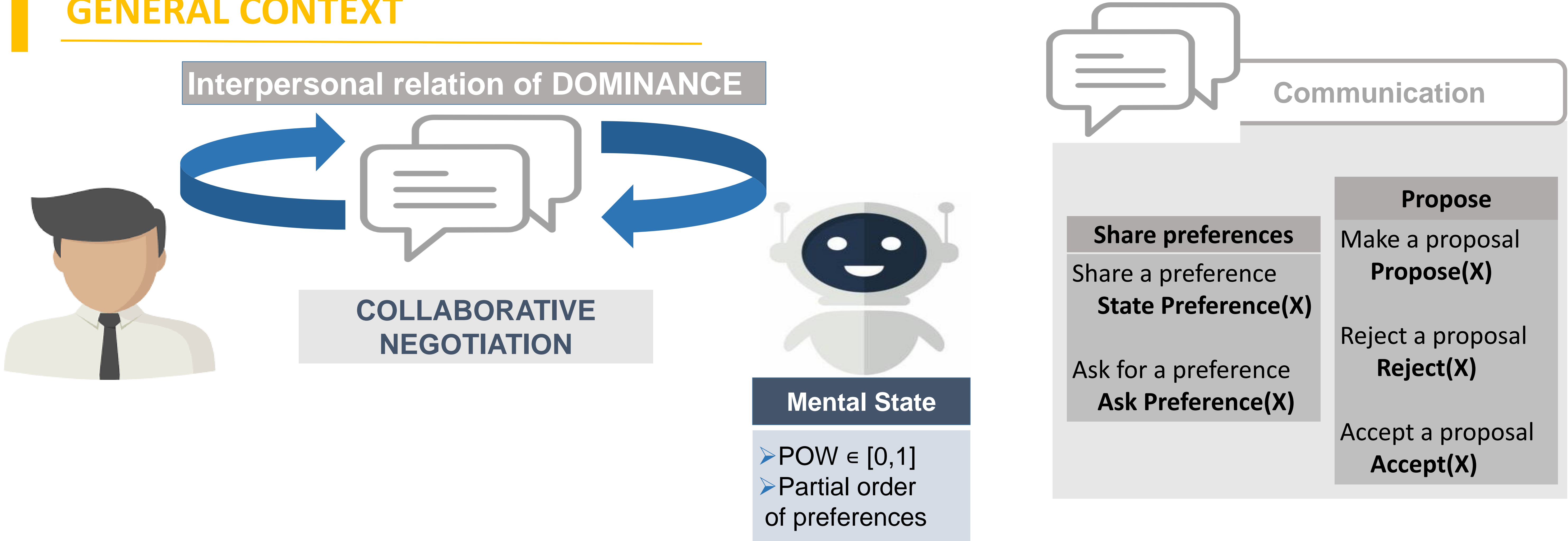


I'VE GOT THE POWER'S VALUE! A COMPUTATIONAL MODEL TO EVALUATE THE INTERLOCUTOR'S BEHAVIORS IN COLLABORATIVE NEGOTIATION

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1 GENERAL CONTEXT



2 BEHAVIORS OF POWER IN NEGOTIATION

Dominant behaviors	Submissive behaviors
1. High level of demand & few concessions [1]	1. Low level of demand & higher concessions [1]
2. Self centeredness [2]	2. Takes into account the preferences of the partner [2]
3. Lead of the negotiation [3]	3. Lack of initiative [3]

Example

Bob: "Let's go to a French restaurant ."

Arthur: "I don't like restaurants at French, let's choose something else."

Bob: "Let's go to the Maison blanche restaurant. It's a modern, cheap French restaurant at Montparnasse."

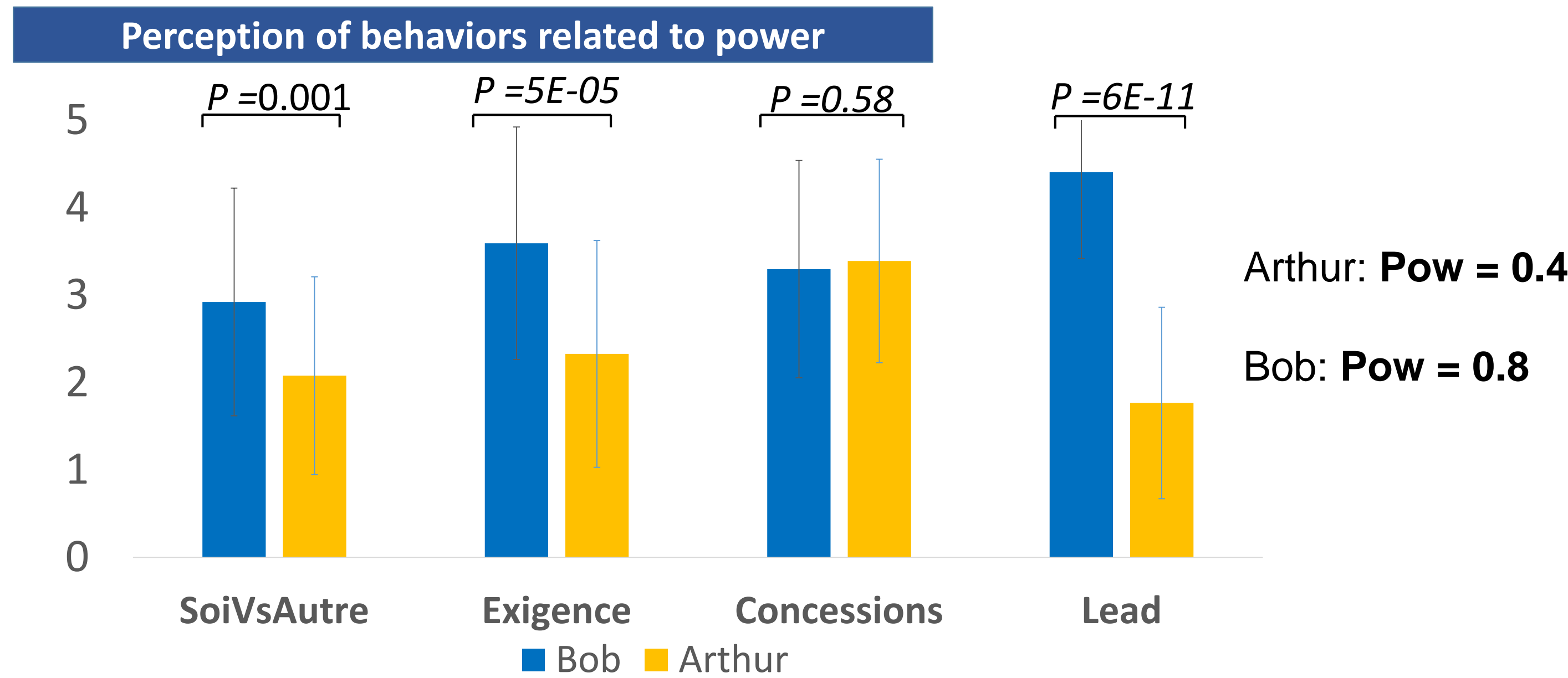
Arthur: "Do you like restaurants at Père lachaise?"

Bob: "I don't like restaurants at Père lachaise."

Arthur: "Do you like restaurants in the center of Paris?"

Bob: "Let's go to the Maison blanche restaurant. It's a modern, cheap French restaurant on the Montparnasse."

Arthur: "Okay, let's go to the Maison blanche restaurant."



References

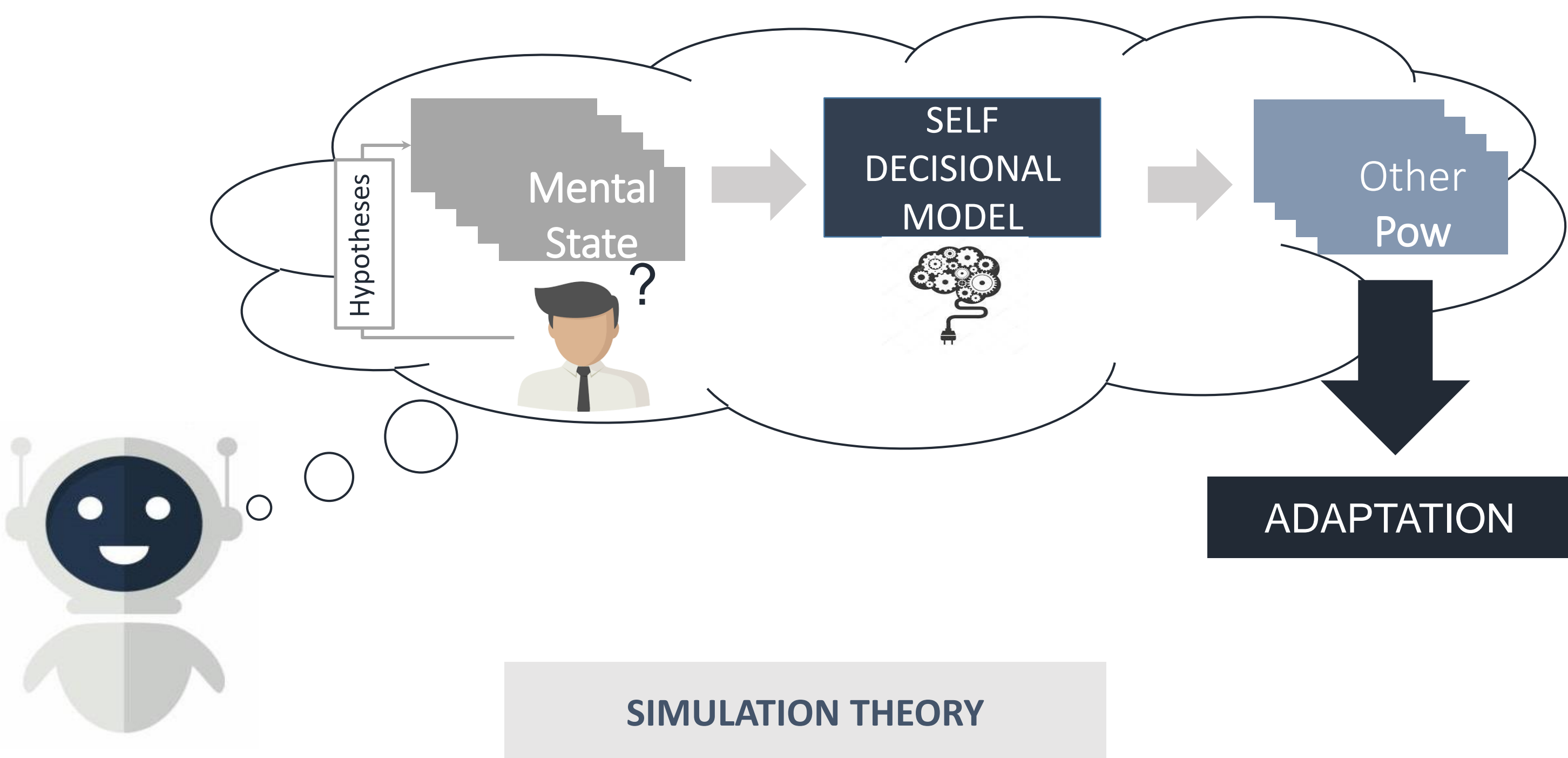
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3 GUESS THE OTHER'S POWER



Simulation theory

Understanding others through simulation :
We understand **others' mental and emotional states and intentions** by **simulating their state in our own mind** [4]

4 RESULTS & PERSPECTIVES

Residual variation	0.12
Root mean square error	0.015
Time execution	0.12 ms

Perspectives

1. Simulate an interpersonal relation of dominance between an agent and human user.
2. Evaluation Human-agent interaction