

1. Overview

- We introduce a **framework** that enables LLM agents to perform task **decomposition** and **exchange** in a **utility-aware** manner.
- We assess LLMs' capabilities under **competitive** and **cooperative** settings.

2. Motivation

- LLM-based multi-agent environments have attracted increasing attention.
- Previous** research assumes the presence of either:
 - a **central coordinator**
 - or
 - a **shared utility function**
- However, in **real-world** settings, **neither** is often accessible.
- In such cases, agents need to **estimate** utility functions of other agents.

3. Proposed Framework

- Utility-aware prompt
- Per-turn proposal validation

1. Utility-aware prompt

During negotiation, agents decompose their tasks while **explicitly estimating** their counterpart's utility. In the figure, Bob **infers** that Alice favors *Marketing* and **incorporates this signal** into the next proposal. This helps the **dialogue** converge more **quickly** to a **mutually satisfactory** exchange.

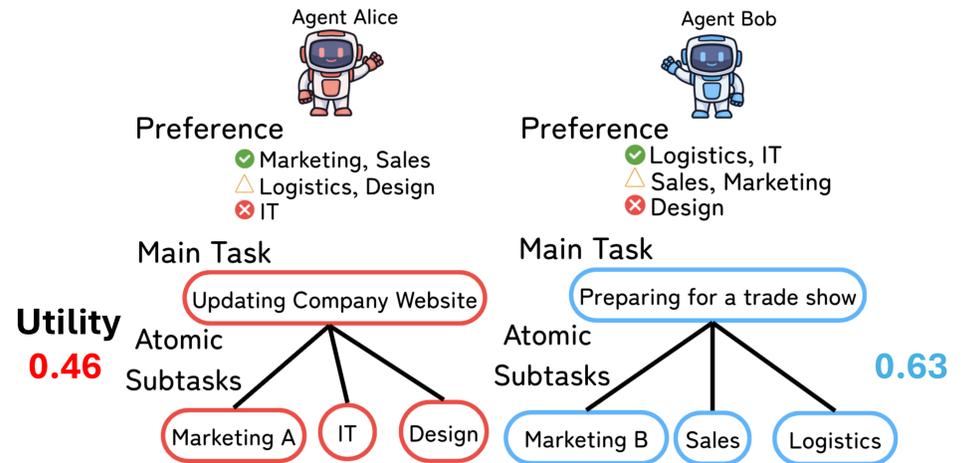
2. Per-turn proposal validation

For every proposal, an invalid proposal is detected **before** being delivered to the counterpart. When flagged, the proposer receives **targeted feedback**.

4. Experimental Setup

- 10 runs for each setting
- five invalid proposals in a **single** turn to terminate the negotiation (**Error**)
- Baseline:
 - Removal** of the utility-aware prompt
 - No** per-turn validation

Our task: agents decompose and exchange their tasks through negotiation to achieve mutually satisfactory outcomes.



Negotiation Flow

Prompt

Be utility-aware in decomposition/exchange:

- Which subtasks are high-value to the other but low-cost to you?
- > Proposing trades that give low-cost items and request high-value items increases total utility.

<Turn 1> (Consideration)



<CONSIDER>I'm reluctant to carry out IT work, a part of my task. Maybe Bob can undertake it.
</CONSIDER>

Utility-aware prompt



<CONSIDER>I can handle this task myself, so I'll keep it for now.</CONSIDER>

<Turn 2 onward> (Proposal phase)



<PROPOSAL>I can decompose my task. I'm not strong at the IT subtask, so I propose transferring my IT work to you. I will keep Marketing A, Design and HR.
</PROPOSAL>

<PROPOSAL>I can decompose my task. I'm not strong at the IT subtask, so I propose transferring my IT work to you. I will keep Marketing A and Design.
</PROPOSAL>

Proposal Validation
✗ Unknown atomic task(s).
You don't have HR.
Retry proposal again.



0.65 ↓ 0.47

Proposal Validation
✓ Valid Proposal

<REJECT>That's too costly for me.</REJECT>
<PROPOSAL>I'm strong in IT, so I can take some of your IT workload. After decomposing my tasks, I identified Marketing B as low value for me. Since I guess you prefer Marketing, how about this: I take part of your IT work, and you take my Marketing B task.
</PROPOSAL>



0.58 0.72

<ACCEPT>That sounds fair. I accept your offer.
</ACCEPT>

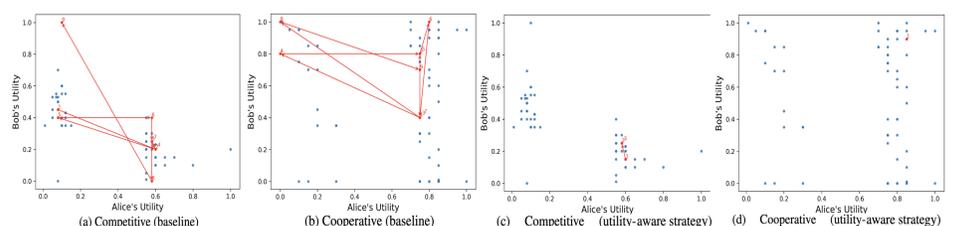
Proposal Validation
✓ Valid Proposal

5. Result

(a) Cooperative								
Model	Setting	Agreement	Error	Turns	Alice	Bob	SW	L_2 to Pareto
o4-mini	Proposed	100 ± 0%	0 ± 0%	3.0 ± 1.4	0.78 ± 0.07	0.74 ± 0.15	1.52 ± 0.20	0.27 ± 0.15
	Baseline	83.3 ± 15.2%	40 ± 15%	4.8 ± 4.0	0.81 ± 0.10	0.79 ± 0.12	1.60 ± 0.22	0.21 ± 0.15
GPT-4.1-mini	Proposed	100 ± 0%	80 ± 13%	2.0 ± 0.0	0.75 ± 0.00	0.70 ± 0.00	1.45 ± 0.00	0.32 ± 0.0
	Baseline	28.6 ± 17.1%	30 ± 14%	7.7 ± 3.9	0.75 ± 0.00	0.70 ± 0.00	1.45 ± 0.00	0.32 ± 0.0
GPT-4.1-nano	Proposed	0 ± 0%	100 ± 0%	—	—	—	—	—
	Baseline	0 ± 0%	50 ± 16%	10 ± 0.0	0.75 ± 0.00	0.70 ± 0.00	1.45 ± 0.00	0.32 ± 0.0

(b) Competitive								
Model	Setting	Agreement	Error	Turns	Alice	Bob	SW	L_2 to Pareto
o4-mini	Proposed	100 ± 0%	10 ± 9%	3.2 ± 2.0	0.62 ± 0.14	0.26 ± 0.06	0.88 ± 0.13	0.022 ± 0.013
	Baseline	60.0 ± 21.9%	50 ± 16%	6.8 ± 4.0	0.58 ± 0.00	0.25 ± 0.00	0.83 ± 0.00	0.028 ± 0.0
GPT-4.1-mini	Proposed	0 ± 0%	100 ± 0%	—	—	—	—	—
	Baseline	0 ± 0%	0 ± 0%	10 ± 0.0	0.58 ± 0.00	0.25 ± 0.00	0.83 ± 0.00	0.028 ± 0.0
GPT-4.1-nano	Proposed	0 ± 0%	100 ± 0%	—	—	—	—	—
	Baseline	0 ± 0%	40 ± 15%	10 ± 0.0	0.58 ± 0.00	0.25 ± 0.00	0.83 ± 0.00	0.028 ± 0.0

(c) Initial utilities				
Scenario	Alice	Bob	SW	L_2 to Pareto
Cooperative	0.75	0.70	1.45	0.32
Competitive	0.58	0.25	0.83	0.028



- The proposed framework enables **stronger** models to converge **faster** and more **reliably**, especially in **competitive** settings.
- We will continue the empirical analysis under a wider range of conditions.