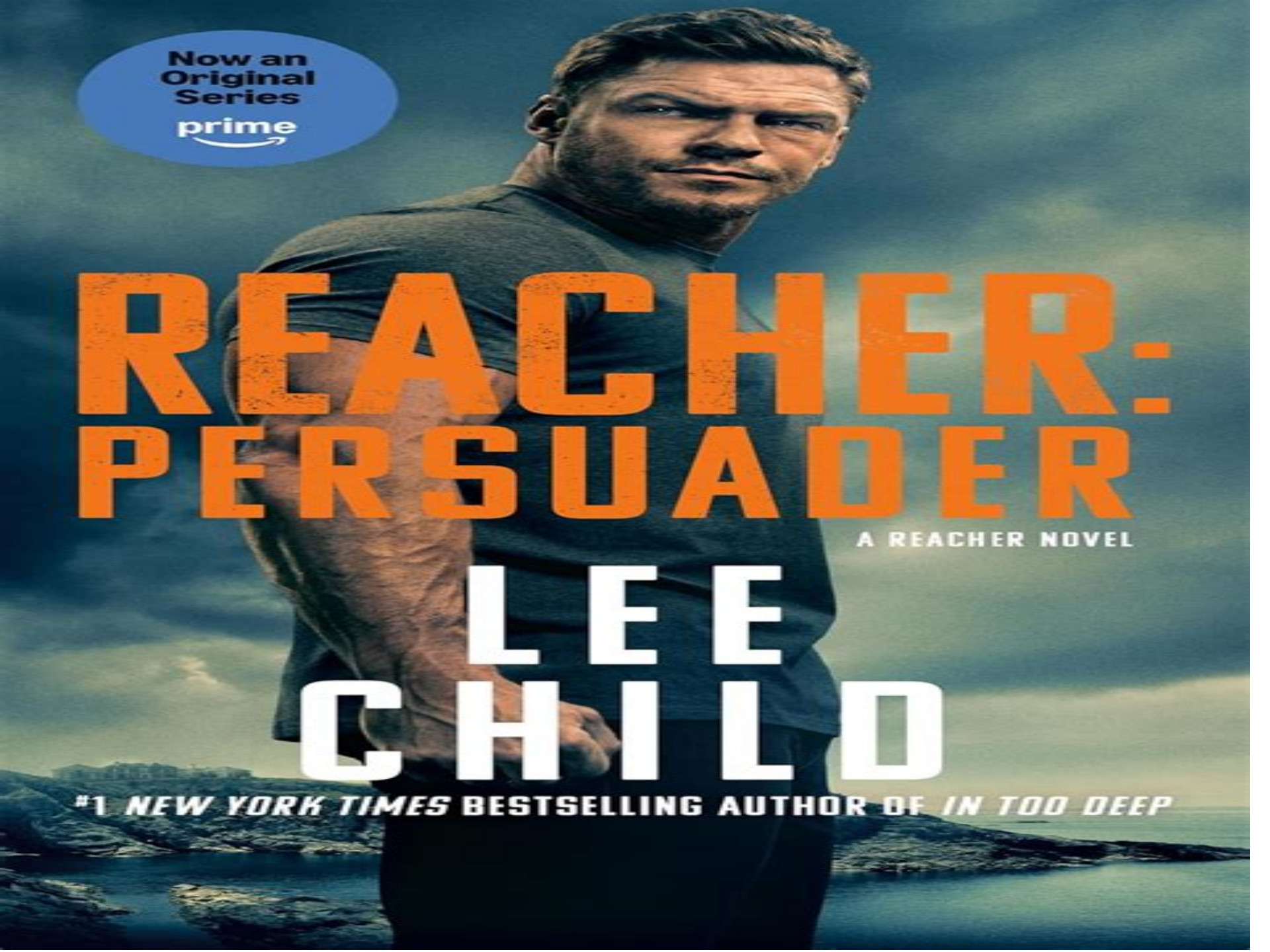




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Bouquet, 2016-08-24 Artificial Intelligence continues to be one of the most exciting and fast developing fields of computer science This book presents the 177 long papers and 123 short papers accepted for ECAI 2016 the latest edition of the biennial European Conference on Artificial Intelligence Europe s premier venue for presenting scientific results in AI The conference was held in The Hague the Netherlands from August 29 to September 2 2016 ECAI 2016 also incorporated the conference on Prestigious Applications of Intelligent Systems PAIS 2016 and the Starting AI Researcher Symposium STAIRS The papers from PAIS are included in this volume the papers from STAIRS are published in a separate volume in the Frontiers in Artificial Intelligence and Applications FAIA series Organized by the European Association for Artificial Intelligence EurAI and the Benelux Association for Artificial Intelligence BNVKI the ECAI conference provides an opportunity for researchers to present and hear about the very best research in contemporary AI This proceedings will be of interest to all those seeking an overview of the very latest innovations and developments in this field **Global Rhetorical Traditions**

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you or offers past performance Presentation of yourself and offer Future Projections Speed Decision making Values Social Conditionings Family Corporate Values etc Buyers Remorse Targets personal criteria and metaprograms Target s stock knowledge and experience about the offer at hand Positive or Negative effects the perception of the offer directly Relationship Dynamics Frame Prospect in relation to the item Persuader s relationship with the offer 3rd Party Opinions Social Proof positive or negative Advisers and Invisible decision makers III Compliance or Resistance Logical resistance They don t like you personally They decided on another offer Emotional or State based BT Baby steps leading to sneak past resistance

Computational Logic in Multi-Agent Systems Nils Bulling, Leendert van der Torre, Serena Villata, Wojtek Jamroga, Wamberto Vasconcelos, 2014-07-21 This book constitutes the proceedings of the 15th International Workshop on Computational Logic in Multi Agent Systems CLIMA XV held in Prague Czech Republic in August 2014 The 12 regular papers were carefully reviewed and selected from 20 submissions The purpose of the CLIMA workshops is to provide a forum for discussing techniques based on computational logic for representing programming and reasoning about agents and multi agent systems in a formal way This edition will feature two special sessions logics for agreement technologies and logics for games strategic reasoning and social choice

Theory and Applications of Formal Argumentation Elizabeth Black, Sanjay Modgil, Nir Oren, 2016-01-06 This book constitutes the refereed proceedings of the Third International Workshop on the Theory and Applications of Formal Argumentation TFAFA 2015 held in Buenos Aires Argentina in July 2015 The workshop was co located with IJCAI 2015 The 15 revised full papers presented were carefully reviewed and selected from 25 submissions The papers deal with formal theoretical models of argumentation and application of such models in subfields of AI evaluation of models both theoretical and practical and theories and applications developed through interdisciplinary collaboration

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Economics Authoritative cutting edge and accessible this volume covers bounded rationality

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In a digital era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**The Persuader**," compiled by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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