**Hypothesis:**

***Solution 1:* The first hypothesis is that with the modeled principals, participants can perceive the relation of dominance. Thus we have only one factor: whereas the dominance is perceived in the dialogue.**

***Solution 2:* Break the hypothesis for the three principals.**

* ***H1:* Dominant agents are more demanding**
* ***H2:* Dominant agents lead the flow of the negotiation**
* ***H3:* Dominant agents don’t care too much about other preferences, while submissive agents are dependent to other.**

**Statistics:**

* **Questionnaire validation:**

1. ***Solution1***
2. **Exploratory factor analysis, in order to compute the inter-correlation between the questions of the questionnaire.**
   1. **For one factor (dominance)**
3. **Alpha Cronbach: to evaluate the** correlation of the items in one cluster.
4. *Solution2*
5. In order to compute an exploratory factor analysis, we need at least 3 questions by principal. -> 18 questions.
6. Alpha Cronbach: evaluate the correlation for each principal.

* **Evaluation:**
  1. ***Solution1:* One operational hypothesis, which calculates the score of dominance. (Positive means dominant and vice versa negative means submissive)**
  2. ***Solution2:*** three operational hypotheses *(H1, H2, H3)*.
  3. ***Prerequisite:* The data must follow a normal distribution.**
  4. ***Statistic evaluation:* T- Student test paired group. (pour groupes appariés)**