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LINGNAN UNIVERSITY DEPARTMENT OF ECONOMICS 30TH ANNIVERSARY

Does Negotiation Skill Transfer to AI Delegation?

16 November 2026 (Mon)
11:00–12:30

WYL314, 3/F, Dorothy Y. L. Wong Building, Lingnan University



Prof. DONG Lu

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BIOGRAPHY

Prof. DONG Lu is an Associate Professor at the College of Business at Southern University of Science and Technology (SUSTech). She holds a PhD in Economics from the University of Nottingham, UK, before she joins SUSTech, she works as a professor in Nanjing Audit University. Her research interests encompass behavioral economics, experimental economics, cooperation, fairness, competition, and artificial intelligence. Prof. Dong has published her work in prestigious international journals, including *Management Science, The Economic Journal, and Games and Economic Behavior*.

ABSTRACT

Can people transfer tacit expertise to AI agents? In a laboratory experiment, participants first completed human-to-human negotiations, allowing us to identify persistent bargaining skill. We then created AI agents using either participants' written prompts or records of their negotiation behavior. Human bargaining skill predicts AI performance only weakly when transferred through prompts, but substantially when agents learn from behavioral records.

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