2. Metrics Collection

## 2.1 Core Metrics

```
@dataclass
class NegotiationMetrics:
    """Single negotiation metrics."""
    start_time: datetime
    end_time: Optional[datetime]
    turns_taken: int
    final_price: Optional[float]
    buyer_utility: Optional[float]
    seller_utility: Optional[float]
    strategy_adherence: Dict[str, float]
    messages: List[Dict]
```

## 2.2 Aggregate Metrics

```
@dataclass
class ModelPairMetrics:
    """Metrics for model pair combinations."""
    buyer_model: str
    seller_model: str
    num_negotiations: int
    deal_rate: float
    avg_turns: float
    avg_buyer_utility: float
    avg_seller_utility: float
    avg_duration: float
    strategy_adherence: Dict[str, float]
```

# 3. Experiment Execution

## 3.1 Main Execution Loop

```
async def run_experiment(config: ExperimentConfig):
    """Execute complete experiment."""
    # Setup
    scenarios = scenario_manager.create_evaluation_batch(
        size=config.num_scenarios
    )

    # Generate combinations
    model_combinations = _generate_model_combinations(
        config.models,
        config.strategies
    )

    # Run negotiations
    for combination in model_combinations:
        results = await _run_combination(
            combination,
```



```

        scenarios
    )
    _process_results(results)
    _save_checkpoint()

```

### 3.2 Progress Tracking

```

@dataclass
class ExperimentState:
    """Current experiment state."""
    experiment_name: str
    config: ExperimentConfig
    start_time: datetime
    scenarios_total: int
    scenarios_completed: int
    scenarios_failed: int
    last_checkpoint: Optional[datetime]

```

## 4. Results Analysis

### 4.1 Core Analysis

```

def analyze_results(
    completed_negotiations: Dict[str, NegotiationMetrics]
) -> Dict:
    """Analyze experiment results."""
    return {
        'deal_rates': _analyze_deal_rates(),
        'utility_analysis': _analyze_utilities(),
        'strategy_analysis': _analyze_strategies(),
        'efficiency_metrics': _analyze_efficiency()
    }

```

### 4.2 Strategy Analysis

```

def analyze_strategy_effectiveness(
    results: Dict[str, NegotiationMetrics]
) -> pd.DataFrame:
    """Analyze strategy performance."""
    return pd.DataFrame({
        'strategy': str,
        'success_rate': float,
        'avg_utility': float,
        'avg_turns': float,
        'adherence_score': float
    })

```

## 5. Result Storage

## 5.1 Checkpoint Format

```
{
  'state': {
    'experiment_name': str,
    'config': dict,
    'progress': dict
  },
  'completed_negotiations': {
    'scenario_id': {
      'metrics': dict,
      'history': list
    }
  },
  'model_pair_metrics': {
    'model_pair_key': {
      'statistics': dict,
      'analysis': dict
    }
  }
}
```

## 5.2 Final Results Format

```
{
  'experiment_name': str,
  'config': dict,
  'summary': {
    'total_scenarios': int,
    'completed': int,
    'failed': int,
    'duration': float
  },
  'model_pair_metrics': dict,
  'completed_negotiations': dict,
  'strategy_analysis': dict,
  'error_analysis': dict
}
```

# 6. Performance Metrics

## 6.1 Success Metrics

```
def compute_success_metrics(results: Dict) -> Dict:
    """Compute core success metrics."""
    return {
        'deal_rate': float, # % of successful deals
        'avg_utility': float, # average combined utility
        'efficiency': float, # turns to completion
    }
```

```

        'fairness': float    # deal balance score
    }

```

## 6.2 Time Metrics

```

def compute_time_metrics(results: Dict) -> Dict:
    """Compute timing metrics."""
    return {
        'avg_turn_time': float,
        'avg_negotiation_time': float,
        'timeouts': int,
        'response_distribution': Dict[str, float]
    }

```

## 7. Recovery & Fault Tolerance

### 7.1 Checkpoint Management

```

class CheckpointManager:
    """Manages experiment checkpoints."""

    def save_checkpoint(self):
        """Save current state."""
        pass

    def load_checkpoint(self, path: str):
        """Restore from checkpoint."""
        pass

    def list_checkpoints(self) -> List[str]:
        """List available checkpoints."""
        pass

```

### 7.2 Error Recovery

```

def handle_failure(
    error: Exception,
    context: Dict
) -> None:
    """Handle experiment failure."""
    # Log error
    logger.error(f"Experiment failed: {str(error)}")

    # Save state
    save_emergency_checkpoint()

    # Notify if configured
    send_notification(error, context)

```

## 8. Visualization Preparation

### 8.1 Data Transformation

```
def prepare_visualization_data(
    results: Dict
) -> Dict[str, pd.DataFrame]:
    """Prepare data for visualization."""
    return {
        'outcomes': _prepare_outcome_data(),
        'strategies': _prepare_strategy_data(),
        'models': _prepare_model_data(),
        'timing': _prepare_timing_data()
    }
```

### 8.2 Export Formats

```
def export_results(
    results: Dict,
    format: str = 'all'
) -> None:
    """Export results in specified format."""
    formats = {
        'csv': _export_csv,
        'json': _export_json,
        'excel': _export_excel
    }

    if format == 'all':
        for export_fn in formats.values():
            export_fn(results)
    else:
        formats[format](results)
```

