# Primary results:

The Likert scale was converted using the following table

|  |  |
| --- | --- |
| Label | Value |
| Strongly agree | 2 |
| Agree | 1 |
| Neither agree or disagree | 0 |
| Disagree | -1 |
| Strongly disagree | -2 |

## Dialogue 1:

In this dialogue, speaker A is **dominant**, and speaker B is **submissive**. In addition they have different preferences.

For each question, I calculated the average and the standard deviation for both agents:

### Principal 1:

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

|  |  |  |
| --- | --- | --- |
|  | Speaker A | Speaker B |
| Average agreement | -1,11 | 0,44 |
| 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 | 1,56 | -1,11 |
| Standard deviation(of agreement) | 0,726483157 | 0,60 |

### Principal 2:

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

|  |  |  |
| --- | --- | --- |
|  | Speaker A | Speaker B |
| Average agreement | 0,56 | 0 |
| Standard deviation(of agreement) | 1,23 | 1,41 |

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

|  |  |  |
| --- | --- | --- |
|  | Speaker A | Speaker B |
| Average agreement | -1,11 | 0,88 |
| Standard deviation(of agreement) | 1,26 | 1,05 |

### Principal 3:

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

|  |  |  |
| --- | --- | --- |
|  | Speaker A | Speaker B |
| Average agreement | 1,44 | -1,22 |
| Standard deviation(of agreement) | 0,72 | 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 | -1,22 | 1 |
| Standard deviation(of agreement) | 0,66 | 0,86 |

*Second Step:*

For each principal I calculated the average level of dominance