# Analysis of the results

- I present here the results obtain from our experiment.
- We computed the following tests:

1. Delete participants who didn't give the right answers for the *manipulation check questions.*

2. To test each hypothesis, we defined *two* questions. Therefore, we computed the **correlation between each pair of questions.**

3. Test the normality of data; we computed two different tests, which confirmed that our data **are not normally distributed**.

4. compute the *mean, standard deviation* for the results of each hypothesis

5. Finally, we computed the p-value using a **non-parametric statistic** *Wilcoxon signed-rank test for paired data,* which is a non parametric alternative to the *T-student for paired data*

Hypotheses

- H1: the more dominant speaker will more strongly be perceived as self-centered.
- H2: The more a speaker is dominant, the less he is perceived as making concessions.
- H3:The more a speaker is dominant, the more he is perceived as having high level of demand.
- H4:The more a speaker is dominant, the more he is perceived as leading the negotiation.
- H5~H8: The more a speaker is dominant, the more the behaviors of dominance will be perceived.
- H9: In the condition where initial preference sets of speakers are similar, the behaviors of dominance (except for taking the lead) will not be visible, because the negotiation converges quickly.
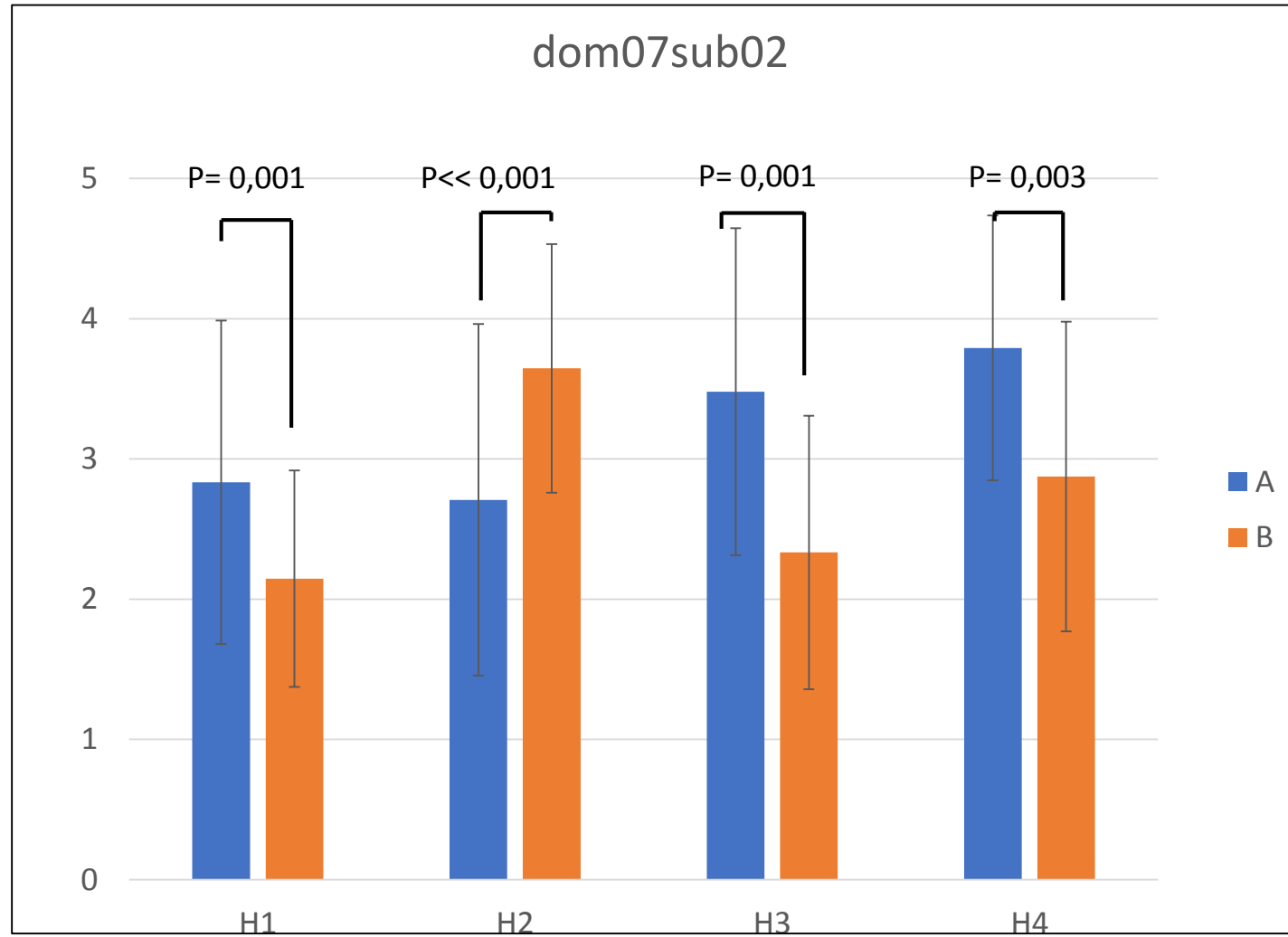
- **Nb Participants: 26**

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dom07sub04
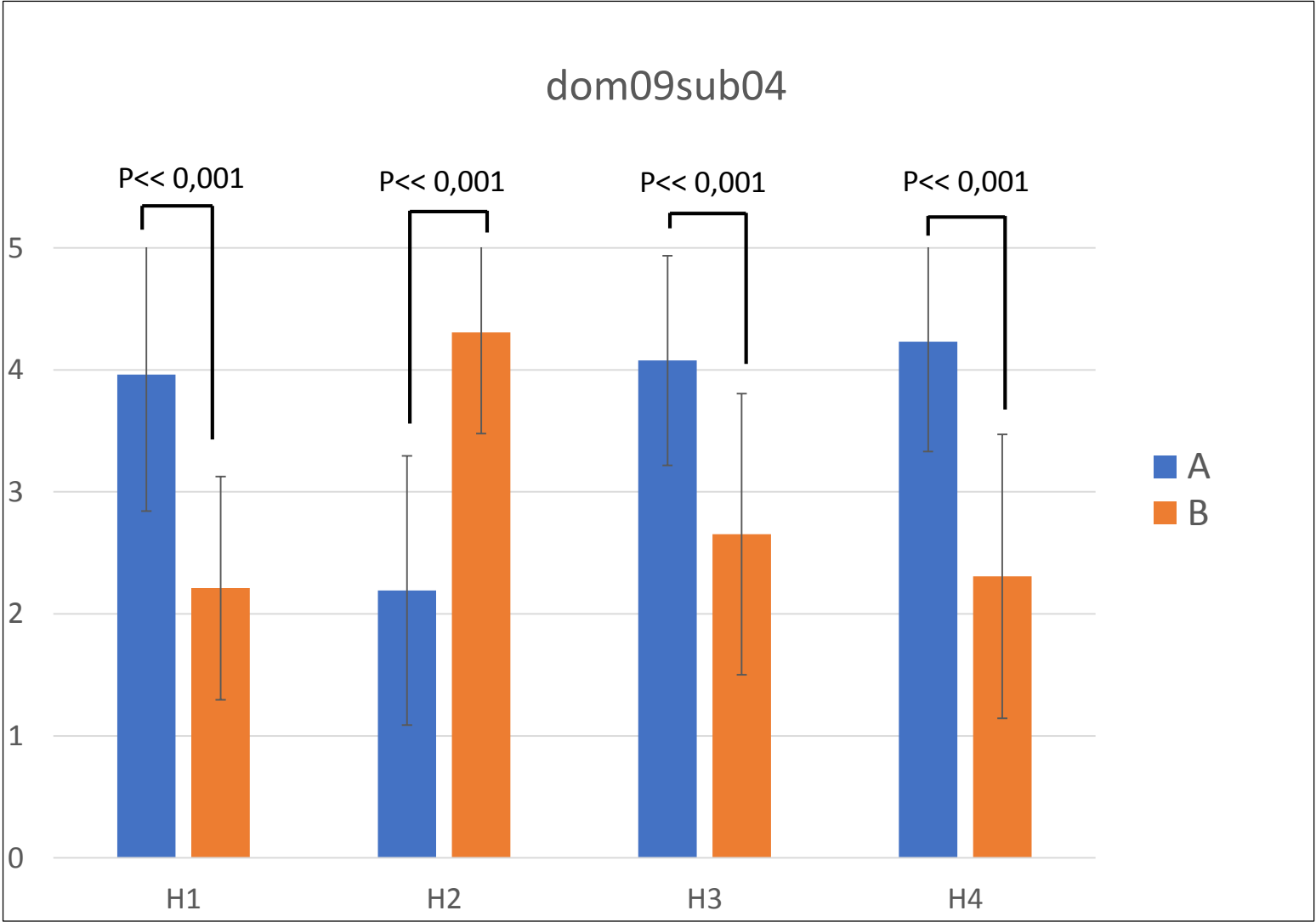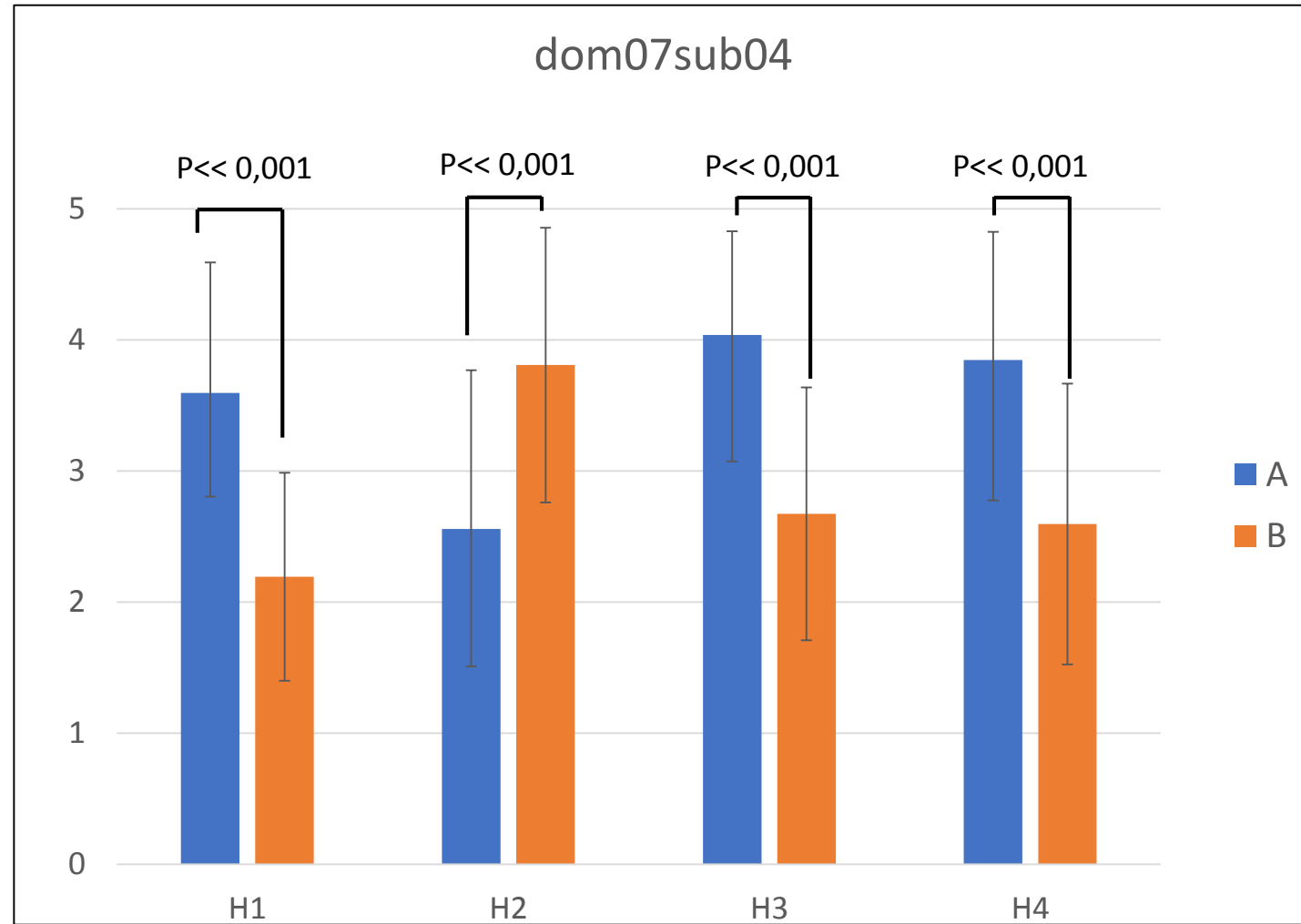
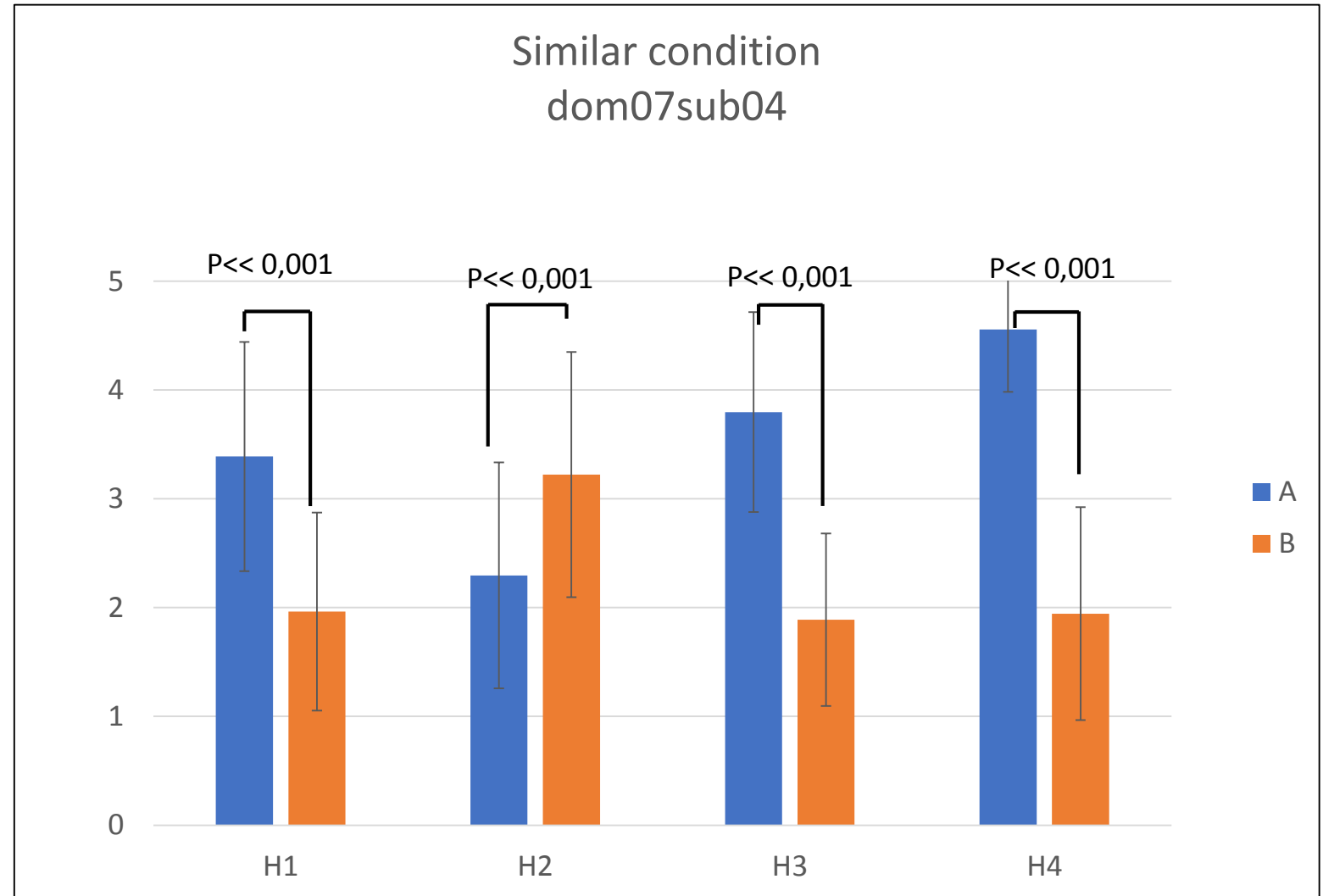- **Nb Participants: 24**

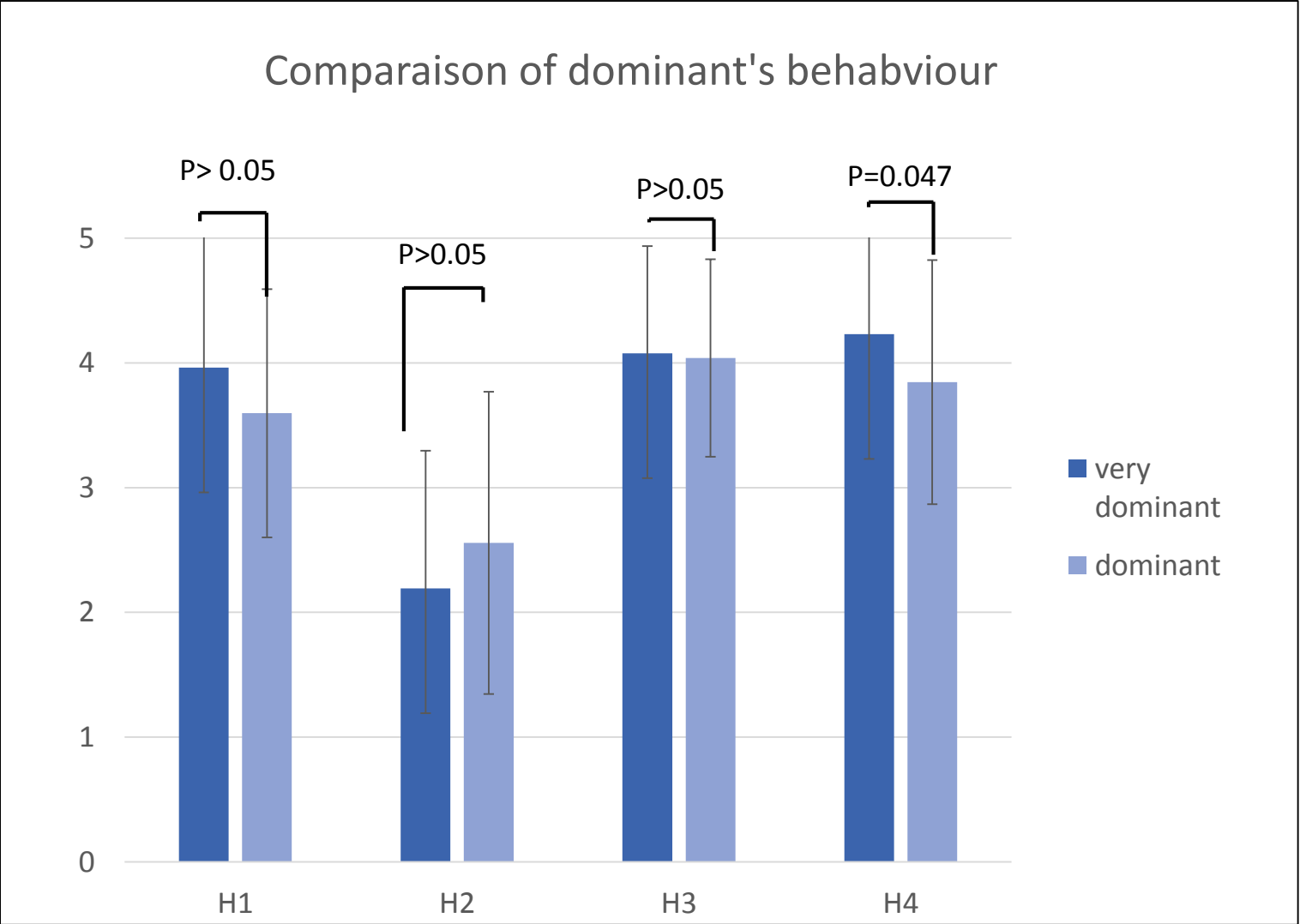dom07sub02

- **Nb Participants: 27**

- I didn't expect to have such good results for the similar condition.

The behaviors of dominance are not "so impacted" by the initial preferences, as showed in the results.

Question: should we run other dialogues with the same initial dominance for the condition similar preferences.

Similar condition
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We can explain these results:

1. Participants didn't see both dialogues.

Therefore, they compared the behaviours of

Dominance between speaker a and speaker b.

Comparaison of dominant's behabviour