Agentic Commerce Commons

MIT MANAGEMENT SLOAN SCHOOL

MIT Design Intelligence Lab

How it works

Buyer Agents and Seller Agents meet directly. The Commons connects BuyerBots and Seller Agents by product category. No company sits in the middle taking a fee to make the introduction.



buyer agents services seller agents

BUYERBOT WITH SINGULAR FIDUCIARY RESPONSIBILITY TO ITS HUMAN SHOPPER

A shopper asks and easily finds what they need at a great price.

01 **Shopper asks** "A winter hiking coat, check the ACC." The AI goes directly to a lightweight discovery network, not owned by any company, and almost free to operate.

02 **Request becomes a category** 5598 — Outerwear > Coats & Jackets.

03 **The BuyerBot finds the Seller Agents in 5598** Either by privately retrieving the category list, or by broadcasting a category request that every Seller Agent in 5598 may answer. Which to use is an open design choice for working group 01.

ANNOUNCING / "ADVERTISING" A NEW PRODUCT

The same path in reverse.

01 **Seller categorizes** Into the same taxonomy.

02 **SellerAgent announces** To the product taxonomy dead drop system, not to a person.

03 **BuyerBot dead drop** Anonymously collects new products that are in its human's categories of interest. The seller does not know which dead drops show interest in their product.

04 **BuyerBot filters its dead drop inbox** With loyalty to its human.

04 **Private conversations begin** Buyer may share more info in agent-to-agent communication — vegan, Vermont, ice climbing.

05 **Seller Agents answer** A product assortment, with product information, content, brand video.

05 **Seller Agents respond to requests for more information** In a private conversation the Seller Agents provide more product information, content, brand video, etc.

FROM HERE THE TWO PATHS ARE THE SAME

06 **BuyerBot reads all of it** Specs, reviews, third-party data, with personalization policies learned over time.

07 **The options presented to the human** Best candidates, brand video, reviews, visually grouped for each product and highly personalized.

08 **Scrolling and conversation teaches the BuyerBot** Lingers, clicks, and prompts refine the next round.

09 **Pricing negotiation** Between agents.

10 **Checkout and payment** Human makes the final purchase choices, or may sometimes delegate to AI. Payment can be in escrow or insured until delivery is confirmed.

Friday, December 4, 2026

Agentic Commerce Commons workshop · MIT, bldg. E14, 6th floor, Cambridge, Massachusetts · info@agenticcommercecommons.org