

## REVIEWER'S REPORT

**Manuscript No.: IJAR-59400**

**Title: A Smart Commercial Negotiation Framework: Digital Insights and Applications in the Oil and Gas Industry**

### Recommendation:

Accept as it is .....

Accept after minor revision.....

**Accept after major revision .....**

Do not accept (*Reasons below*) .....

| Rating         | Excel. | Good | Fair | Poor |
|----------------|--------|------|------|------|
| Originality    |        | ✓    |      |      |
| Techn. Quality |        |      | ✓    |      |
| Clarity        |        |      | ✓    |      |
| Significance   |        | ✓    |      |      |

**Reviewer's ID: JPR-002**

### Detailed Reviewer's Report

- **Novelty:** The manuscript presents a relevant SaaS-enabled negotiation framework, but the novelty should be more clearly differentiated from existing digital procurement and supplier-selection models.
- **Literature Review:** The literature review should be strengthened with more critical comparison of previous studies. A comparison table highlighting the differences between existing models and the proposed framework is recommended.
- **Methodology:** The systematic literature review requires more methodological details, including search strategy, inclusion/exclusion criteria, screening process, and number of studies considered.
- **Interview Method:** The study reports interviews with 20 professionals, but participant selection, interview procedure, demographic/professional characteristics, and qualitative data-analysis methods are not sufficiently explained.
- **Mathematical Model:** The optimization model is promising, but the authors should provide clearer definitions of all parameters and decision variables, explain normalization of cost/risk/collaboration measures, and justify the selected weights.
- **Model Validation:** The numerical example is relatively small and mainly demonstrates feasibility. The authors should provide the objective-function value, solver/software details, optimality information, and comparison with alternative solutions.

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- **Sensitivity Analysis:** The sensitivity analysis is primarily descriptive. Actual numerical allocations and objective values for the cost-, risk-, and collaboration-focused scenarios should be reported in a comparative table.
- **Case Studies:** The selection of Shell, BP, Chevron, and ExxonMobil requires stronger methodological justification. The manuscript should provide clear evidence, evaluation criteria, and systematic comparison for each case.
- **Results and Conclusions:** Several statements regarding improved performance, significant improvement, and superior outcomes appear stronger than the evidence presented. The conclusions should be aligned more closely with the demonstrated results.
- **Language and References:** The manuscript requires comprehensive English-language editing, correction of spacing/typographical errors, consistent formatting, and careful verification and standardization of all references according to the target journal guidelines.