

RELATION SOCIALE DANS UN DIALOGUE DE NÉGOCIATION COOPÉRATIVE

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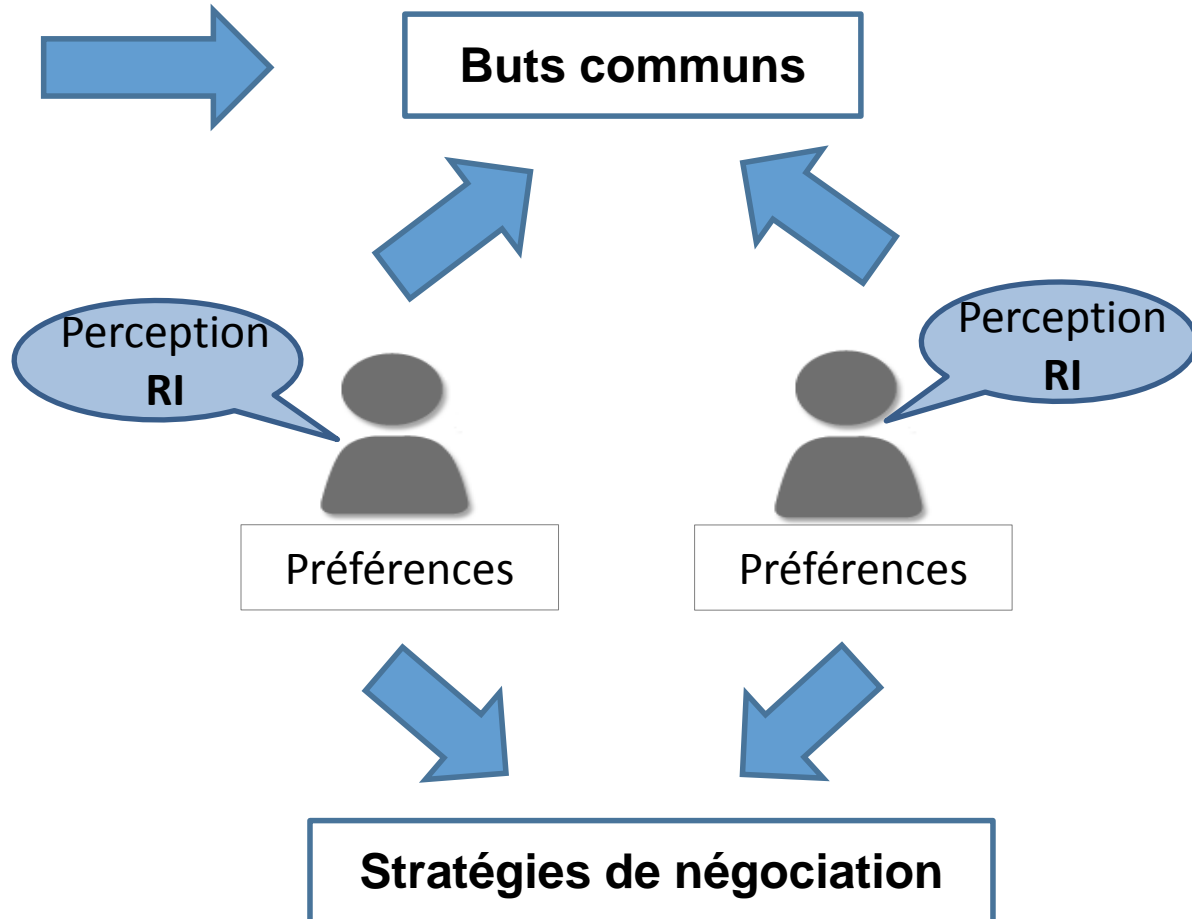


Dialogue de négociation coopérative

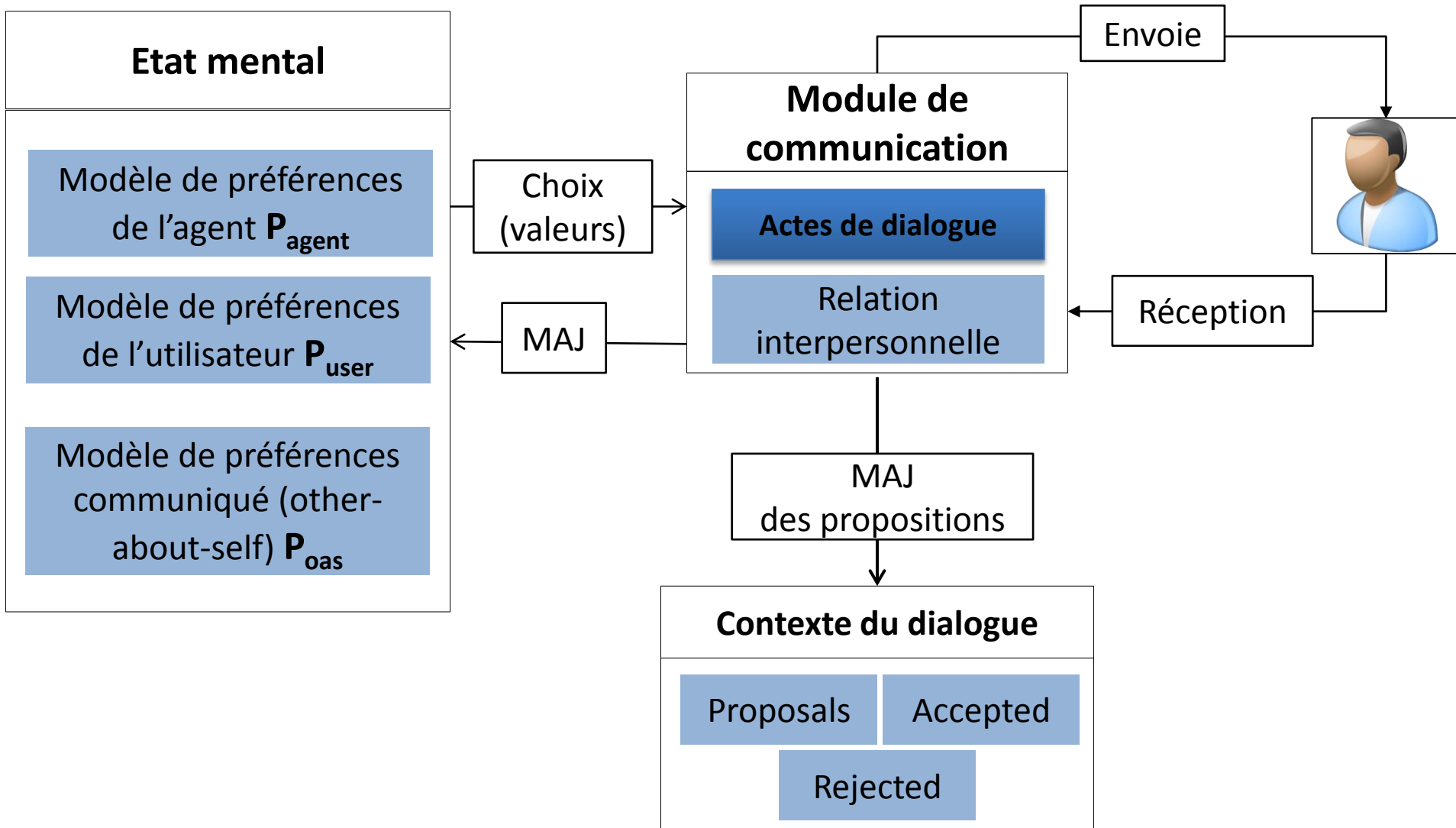
**Négociation
coopérative**



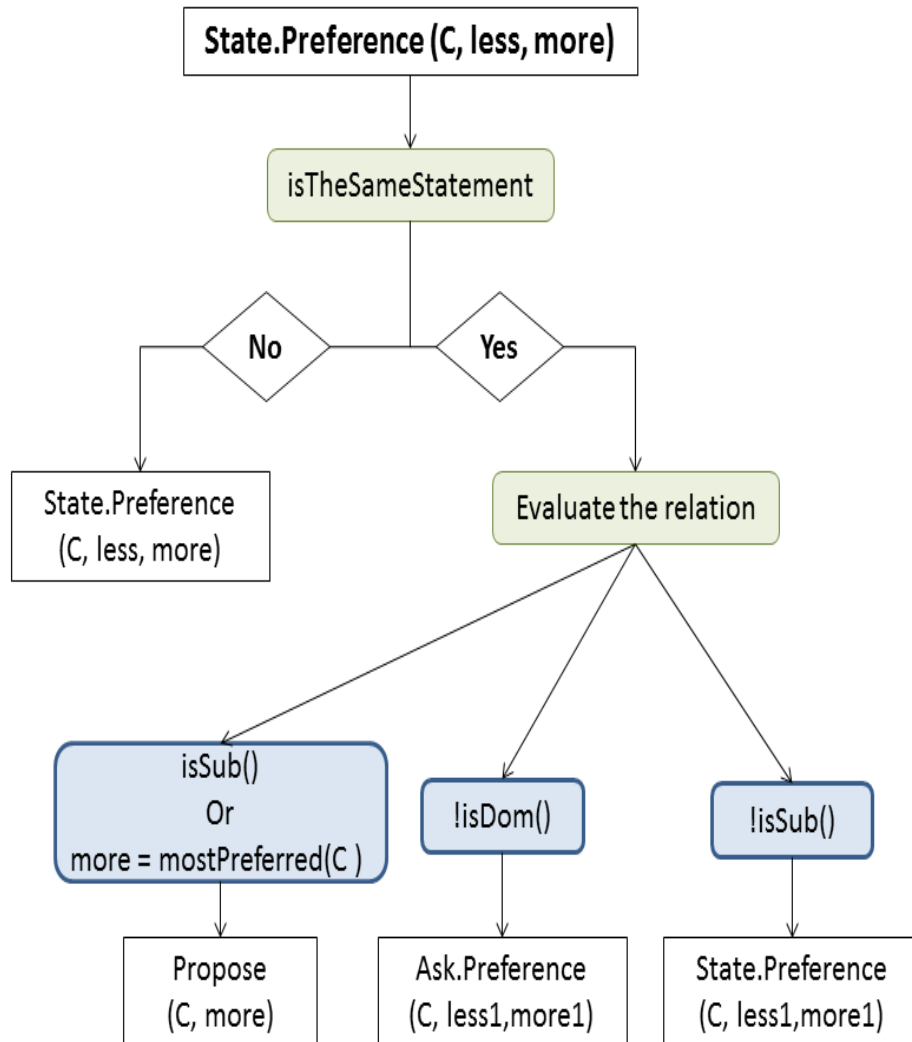
**Relation
interpersonnelle**



Notre modèle de dialogue



Example



- Agent says "What type of cuisine do you prefer?"
- User says "I like TURKISH most."
- Agent says "I like TURKISH less than CHINESE."
- User says "I like CHINESE less than ITALIAN."
- Agent says "I like ITALIAN least."
- User says "I like ITALIAN less than JAPANESE."
- Agent says "Let's choose JAPANESE."
- User says "Okay, let's choose JAPANESE."
- User says "Let's choose TOKYO."
- Agent says "Okay, let's choose TOKYO."
- User says "Okay, let's choose TOKYO."
- Agent says "Okay, I'll call to book a table."

Merci pour votre attention !