Primary results:

The Likert scale was converted using the following table

Label	Value
Strongly agree	5
Agree	4
Neither agree or disagree	3
Disagree	2
Strongly disagree	1

Dialogue 1:

In this dialogue, speaker A is **dominant**, and speaker B is **submissive**. In addition they have *different* preferences. One participant was removed. Thus I kept *9 participants*

First step:

For each question, I calculated the average and the standard deviation of the obtained results:

Principal 1:

- *speaker (a/b) takes the preferences of the other speaker into account in choosing a restaurant*

	Speaker A	Speaker B
Average agreement	2,33	3,44
Standard deviation(of agreement)	1,58	1,13

- *speaker (a/b) only considers his/her own preferences in choosing a restaurant*

	Speaker A	Speaker B
Average agreement	4,56	1,89
Standard deviation(of agreement)	0,73	0,60

Principal 2:

- *speaker (a/b) is demanding concerning the choice of the restaurant*

	Speaker A	Speaker B
Average agreement	3,556	3
Standard deviation(of agreement)	1,236	1,414

- *speaker (a/b) is flexible in the choice of the restaurant*

	Speaker A	Speaker B
Average agreement	1,889	3,889
Standard deviation(of agreement)	1,269	1,054

Principal 3:

- *Speaker(a/b) leads the dialogue:*

	Speaker A	Speaker B
Average agreement	4,44	1,78
Standard deviation(of agreement)	0,73	0,66

This is means that participants agree that speaker A leads the dialogue while speaker b is not leading the dialogue.

- *speaker (a/b) is being guided by the other speaker during the dialogue*

	Speaker A	Speaker B
Average agreement	1,78	4
Standard deviation(of agreement)	0,67	0,87

Second Step:

For each principal, I calculated the average level of dominance. For each principal, we defined a question (*Q*) and its reverse (*Q'*).

The average dominance is calculated as follows:

Dominance = Average(Q, negation(Q')).

Principal 1: How much agents take the preferences of the other agent to choose a restaurant?

	Speaker A	Speaker B
Average	0,889	2,78
Standard deviation	0,99	0,79

Principal 2: The level of demand of each agent?

	Speaker A	Speaker B
Average	3,33	2,056
Standard deviation	0,83	1,04

Principal 3: How each agent controlled the flow the conversation?

	Speaker A	Speaker B
Average	3,83	1,39
Standard deviation	0,43	0,65

In this dialogue, speaker A is **peer**, and speaker B is **peer** also. In addition they have *similar* preferences.

First step:

Principal 1:

- *speaker (a/b) takes the preferences of the other speaker into account in choosing a restaurant*

	Speaker A	Speaker B
Average agreement	3,71	2,71
Standard deviation(of agreement)	0,95	0,95

- *speaker (a/b) only considers his/her own preferences in choosing a restaurant*

	Speaker A	Speaker B
Average agreement	3	3,29
Standard deviation(of agreement)	1,41	1,11

Principal 2:

- *speaker (a/b) is demanding concerning the choice of the restaurant*

	Speaker A	Speaker B
Average agreement	3,143	2,857
Standard deviation(of agreement)	1,215	1,215

- *speaker (a/b) is flexible in the choice of the restaurant*

	Speaker A	Speaker B
Average agreement	4,286	2,429
Standard deviation(of agreement)	0,756	0,535

Principal 3:

- *Speaker(a/b) leads the dialogue:*

	Speaker A	Speaker B
Average agreement	4,14	2,71
Standard deviation(of agreement)	0,90	0,95

This is means that participants agree that speaker A leads the dialogue while speaker b is not leading the dialogue.

- *speaker (a/b) is being guided by the other speaker during the dialogue*

	Speaker A	Speaker B
Average agreement	3	3,57
Standard deviation(of agreement)	1,15	1,51

Second Step:

For each principal I calculated the average level of dominance. For each principal, we defined a question (Q) and its reverse (Q').

The average dominance is calculated as follows:

Dominance = Average(Q, negation(Q')).

Principal 1: How much agents take the preferences of the other agent to choose a restaurant?

	Speaker A	Speaker B
Average	2,86	2,21
Standard deviation	0,99	0,95

Principal 2: The level of demand of each agent?

	Speaker A	Speaker B
Average	1,929	2,714
Standard deviation	0,607	0,699

Principal 3: How each agent controlled the flow the conversation?

	Speaker A	Speaker B
Average	3,07	2,07
Standard deviation	0,93	0,98