|  |  |  |
| --- | --- | --- |
| User utterance | Agent utterance | Condition |
| State Preference | Wacai16 |  |
| AskPreference | StatePreference |  |

## User says Propose

|  |  |
| --- | --- |
| Agent utt | Condition |
| Close negotiation | isDom + negofailure |
| Accept | CanAcceptProposal |
| Ask | isSub and notAcceptable |
| Reject | Not isDom + not IsAcceptable |
| Propose | isDom not IsAcceptable demand |

CanAcceptProposal : (Level of demand)

1. ! isImportantCriterion -> true (concessions)
2. Is Dom sat> 1/2
3. Is Sub sat>1/4 or option is old proposition of other

## User says Accept

|  |  |
| --- | --- |
| Close | isDom +failure |
| Success |  |
| Propose | isSub + allcriteria are accepted (self vs other) |
| Propose | notisSub + option lead |
| Propose | isDom + new Criterion |
| State | Open new negotiation |
| Ask | isSub +openNewCriterion |

## User says Reject

|  |  |
| --- | --- |
| Ask | notIsDom |
| StatePref | isPeer |
| Propose | isDom + Reprose rejected isMostPref (demand) |
|  |  |
|  |  |
|  |  |
|  |  |

Les comportements liées au pouvoir :

Demand and concessions

Self vs other

Lead