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Text for Negotiation Messages section of CPPA Negotiation Specification

1 Negotiation Messages

A negotiation *Message* includes the details of a offer or a counter offer, identification of the *NDD* and *CPA* template being negotiated, and information that controls the negotiation protocol. Some *Messages* include the *NDD* and/or the *CPA* or their URLs.

This section defines and discusses the details in the Negotiation Message in terms of the individual XML elements. The discussion is illustrated with XML fragments.

See **Error! Reference source not found.** for the complete negotiation-*message* XML Schema. See **Error! Reference source not found.** for examples of negotiation-message instance documents.

1.1 Negotiation Message Structure

This section discusses the overall structure of the Negotiation Message. Subsequent sections discuss each of the elements in more details.

```
<NegotiationMessage
  xmlns:tp="http://www.oasis-open.org/committees/ebxml-cppa/schema/cpa-negot-
1_0.xsd"
  xmlns:xsi="http://www.w3.org/2001/XMLSchema-instance"
  xmlns:cppa="http://www.oasis-open.org/committees/ebxml-cppa/schema/cpp-cpa-
2_0.xsd"
  xsi:schemaLocation="http://www.oasis-open.org/committees/ebxml-cppa/schema/cpa-
negot-1_0.xsd"
  businessMsgId="busMsg002"
  binding="false"
  inresponseTo="busMsg001"
  negotiationDialogId="negotDialog001"
  offerId="offer001"
  status="CounterOffer">
  <NCPA uri="http://..." />
  <CPAIdentity>
    ...
  </CPAIdentity>
  <cppa:SecurityDetails cppa:securityId="ID">
    ...
  </cppa:SecurityDetails>
  <InitiatingParty>
    ...
  </InitiatingParty>
  <RespondingParty>
    ...
  </RespondingParty>
  <BPSSBusinessDocumentName name="CPA_Counter_Offer_Doc" />
```

48 <ExpirationDate>...</ExpirationDate>
49 <BusinessDocuments>
50 ...
51 </BusinessDocuments>
52 <NegotiationContent>
53 ...
54 </NegotiationContent>
55 </NegotiationMessage>

56 1.1.1 NegotiationMessage element

57 The **NegotiationMessage** element is the root element of Negotiation Message xml document.
58 NegotiationMessage document contains the following REQUIRED[XML] Namespace[XMLNS]
59 declarations:

- 60
- 61 • The default namespace: xmlns=""http://www.oasis-open.org/committees/ebxml-
- 62 cppa/schema/cpa-negot-1_0.xsd"
- 63 • The schema instance namespace: xmlns:xsi=[http://www.w3.org/2001/XMLSchema-](http://www.w3.org/2001/XMLSchema-instance)
- 64 [instance](http://www.w3.org/2001/XMLSchema-instance)
- 65 • The ebXML CPPA namespace: xmlns:cppa=[http://www.oasis-](http://www.oasis-open.org/committees/ebxml-cppa/schema/cpp-cpa-2_0.xsd)
- 66 [open.org/committees/ebxml-cppa/schema/cpp-cpa-2_0.xsd](http://www.oasis-open.org/committees/ebxml-cppa/schema/cpp-cpa-2_0.xsd)

67 The **NegotiationMessage** element contains the following attributes:

- 68 • a REQUIRED **businessMsgId** attribute that uniquely identify the current Business
- 69 Message within the scope of one negotiation dialog,
- 70 • a REQUIRED **negotiationDialogId** attribute that uniquely identify an ongoing dialog
- 71 that connects multiple Offer/Counter-Offer transaction,
- 72 • an IMPLIED **offerId** attribute that uniquely identify each instance of Offer or Counter-
- 73 Offer,
- 74 • an IMPLIED **inresponsTo** attribute that unique Business Message ID of the previous
- 75 Offer or Counter-Offer this business message is responding. Can be Null for the
- 76 initiating Offer of the dialog,
- 77 • a REQUIRED **binding** attribute that indicates whether the current message is legally
- 78 binding,
- 79 • a REQUIRED **status** attribute that indicates the status of current negotiation. The legal
- 80 values for status are: - "Offer", "Counter Offer", "Single-Party-Signed", "Signed"

81 The **NegotiationMessage** element SHALL consist of the following child elements:

- 82 • One REQUIRED NCPA element to indicate the current Negotiation CPA
- 83 • One REQUIRED CPAIdentity element to identify the CPA that is being negotiated.
- 84 • One REQUIRED cpa:SecurityDetails element to describe the security requirement of
- 85 current negotiation.
- 86 • One REQUIRED InitiatingParty element to describe the initiating party of current
- 87 negotiation dialog.
- 88 • One REQUIRED ResponseParty element to describe the responding party of current
- 89 negotiation dialog.
- 90 • One REQUIRED BPSSBusinessDocumentName element.
- 91 • One REQUIRED ExpirationDate element.
- 92 • One REQUIRED BusinessDocuments element where the actual cpa documents or CPA

93 templates are described.
94 • One REQUIRED NegotiationContent element that itemize accepted, rejected, updated
95 elements within the current CPA.
96

97 **1.1.2 NCPA element**

98 The NCPA element contains one REQUIRED uri attribute that SHALL have a value that is a
99 URI that conforms to [RFC2396] and identifies the location of the Negotiation CPA xml
100 document.

101 **1.1.3 CPAIdentity element**

102 The CPAIdentity element SHALL contain either a CPAId element or a CPATemplateId
103 element.

104 The CPAId element contains a REQUIRED id attribute and a REQUIRED version attribute.

105 **1.1.4 Cppa:SecurityDetails element**

106 The cppa:SecurityDetails element has been defined in detail in the CPPA specification: section
107 ???.

108 **1.1.5 InitiatingParty element**

109 The InitiatingParty element describes the party that initiated the current negotiation dialog.
110 This element contains a REQUIRED cppa:PartyId element and a REQUIRED CPPId element.
111 The CPPId element have two attributes:

- 112 • A REQUIRED id attribute.
- 113 • A REQUIRED version attribute.

114 **1.1.6 RespondingParty element**

115 The RespondingParty element describes the potential party that the initiating party wish to
116 establish a CPA with. This element has the same structure as the InitiatingParty element.

117 The RespondingParty element contains a REQUIRED cppa:PartyId element and a
118 REQUIRED CPPId element.

119 The CPPId element have two attributes:

- 120 • A REQUIRED id attribute.
- 121 • A REQUIRED version attribute.

122

123 **1.1.7 BPSSBusinessDocumentName element**

124 The BPSSBusinessDocumentName element identifies the name (e.g. "CPA Offer Doc") of
125 each BusinessDocument that participate in BPSS Negotiation process will be placed inside each
126 message. The valid enumeration of this field include:

- 127 - CPA Offer Doc
- 128 - CPA Accept Offer Doc
- 129 - CPA Counter Pending Offer Doc
- 130 - CPA Counter Offer Doc
- 131 - CPA Reject Offer Doc
- 132 - CPA Final Doc

- 133 - CPA Final Response Doc
134 - CPA Final Rspnse Doc Signed

135

136 The **BPSSBusinessDocumentName** element has one **REQUIRED** name attribute. The value of
137 this attribute **SHALL** be one of the following:

- 138 • CPA_Offer_Doc
- 139 • CPA_Accept_Offer_Doc
- 140 • CPA_Counter_Pending_Offer_Doc
- 141 • CPA_Counter_Offer_Doc
- 142 • CPA_Reject_Offer_Doc
- 143 • CPA_Final_Doc
- 144 • CPA_Final_Response_Doc
- 145 • CPA_Final_Response_Doc_Signed

146 **1.1.8 BusinessDocuments element**

147 The **BusinessDocument** element consists of either a pair of NDD and Proposed CPA documents
148 or a CPA Template document.

149 For each of the document (NDD, Proposed CPA, or CPA Template), either an actual binary files
150 or a partner-accessable-url **SHALL** be present.

151

152 If the **BusinessDocuments** has a child element of **CPATemplate**. The **CPATemplate** **SHALL**
153 has either a **BinaryDoc** that has the type **base64Binary**, or a **Uri** reference to the location of the
154 actual **CPATemplate** xml document.

155 If the **BusinessDocuments** has a child element of **ProposedCPA**. The **ProposedCPA** element
156 contains the following child elements:

- 157 • A **REQUIRED NDD** element that has a **REQUIRED BinaryDoc** element or a
158 **REQUIRED Uri** element. The **BinaryDoc** element has the xml type “base64Binary”, the
159 **Uri** element **SHALL** have a value that is a URI that conforms to [RFC2396] and
160 identifies the location of the NDD xml document.
- 161 • A **REQUIRED ProposedCPA** element that has either a **BinaryDoc** element or an **Uri**
162 element.

163 **1.1.9 NegotiationContent element**

164 For an initial offer, this element can be empty. For subsequent offer and counter offer within this
165 negotiation dialog it **SHALL** describe the changes made by the offering *Party* to the information
166 in the other *Party's* *CPP* or *CPA* template when forming the *CPA* template of the initial offer.

167 The **NegotiationContent** element **SHALL** list all items accepted by the sending party since the
168 start of the negotiation dialogue (including the ones being accepted by this message).

169 It is up to the receiver of this message to decide whether to continue negotiate, accept, or reject
170 changes listed within the **NegotiationContent** element.

171 The **NegotiationContent** does not contain items accepted by the other party since the start of the
172 negotiation.

173

- 174 ○ Accepted Items¹(1..n) (required. These are the items that have been accepted by
175 the sending party during all exchange prior to this message and within the same
176 negotiation dialog.
 - 177 ▪ Xpath of item
- 178 ○ Deleted Items (0..n) (optional element only)
 - 179 ▪ Xpath of item
- 180 ○ Updated Items (0..n)
 - 181 ▪ Xpath of item
 - 182 ▪ Original Value of item
 - 183 ▪ Proposed Value of item
- 184 ○ Inserted Items (0..n) (optional item only)
 - 185 ▪ Xpath of item
 - 186 ▪ Proposed Value of item

187
188 Any of the items listed in Negotiation Content can be either a leaf node or non-leaf node. Non-
189 leaf node will indicates the entire subtree is subject to the corresponding change action. If both
190 Non-leaf node AND its children leaf node are present in Negotiation Content, then the
191 Negotiation Content SHOULD be considered invalid.

192 **1.2 CPA ID, Negotiation Dialog ID, Unique Business Message ID, and** 193 **InResponseTo**

194 CPA ID and its version shall remain the same throughout any negotiation dialog.

195

196 Negotiation Dialog ID is used to identify a particular negotiation dialog thread. Negotiation
197 Dialog ID can be CPA ID. The value of CPAID could be used as the value for Negotiation
198 Dialog ID.

199

200 Unique Business Message ID, an unique id that identify the current business message within the
201 scope of one negotiation thread.

202

203 InResponseTo, list the Unique Business Message ID of the last incoming Offer or Counter Offer
204 this current business message is responding to.

205 **1.3 Offer and Counter Offer**

206 In the two-party scenario, if Party A initiates the dialog by sending Part B an Offer, Party B
207 sends back a Counter Offer, in order to counter this Counter Offer, Party A sends another
208 “Counter Offer” to Party B. In other words, only the initiating offer is “Offer”, the rest of
209 negotiation will be conducted by exchanging “Counter Offers”.

210

211 Based on Hima’s CPPA Negotiation BPSS example, Offer differs from subsequent Counter
212 Offers. Offer will always contain the complete initial CPA document and NDD document, or a
213 CPA Template.

214

215 We can use two different schemas, one for the initial Offering, and one for the subsequent Offer
216 and Counter Offer. This implies the very first Offer Transaction is different from the subsequent

¹ Item can be either an “Element” or an “Attribute”.

217 business transactions.

218

219 Last but not the least, throughout this negotiation dialog, each Party can terminate the negotiation
220 by sending “CPA offer Rejected” in responding to an incoming Offer/Counter Offer. Human to
221 human contact is encouraged after “CPA offer Rejected” is sent but before a brand new dialog is
222 initiated.

223

224 **1.4 CPA Offer rejected**

225 A proposed CPA can be rejected under two possible scenarios:

- 226 - Party A sends Party B an Offer(or Proposal if we are going to revise the current CPA
227 negotiation model)
- 228 - Party B didn't send any message back before the Offer/Proposal expired

229 **1.5 CPA Offer accepted**

230 When a CPA Offer is accepted, the final CPA document listed in BusinessDocuments element
231 shall be signed.

232

233 **1.6 Reasons for Decline**

- 234 - Expired CPP
- 235 - Unable to fulfill Security Requirements
- 236 - Proposed Security Policy is inadequate
- 237 - Out of sequence counter offer
- 238 - Negotiation failed to converge

239