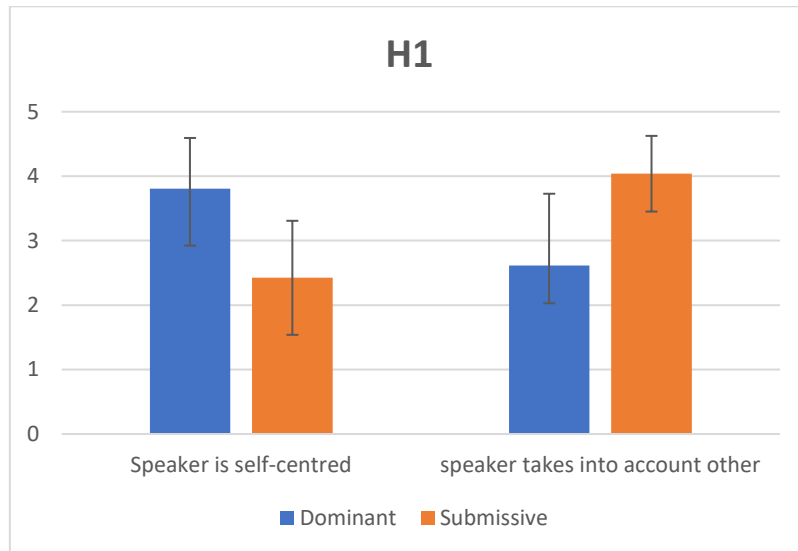
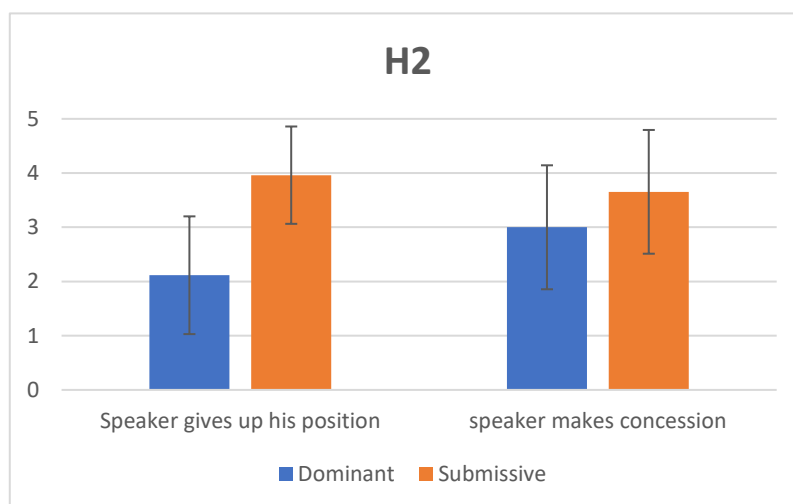


Dialogue 1 : Different Condition, dom(A)= 0.7 dom(B)= 0.4

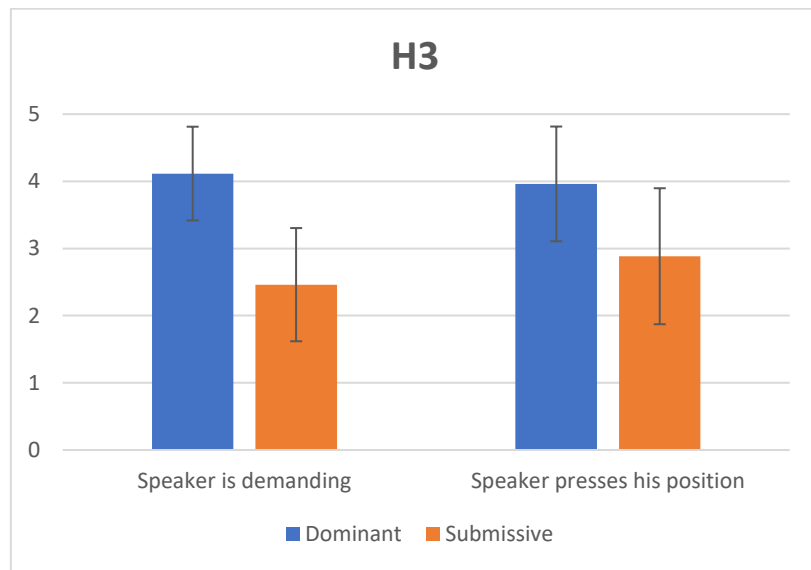
H1 : Self Vs Other



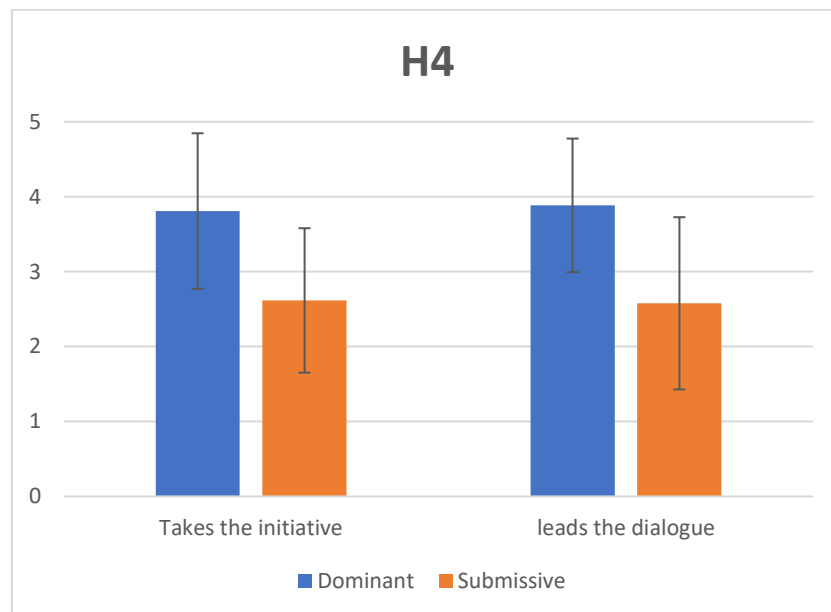
H2 : Concessions during the negotiation



H3 : Level of demand

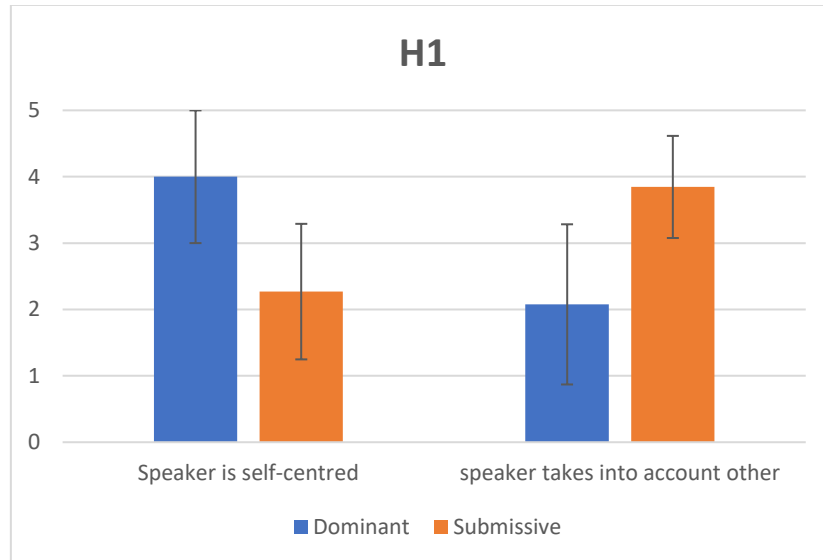


H4 : Lead of the dialogue

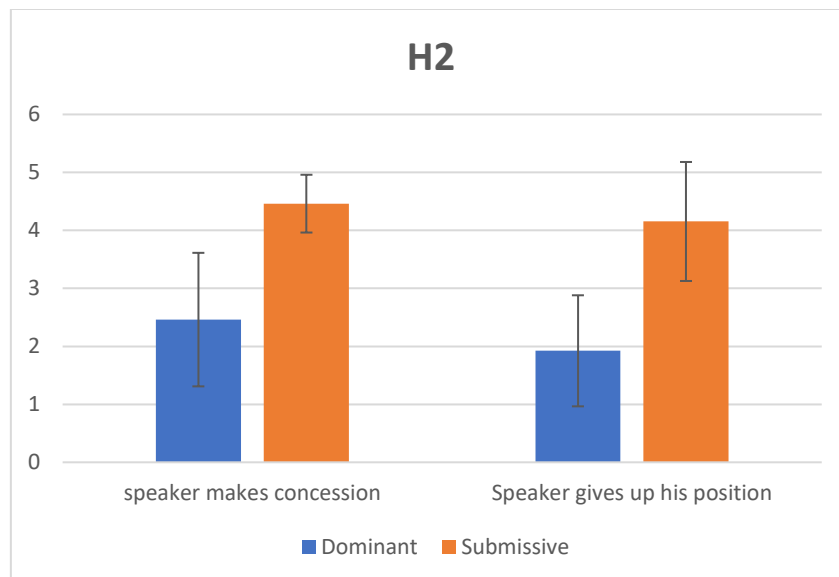


Dialogue 2 : Different Condition, $\text{dom}(A) = 0.9$ $\text{dom}(B) = 0.4$

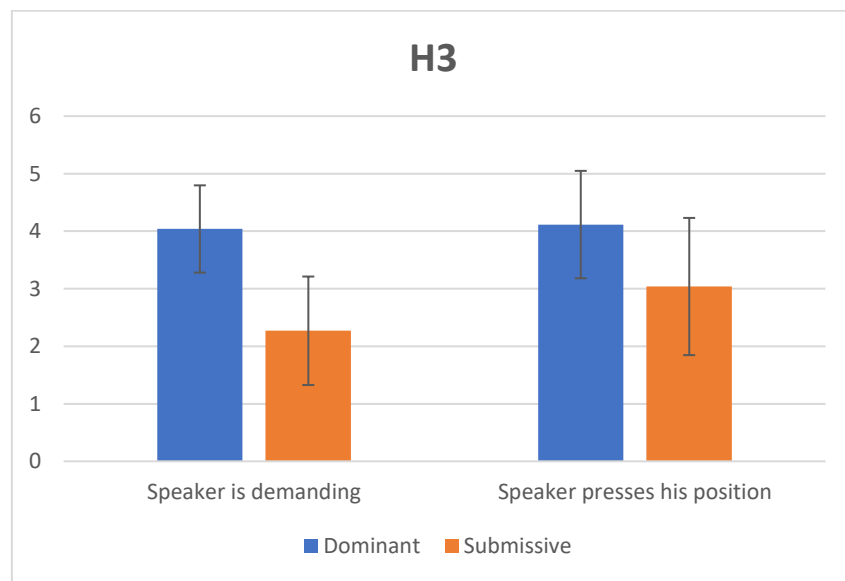
H1 : Self Vs Other



H2 : Concessions during the negotiation



H3 : Level of demand



H4 : Lead of the dialogue

