# Dominant-model3\_\_Submissive-model1 :

The relation of dominance was initialized for Dominant to dom = 0.9 and Submissive to dom = 0.3

Here the obtained results

## Lead of the dialogue

The dominant refers to speaker A ad submissive refers to speaker B.

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 4,40 | 2,50 |
| standard deviation | 0,52 | 1,27 |

## Concessions during the negotiation

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 3,00 | 3,40 |
| standard deviation | 1,15 | 0,70 |

## Taking into account the preferences of other

## 

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 3,70 | 3,70 |
| standard deviation | 1,16 | 0,82 |

# Dominant-model1\_\_Submissive-model3 :

The relation of dominance was initialized for Dominant to dom = 0.9 and Submissive to dom = 0.3

For this dialogue, Two participants were removed, they didn’t give the right answer to the manipulation check question.

## Lead of the dialogue

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 3,88 | 2,63 |
| standard deviation | 0,99 | 1,19 |

## Concession during the negotiation

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 2,50 | 4,25 |
| standard deviation | 1,41 | 0,71 |

## Take into account the other

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 3,25 | 3,88 |
| standard deviation | 1,67 | 1,36 |