

User says "Let's achieve GoingOut."

Agent says "Would you like to go out with me on the town tonight?"

> say

[1] That would be great ! .

[2] Sorry, not today.

>> 1

User says "That would be great ! ."

Agent says "Would you enjoy having dinner with me?"

> say

[1] Yes.

>> 1

User says "Yes."

Agent says "What type of cuisine do you prefer?"

> execute fr.limsi.negotiate.lang.StatePreference/null/

Packages.fr.limsi.negotiate.restaurant.Cuisine.TURKISH

User says "I like TURKISH most."

Agent says "I like TURKISH less than CHINESE."

> execute fr.limsi.negotiate.lang.StatePreference/

Packages.fr.limsi.negotiate.restaurant.Cuisine.CHINESE/Packages.fr.limsi.negotiate.restaurant.Cuisine.ITALIAN

User says "I like CHINESE less than ITALIAN."

Agent says "I like ITALIAN least."

> execute

fr.limsi.negotiate.lang.StatePreference/Packages.fr.limsi.negotiate.restaurant.Cuisine.ITALIAN/

Packages.fr.limsi.negotiate.restaurant.Cuisine.JAPANESE

User says "I like ITALIAN less than JAPANESE."

Agent says "Let's choose JAPANESE."

> execute fr.limsi.negotiate.lang.Accept

/createProposal(Packages.fr.limsi.negotiate.restaurant.Cuisine.JAPANESE)

User says "Okay, let's choose JAPANESE."

Agent says "Let's choose SAMURA."

> execute fr.limsi.negotiate.lang.Reject /

createOptionProposal(Packages.fr.limsi.negotiate.restaurant.Restaurant.SAMURA)

User says "Sorry, I'd rather choose something else."

Agent says "Do you like EXPENSIVE less than CHEAP?"

> execute fr.limsi.negotiate.lang.StatePreference / null/

Packages.fr.limsi.negotiate.restaurant.Cost.EXPENSIVE

User says "I like EXPENSIVE most."

Agent says "I like EXPENSIVE least."

> execute fr.limsi.negotiate.lang.AskPreference/ null / null/

Packages.fr.limsi.negotiate.restaurant.Ambiance.CALM

User says "Do you like CALM?"

Agent says "I like CALM most."

> execute fr.limsi.negotiate.lang.Propose /

createOptionProposal(Packages.fr.limsi.negotiate.restaurant.Restaurant.TOKYO)

User says "Let's choose TOKYO."

Agent says "Okay, let's choose TOKYO."

>execute fr.limsi.negotiate.lang.Accept/

createOptionProposal(Packages.fr.limsi.negotiate.restaurant.Restaurant.TOKYO)

User says "Okay, let's choose TOKYO."

Agent says "Okay, I'll call to book a table."

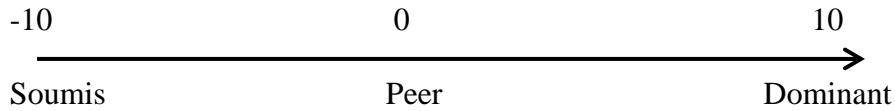
> say

[1] Perfect!

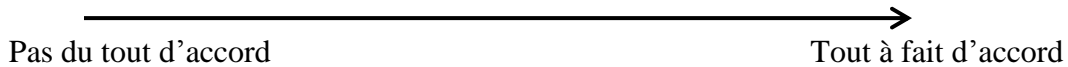
>> 1

User says "Perfect!" Agent says "Ok."

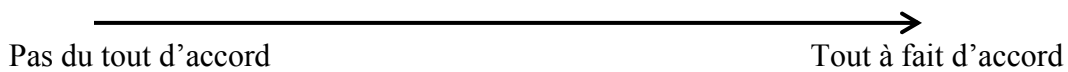
1. Sur l'échelle proposée. Évaluez votre perception de la dominance de l'agent



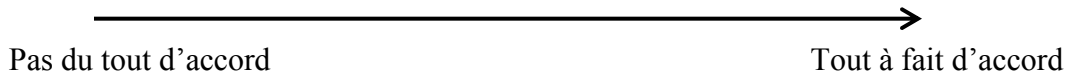
2. L'agent énonce beaucoup de propositions durant la conversation



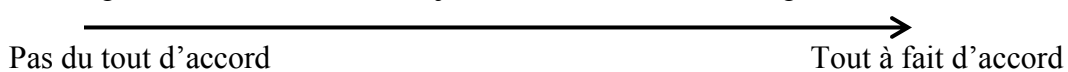
3. L'agent exprime facilement ses préférences



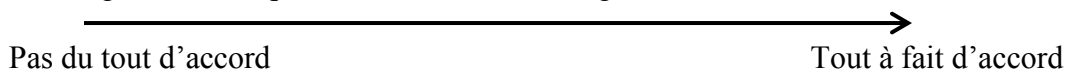
4. L'agent prend en compte vos préférences dans la prise de décision.



5. L'agent initie de nouveaux sujets de conversations (change de critère discuté)



6. L'agent est brusque dans sa manière de négocier durant la conversation



7. L'agent n'est pas assez entreprenant durant la négociation

