# Dominant-model3\_\_Submissive-model1 :

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

The dominant refers to speaker A ad submissive refers to speaker B. Here the obtained results

## Lead of the dialogue

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 4,00 | 2,10 |
| standard deviation | 0,94 | 0,88 |

## Concessions during the negotiation

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 2,60 | 3,40 |
| standard deviation | 1,07 | 1,07 |

## Taking into account the preferences of other

|  |  |  |
| --- | --- | --- |
|  | **Dominant** | **Submissive** |
| Mean | 2,20 | 3,80 |
| standard deviation | 1,14 | 0,79 |