

Developing a Price Negotiation Chatbot for E-commerce Websites

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Abstract: *The "Developing a chatbot for Price Negotiation in E-Commerce" project aims to develop an intelligent automated system that increases user engagement and satisfaction with online shopping by enabling real-time price negotiation on an e-commerce platform. With the growing popularity of online shopping, customers are often looking for better deals and prices on the products they intend to buy. This project addresses this need by introducing a chatbot-driven price negotiation feature. The proposed system integrates a conversational chatbot with artificial intelligence into the interface of an e-commerce website. This chatbot helps customers initiate price negotiations for selected products. The chatbot uses natural language processing (NLP) and machine learning techniques to engage in meaningful conversations with users, understanding their preferences and negotiation tactics.*

Keywords: Chatbot; E-commerce; Negotiation; Online shopping; Price negotiator; Natural language processing; Bargaining; Machine learning

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