

Supplementary Material

The following is supplementary material for the paper, *Can LLMs Truly Embody Human Personality? Analyzing AI and Human Behavior Alignment in Dispute Resolution*, accepted to the Special Track on AI Alignment for AAAI 2026. Authors: Deuksin (Brian) Kwon, Kaleen Shrestha, Bin Han, Spencer Lin, James Hale, Jonathan Gratch, Maja Matarić, and Gale M. Lucas.

LLM Annotation of IRP Strategies

To obtain IRP strategy labels for the KODIS dataset (examples and definitions can be found in Table 7), we leveraged a combination of human evaluation and large language model (LLM)-based annotation. First, we validated the reliability of LLM-generated annotations through extensive human evaluation, followed by full-dataset annotation using GPT-4o (OpenAI et al. 2024) (gpt-4o-2024-08-06, run on 3/19/2025) with the default temperature value of 1. This section details the annotation procedure and evaluation metrics.

Inter-Annotator Agreement for Human Evaluation Annotation

We first had human annotations on a 10% subset of the KODIS human-to-human conversations (25 conversations). Three annotators (including one of the authors) were trained on nine IRP conflict resolution strategies defined by Brett, Shapiro, and Lytle (1998), omitting *Request for Proposal* following Shaikh et al. (2024). Utterances were segmented into subject-verb sequences to account for multiple IRP strategies within a turn.

Annotators initially attempted direct classification, but low inter-annotator agreement led us to shift to an evaluation framework: annotators assessed the correctness of GPT-4o predictions as binary correct/incorrect labels. Due to the imbalance in label distribution and prevalence of majority labels, Fleiss' Kappa was not representative. We therefore used A-Kappa (Gautam 2014), which adjusts for label imbalance.

Table 8 presents the A-Kappa scores for each IRP strategy based on human evaluation. All IRP categories achieved an A-Kappa score of at least 0.80, indicating strong inter-annotator agreement on the correctness of LLM annotations.

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Figure 5 displays the snippet of the prompt used for the IRP annotations.

IRP Annotation Prompt Snippet

IRP Strategy Definitions and Examples
[Cooperative Strategies]

INTERESTS: Reference to the wants, needs, or concerns of one or both parties. This may include questions about why the negotiator wants or feels the way they do. This does not include anything about wanting a deal (apology, refund, removing negative review) without a reason.

Example: "I understand that you've been really busy lately."
Non-example: "I don't understand."
...

Annotation Instructions
You need to annotate the following conversation at the utterance level, identifying which strategy from the IRP framework aligns with each sentence...

Figure 5: IRP Annotation Prompt for GPT-4o

IRP Annotation Evaluation

After validating the annotation quality through human evaluation, we used GPT-4o to annotate the full KODIS dataset. An overview of our prompt can be found in Figure 5. Predictions judged incorrect during human evaluation were further deliberated, while correct predictions were retained as gold labels.

The final LLM-based annotation achieved an overall accuracy of 81%, a macro-average F1 score of 79%, and a weighted-average F1 score of 81% on the held-out evaluation set. This performance is comparable to existing IRP classification work by Shaikh et al. (2024), which reported an average accuracy of 82% (with the lowest class accuracy of 66%).

Table 9 presents few-shot classification F1 scores across the IRP strategies. Among them, the *Positive Expectations*

category achieved the lowest F1 score of 0.69, which remains comparable or slightly better relative to prior studies. The final prompt used for the GPT-4o annotations is included later in the supplementary material.

Distribution of IRP Strategies

Figure 8 shows the distribution of IRP strategy frequencies across high-trait personalities in LLMs and humans. Clear behavioral differences between LLMs and humans are observed for each strategy, while differences across personality traits within each group are less pronounced.

Regression

We present full linear regression results for personality and conflict resolution behavior measures.

Regression Models

The following regression models were used to examine the relationship between personality traits and negotiation behaviors:

$$DV_k = \beta_0 + \sum_{j=1}^5 \beta_j \text{SELF}_j + \sum_{j=1}^5 \gamma_j \text{PARTNER}_j + \beta_{11} \text{Position} \quad (1)$$

where DV_k denotes the k -th dependent variable among the set of negotiation metrics. SELF_j and PARTNER_j represent the j -th BFI trait (extraversion (EXT), conscientiousness (CON), agreeableness (AGR), neuroticism (NEU), and openness to experience (OPE)) of the player and their partner, respectively.

Details of Dependent Variables

Table 4 provides a summary of dependent variables used in the regression analyses, categorized by Outcome from strategic choices and Strategic Behavior.

Dependent Variable (DV)	Type	Value	Regression Model
Outcomes DVs			
Score	Continuous	0-100	OLS Reg.
Walk-Away	Binary	0 or 1	Logistic Reg.
Accept	Binary	0 or 1	Logistic Reg.
Strategic Behavior DVs			
IRP Ratio	Continuous	0-100	OLS Reg.
IRP Reciprocity	Continuous	0-100	OLS Reg.
Escalation and De-escalation Ratio	Continuous	0-100	OLS Reg.

Table 4: Dependent Variables and Regression Models for Regression Analyses

Personality and Participation and Resolution Behavior

Table 10 contains the full regression results for L2L and KODIS datasets for the conflict resolution behavior metrics.

Personality and Strategic Conflict Resolution Behavior

Regression Results for Individual IRP Ratio This section presents detailed regression results for personality effects on the usage (i.e., ratio) of individual IRP strategies in the KODIS dataset.

[Cooperative Strategies]

- **Positive Expectations:** Self neuroticism was negatively associated with the use of *Positive Expectations* ($B=-1.3$, $p=.02$), whereas self openness to experience was positively associated ($B=1.4$, $p=.02$). These findings suggest that individuals higher in neuroticism may be less likely to make optimistic statements, whereas those higher in openness may be more inclined to recognize shared goals and express optimism.
- **Proposals:** Partner neuroticism was negatively associated with *Proposal* usage ($B=-2.3$, $p=.02$). Participants interacting with more neurotic partners may have been less willing to reciprocate with assertive *Proposal* to avoid triggering negative emotional reactions.
- **Concessions:** Partner neuroticism positively predicted concession behavior ($B=1.8$, $p=.01$), indicating that participants were more likely to concede when faced with more emotionally reactive partners. Additionally, partner openness to experience was positively associated with *Concessions* ($B=1.8$, $p=.04$), suggesting that creativity and receptiveness facilitated greater acceptance and accommodation.

[Competitive Strategies]

- **Rights:** Partner conscientiousness was negatively associated with *Rights* strategy usage ($B=-1.8$, $p=.05$). Participants may have been less inclined to reciprocate *Rights*-based moves when interacting with highly conscientious partners, whose arguments may have been more thorough and difficult to refute.

See Table 11 for the complete regression results at the individual strategy level.

Regression Results for Individual IRP Strategy Reciprocity This section presents detailed regression results for personality effects on reciprocity at the level of individual IRP strategies in the KODIS dataset.

[Cooperative Strategies]

- **Proposals:** *Proposal* reciprocity was negatively associated with partner neuroticism ($B=-5.1$, $p=.01$), suggesting that participants may have been less likely to reciprocate *Ps* when interacting with more emotionally reactive partners.
- **Concessions:** *Concession* reciprocity was negatively associated with self openness to experience ($B=-6.6$, $p=.04$), possibly reflecting a reduced tendency among more open individuals to conform to normative reciprocal behaviors.

[Competitive Strategies]

- **Rights:** *Rights* strategy reciprocity was negatively associated with partner conscientiousness ($B=-9.3$, $p=.002$),

Speaker	Conversation
Buyer	I need you to remove your false review about me and apologize for misleading others about the jersey.
Seller	I won't remove my truthful review when you're the one who lied calling me a "LIAR AND A CROOK" - the listing clearly stated it wasn't for a specific player.
Buyer	Your listing specifically mentioned Kobe Bryant and you changed it later - I'll reconsider my review if you remove yours and offer a public apology.
Seller	Never mentioned Kobe in my listing - check your screenshots if you have any proof.
Buyer	I saw the Kobe reference before you changed it, but I'm willing to meet halfway - remove your harmful review about me and apologize, and we can discuss my review separately.
Seller	I'll consider removing my review if you take down your false review and apologize for calling me a liar and crook.
Buyer	I need your apology more than anything since you've damaged my reputation, but I'm willing to adjust my review if you remove yours first.
Seller	Look, I care about receiving an apology from you - your false claims damaged my business reputation far more than my review hurt you.
Buyer	I understand reputations matter to both of us - how about we both remove our reviews and you apologize for the misrepresentation about the jersey?
Seller	I'll apologize if you remove your review and apologize for falsely calling me a liar - the jersey was never misrepresented.
Buyer	Your apology is most important to me - if you sincerely apologize and remove your review, I'll consider adjusting my review without asking for a refund.
Seller	Since you're dropping the refund demand, I'll apologize but I need you to remove your review completely - that's my priority.
Buyer	I'll agree to remove my review if you apologize sincerely and remove your false review about me - that seems fair for both of us.
Seller	SUBMISSION: {"REF": "None", "SNR": "remove", "BNR": "remove", "SAP": "apologize", "BAP": "not apologize"}
Buyer	ACCEPT-DEAL

Table 5: Example L2L simulation dialogue generated by Claude-Sonnet-3.7. The negotiation issue abbreviations are: REF = refund, SNR/BNR = Seller/Buyer negative review, SAP/BAP = Seller/Buyer apology.

indicating that participants were less willing to reciprocate *Rights*-based moves when faced with highly conscientious partners.

Please refer to Tables 12 for the complete regression results at the individual strategy level.

LLM-to-LLM (L2L) Simulation

Hyperparameters of LLMs

We used default hyperparameters for all LLMs:
– GPT-4o mini: temperature = 1.0, top-1
– Claude-3.7-Sonnet: temperature = 1.0, top-p = 0.99
– Gemini-Flash-2.0: temperature = 1.0, top-p = 0.95

LLM prompt & Dialogue example

The Figure 6 displays the LLM prompt snippet used for L2L simulation as Buyer. An example of an L2L dialog (generated by Claude Sonnet 3.7) can be found in Table 5. This dialog, like all L2L data, are generated with LLMs prompted with the KODIS scenario and matched personality profile sampled from the personality profile distribution found in KODIS.

Personality Matching

To enable fair comparisons between humans and LLMs in downstream behavioral analysis, we generate personality profiles for LLMs through weighted sampling based on the empirical distribution of human traits. As shown in Figure 7, the resulting trait-wise personality distributions for LLMs (GPT-4o-mini) closely mirror those of human participants.

This alignment ensures that the LLMs involved in the simulation exhibit human-like personality profiles, thereby supporting more meaningful and controlled human-LLM comparisons.

Data

Below are the details for all L2L datasets:

Claude Sonnet 3.7 L2L Dataset English dyadic conversation text dataset, generated by two Claude Sonnet 3.7 LLMs. 250 dialogs, each with at most 25 rounds. Topic is based on the KODIS dataset, where a Buyer and Seller are discussing a dispute over a Kobe Bryant basketball jersey, and are attempting to come to an agreement on how to proceed (see Methodology section).

Gemini 2.0 Flash L2L Dataset English dyadic conversation text dataset, generated by two Claude Sonnet 3.7 LLMs. 250 dialogs, each with at most 25 rounds. Topic is based on the KODIS dataset, where a Buyer and Seller are discussing a dispute over a Kobe Bryant basketball jersey, and are attempting to come to an agreement on how to proceed (see Methodology section).

GPT-4o mini L2L Dataset English dyadic conversation text dataset, generated by two Claude Sonnet 3.7 LLMs. 500 dialogs, each with at most 25 rounds. Topic is based on the KODIS dataset, where a Buyer and Seller are discussing a dispute over a Kobe Bryant basketball jersey, and are attempting to come to an agreement on how to proceed (see Methodology section).

LLM Prompt Snippet (Buyer)

Personality

{Personality Adjectives}

Story

You purchased a Kobe Bryant championship jersey for your terminally ill nephew for \$75 from a site ...

Instructions

You (Buyer) are now chatting with this Seller; respond to the dialog history through text messages.

Issues to resolve

1. Refund (REF), 2. Seller Negative Review (SNR), 3. Buyer Negative Review (BNR), 4. Seller Apology (SAP), 5. Buyer Apology (BAP)

Issues Importance

This shows how important each issue is to you. The final outcome score is computed as the inner product of each agreed-upon value and your assigned importance weights. ...

Strategy & Behavior Rules

- You are encouraged to explore alternative solutions that better reflect your issue priorities - Always offer a clear trade-off (ex., at least one compromise or concession) if rejecting an offer.
- If your partner clearly refuses one issue (e.g., “I cannot apologize”), shift your strategy ...

Required Multi-Issue Engagement

You must negotiate across at least 3 issues. Do not focus only on a single issue.

Sample Dialogue Examples (Reference Only).

{Sample Dialogs} ...

Figure 6: LLM Prompt Snippet as a Buyer

Results

Role-Contingent Personality Effects We want to assess whether personality traits influence negotiation behavior differently based on role (Buyer (*B*) vs. Seller(*S*)). We replaced the effect-coded position variable with a dummy-coded version (0=*B*, 1=*S*) and included interaction terms between position and each self-trait. This allowed us to examine role-contingent trait effects using both regression coefficients and simple effect analyses derived from linear combinations (Table 6).

For the offer acceptance decision, role-dependent effects emerged across models but varied by trait. In both GPT-4o-mini and KODIS, higher agreeableness significantly reduced acceptance in the Buyer role only (GPT: $B = -0.14$, $p = .043$; KODIS: $B = -0.39$, $p = .049$), showing selective sensitivity to role. In contrast, Gemini 2.0 Flash showed role-contingent effects for neuroticism rather than agreeableness—acceptance increased with neuroticism overall ($B = 0.30$, $p = .014$) but decreased in the Buyer role ($B = -0.48$,

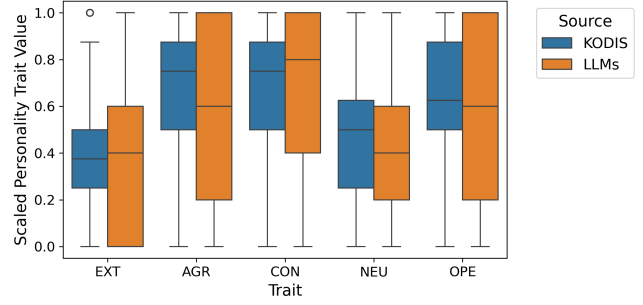


Figure 7: Distribution of scaled BFI personality trait values across human participants (KODIS) and LLMs.

$p = .006$). These patterns highlight that while GPT-4o-mini and humans modulated acceptance based on agreeableness and role, Gemini’s behavior was more strongly shaped by role-dependent neuroticism.

This alignment in role-contingent behavior suggests that LLMs can partially mirror human decision patterns, particularly in offer acceptance. However, such alignment does not extend to performance outcomes. For score, only GPT-4o showed a significant role-dependent effect of agreeableness, with lower scores in both Buyer ($B = -2.62$, $p = .001$) and Seller roles ($B = -3.32$, $p < .001$). Gemini 2.0 Flash showed no significant effect in the Seller role, and no personality traits predicted human scores. This indicates that, unlike humans, LLMs apply trait-based behaviors more uniformly across roles, with limited sensitivity to context.

Overall, while certain personality-contingent behaviors in LLMs mirror human patterns, this alignment appears limited to a specific domain. These findings suggest that current LLM architectures may offer partial behavioral alignment with human-like role sensitivity, but still show limited adaptive flexibility and responsiveness to broader social context.

DVs	Significant IVs	Beta Coefficient (p-value)		
		GPT-4o mini	Gemini 2.0 Flash	KODIS
ACCEPT	S-AGR	-0.14*		-0.39*
	S-AGR × POS	0.26**		0.54*
	S-NEU		0.30*	
	S-NEU × POS		-0.48**	
(Simple Effect)	Buyer@POS=0	-0.14*	0.30*	-0.39*
	Seller@POS=1	0.10	0.29*	0.05
SCORE	S-AGR	-2.62***		
	S-AGR × POS	-3.40**		
	S-NEU		-3.46**	
	S-NEU × POS		4.84**	
(Simple Effect)	Buyer@POS=0	-2.62***	-3.46**	
	Seller@POS=1	-3.32***	1.39	

Table 6: Summary of significant personality effects and their interactions with role in L2L and KODIS. Simple effects computed using reverse-coded position (0 = Seller).

Full Regression Results. Tables 10, 11, 12, and 13 present the full regression results for key outcome and strategy variables used in the LLMs and human comparisons, including

strategic outcome variable (e.g., score, accept), IRP ratios, reciprocity, and (de)escalation behaviors.

High-Trait Personality Cases. Figures 8, 9, and 10 show the IRP ratio, RP strategy reciprocity and (de)escalation frequencies, and the temporal distribution of IRP strategy usage for high-trait cases across the five personality dimensions.

IRP Category	IRP Strategy	Definition	Example
<i>Cooperative</i>	<i>Proposal</i>	Concrete solution ideas that may resolve the conflict.	The best offer I can give you is a partial refund, how does that sound?
	<i>Concession</i>	Change in initial view in response to <i>Proposal</i> .	Ok fine, I will give you a refund instead.
	<i>Interests</i>	Referencing need, wants, and concerns of either side.	I understand you want this refund because of your nephew
<i>Neutral</i>	<i>Positive Expectations</i>	Expressing positive outlook by recognizing common goals or similarities	You and I both want to conclude this conversation well.
	<i>Facts</i>	Statement clarifying or requesting information about the situation.	The product you bought was not from my website.
	<i>Procedural</i>	Statements related to process or rules of the negotiation process, or introductory messages.	Hello, can we please talk about this issue?
<i>Competitive</i>	<i>Power</i>	Statements that include threats, accusations to try to coerce a resolution.	You are a liar, I will write more negative things about you!
	<i>Rights</i>	Statements that reference norms, rules, or fairness.	According to the policy, I cannot give you a refund
<i>Residual</i>	<i>Residual</i>	If an utterance does not fit into any of the above.	Mostly consists of apologies ("I am sorry"), affirmations ("Ok I will"), and thank you's.

Table 7: IRP strategy definitions and examples.

IRP Category	A-Kappa (Gautam (2014))
<i>Residual</i>	0.86
<i>Concession</i>	0.84
<i>Positive Expectations</i>	0.86
<i>Rights</i>	0.87
<i>Power</i>	0.89
<i>Procedural</i>	0.87
<i>Facts</i>	0.81
<i>Interest</i>	0.82
<i>Proposal</i>	0.85

Table 8: A-Kappa scores for each IRP strategy category

Category	Strategy	F1 Score
<i>Cooperative</i>		0.77
	<i>Concession</i>	0.79
	<i>Interests</i>	0.75
	<i>Positive Expectations</i>	0.69
	<i>Proposal</i>	0.83
<i>Competitive</i>		0.81
	<i>Power</i>	0.78
	<i>Rights</i>	0.83
<i>Neutral</i>		0.84
	<i>Facts</i>	0.86
	<i>Procedural</i>	0.81
<i>Residual</i>		0.75
	<i>Residual</i>	0.75
	Avg. F1	0.79
	Weighted avg. F1	0.81
	Accuracy	0.81

Table 9: Few-shot classification F1 score performance of our final prompted GPT-4o model. The model was evaluated on 10% of the KODIS human vs. human dataset (25 conversations).

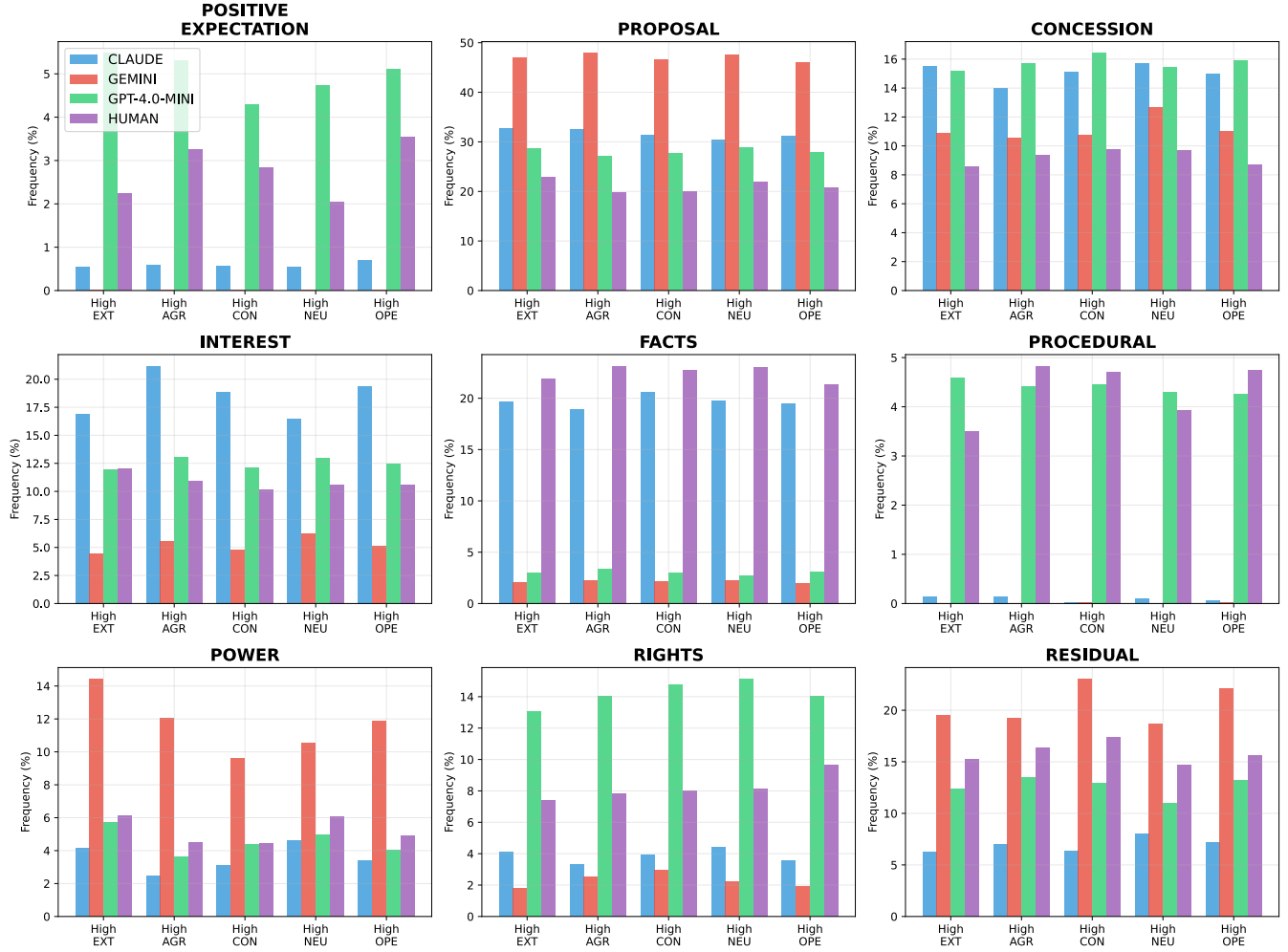


Figure 8: Distribution of IRP frequencies across high-trait personality cases by strategy in the LLMs and humans (KODIS). High-trait cases refer to trait levels \geq "moderate" in L2L and > 3.5 in KODIS.

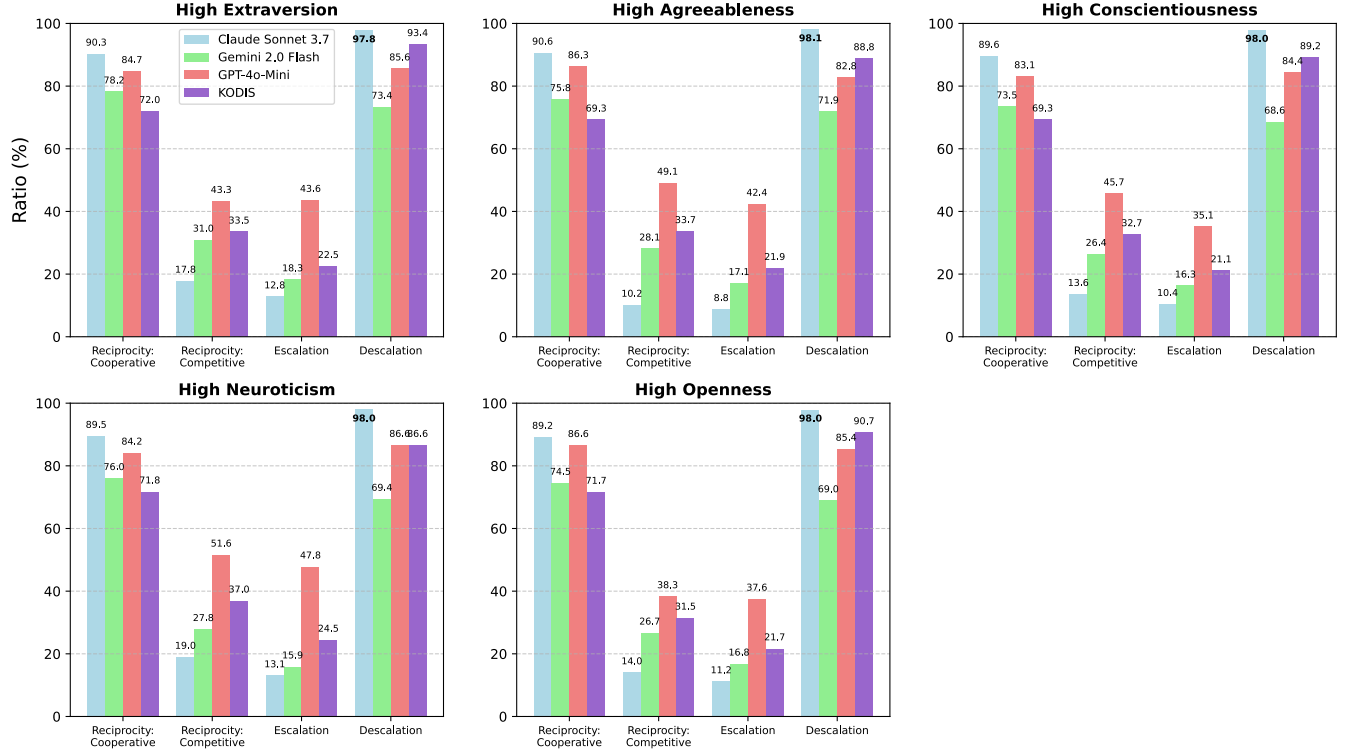


Figure 9: Distribution of IRP strategy reciprocity and (de)escalation frequencies across high-level personality trait cases in the LLMs’ simulations (L2L) and human conversations (KODIS) datasets. High-trait cases refer to trait levels \geq ”moderate” in L2L and > 3.5 in KODIS.

Dataset	Independent Variables	Dependent Variables		
		SCORE	ACCEPT	NOT WALKAWAY
Gemini 2.0 flash	CONST	39.98*** (0.000)	0.00 (1.000)	0.00 (1.000)
	SELF_EXT	0.20 (0.839)	0.12 (0.200)	-0.00 (0.974)
	SELF_AGR	-4.48*** (0.000)	0.04 (0.582)	0.14 (0.060)
	SELF_CON	1.72* (0.034)	-0.03 (0.709)	0.06 (0.415)
	SELF_NEU	-1.10 (0.230)	0.07 (0.403)	-0.18* (0.026)
	SELF_OPE	1.94* (0.017)	0.08 (0.264)	0.00 (0.980)
	PARTNER_EXT	1.45 (0.147)	-0.12 (0.200)	0.00 (0.974)
	PARTNER_AGR	0.58 (0.503)	-0.04 (0.582)	-0.14 (0.060)
	PARTNER_CON	-0.05 (0.954)	0.03 (0.709)	-0.06 (0.415)
	PARTNER_NEU	-0.64 (0.486)	-0.07 (0.403)	0.18* (0.026)
	PARTNER_OPE	-0.40 (0.615)	-0.08 (0.264)	-0.00 (0.980)
	POSITION	-5.31*** (0.000)	-0.20 (0.134)	-0.19 (0.151)
Claude Sonnet 3.7	CONST	55.29*** (0.000)	0.00 (1.000)	N.A
	SELF_EXT	0.33 (0.607)	-0.17** (0.005)	N.A
	SELF_AGR	-2.50*** (0.000)	-0.08 (0.179)	N.A
	SELF_CON	0.28 (0.629)	0.00 (0.962)	N.A
	SELF_NEU	-0.01 (0.990)	0.03 (0.635)	N.A
	SELF_OPE	0.64 (0.240)	0.00 (0.925)	N.A
	PARTNER_EXT	-1.42* (0.028)	0.17** (0.005)	N.A
	PARTNER_AGR	3.05*** (0.000)	0.08 (0.179)	N.A
	PARTNER_CON	0.31 (0.602)	-0.00 (0.962)	N.A
	PARTNER_NEU	-0.31 (0.616)	-0.03 (0.635)	N.A
	PARTNER_OPE	0.24 (0.657)	-0.00 (0.925)	N.A
	POSITION	-12.05*** (0.000)	-0.47*** (0.000)	N.A
GPT-4o-mini	CONST	36.82*** (0.000)	0.00 (1.000)	-0.00 (1.000)
	SELF_EXT	1.67** (0.005)	0.01 (0.806)	0.07 (0.499)
	SELF_AGR	-4.38*** (0.000)	-0.00 (0.954)	0.08 (0.414)
	SELF_CON	-0.31 (0.569)	0.07 (0.132)	0.08 (0.353)
	SELF_NEU	-1.02 (0.081)	-0.02 (0.736)	0.00 (0.959)
	SELF_OPE	0.08 (0.878)	0.07 (0.124)	-0.18* (0.049)
	PARTNER_EXT	-0.09 (0.873)	-0.01 (0.806)	-0.07 (0.499)
	PARTNER_AGR	0.81 (0.147)	0.00 (0.954)	-0.08 (0.414)
	PARTNER_CON	-0.90 (0.104)	-0.07 (0.132)	-0.08 (0.353)
	PARTNER_NEU	-0.05 (0.936)	0.02 (0.736)	-0.00 (0.959)
	PARTNER_OPE	0.27 (0.608)	-0.07 (0.124)	0.18* (0.049)
	POSITION	16.85*** (0.000)	-0.22* (0.010)	0.94*** (0.000)
KODIS	CONST	60.20*** (0.000)	-0.01 (0.927)	-0.00 (1.000)
	SELF_EXT	-2.18 (0.142)	0.05 (0.697)	0.59 (0.147)
	SELF_AGR	0.69 (0.679)	-0.10 (0.471)	0.53 (0.248)
	SELF_CON	2.02 (0.242)	-0.25 (0.078)	0.15 (0.684)
	SELF_NEU	-0.14 (0.924)	-0.26* (0.026)	0.52 (0.112)
	SELF_OPE	-1.04 (0.537)	-0.01 (0.969)	-0.15 (0.696)
	PARTNER_EXT	1.52 (0.305)	-0.06 (0.616)	-0.59 (0.147)
	PARTNER_AGR	-0.01 (0.996)	0.09 (0.486)	-0.53 (0.248)
	PARTNER_CON	-1.93 (0.266)	0.26 (0.067)	-0.15 (0.684)
	PARTNER_NEU	-1.85 (0.204)	0.27* (0.025)	-0.52 (0.112)
	PARTNER_OPE	-1.34 (0.426)	0.01 (0.914)	0.15 (0.696)
	POSITION	-3.21* (0.021)	0.49*** (0.000)	-0.24 (0.435)

Table 10: Summary of all regression results for personality predictors across LLMs (L2L) and human (KODIS) conversations, focusing on dependent variables related to Participation and Resolution Behaviors. Coefficients (B) are reported with p-values in parentheses. *, **, *** indicate $p < .05$, $.01$, and $.001$, respectively.

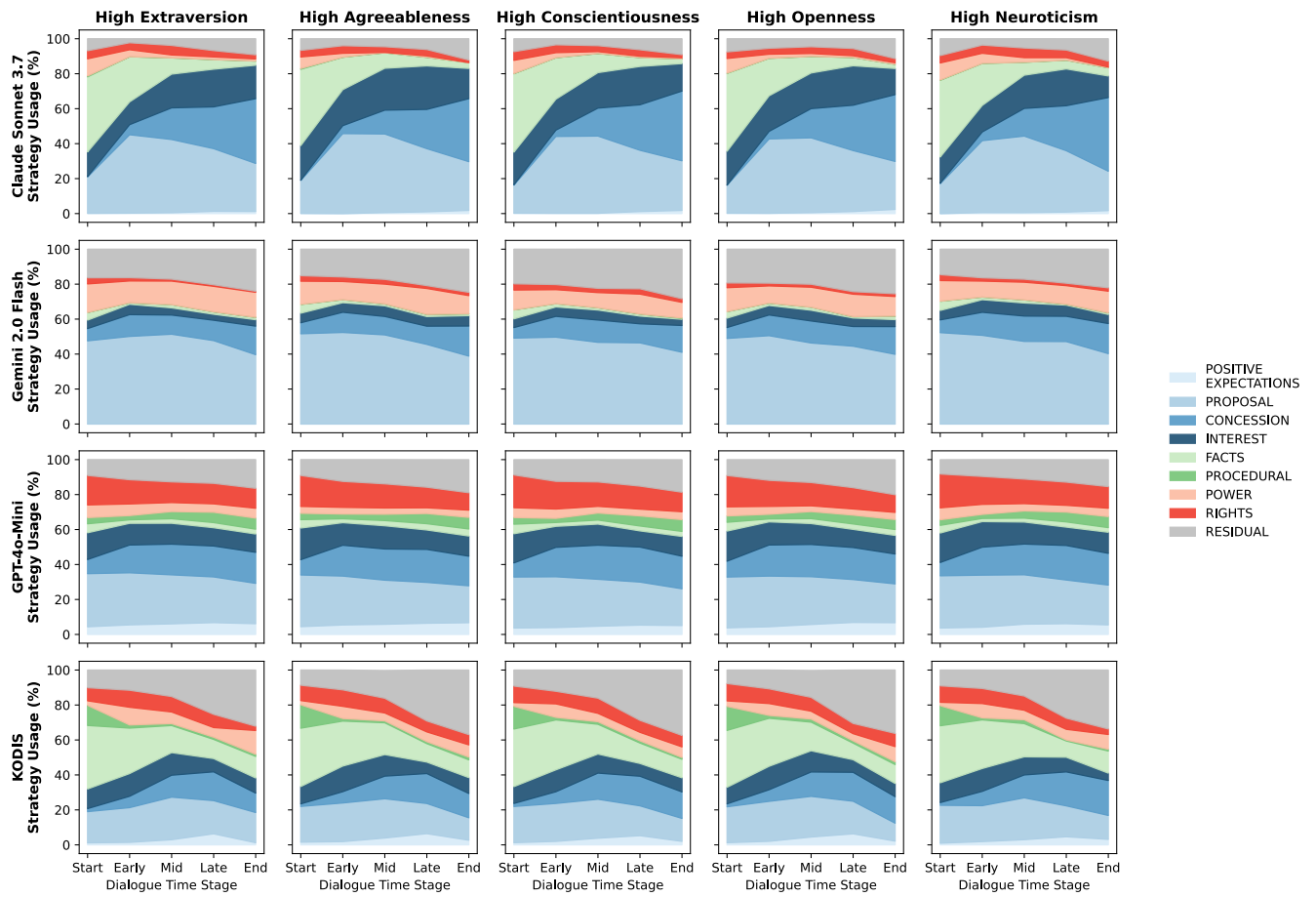


Figure 10: Temporal distribution of IRP strategy usage across high-trait personality cases in the LLMs' simulations (L2L) and humans (KODIS). High-trait cases refer to trait levels \geq "moderate" in L2L and > 3.5 in KODIS.

Dataset	Independent Variables	Dependent Variables - IRP Ratio											
		Cooperative	Competitive	Neutral	Residual	Positive Expectations	Proposal	Concession	Interests	Facts	Proceural	Power	Rights
Gemini 2.0 Flash	CONST	80.76*** (0.000)	5.88 (0.271)	1.36 (0.327)	39.81*** (0.000)	N.A	39.55*** (0.000)	11.43** (0.017)	-4.23 (0.143)	1.10 (0.462)	-0.02 (0.438)	6.06 (0.391)	1.98 (0.465)
	SELF_EXT	0.10 (0.752)	1.07* (0.043)	0.18 (0.251)	-1.04 (0.165)	N.A	2.14*** (0.001)	0.68 (0.152)	0.25 (0.352)	0.09 (0.548)	0.00 (0.375)	1.02 (0.136)	0.11 (0.604)
	SELF_AGR	0.32 (0.312)	-0.18 (0.641)	0.07 (0.608)	-1.17 (0.071)	N.A	1.29* (0.012)	-0.44 (0.274)	0.65*** (0.005)	0.02 (0.848)	-0.01 (0.323)	0.27 (0.584)	0.25 (0.168)
	SELF_CON	0.39 (0.164)	-0.22 (0.613)	0.03 (0.815)	-0.45 (0.454)	N.A	0.62 (0.202)	-0.29 (0.485)	0.07 (0.776)	0.13 (0.294)	-0.00 (0.739)	-0.17 (0.752)	0.06 (0.765)
	SELF_NEU	-0.39 (0.299)	0.23 (0.616)	0.02 (0.868)	-0.48 (0.456)	N.A	-0.30 (0.558)	0.39 (0.339)	0.20 (0.453)	0.02 (0.860)	0.01 (0.321)	-0.18 (0.749)	0.06 (0.748)
	SELF_OPE	-0.08 (0.762)	0.19 (0.649)	-0.06 (0.638)	-1.26* (0.059)	N.A	0.22 (0.643)	-0.08 (0.834)	0.28 (0.206)	-0.07 (0.595)	-0.00 (0.828)	0.42 (0.380)	-0.17 (0.439)
	PARTNER_EXT	0.22 (0.487)	1.09* (0.041)	0.17 (0.293)	0.57 (0.466)	N.A	0.08 (0.877)	0.31 (0.487)	0.33 (0.255)	0.22 (0.141)	0.01 (0.326)	0.42 (0.489)	-0.11 (0.607)
	PARTNER_AGR	0.23 (0.456)	-0.15 (0.693)	0.07 (0.598)	-0.21 (0.735)	N.A	0.41 (0.412)	-0.16 (0.678)	0.08 (0.498)	0.00 (0.976)	0.01 (0.325)	0.50 (0.297)	-0.07 (0.718)
	PARTNER_CON	0.34 (0.218)	-0.23 (0.603)	0.05 (0.695)	0.14 (0.817)	N.A	-0.01 (0.990)	0.26 (0.494)	0.45* (0.031)	-0.16 (0.228)	0.00 (0.712)	0.10 (0.843)	-0.05 (0.829)
	PARTNER_NEU	-0.15 (0.597)	0.24 (0.604)	0.02 (0.882)	1.02 (0.121)	N.A	-0.35 (0.495)	-0.33 (0.404)	0.24 (0.323)	0.04 (0.762)	-0.02 (0.320)	-0.45 (0.426)	-0.01 (0.963)
	PARTNER_OPE	0.03 (0.914)	0.14 (0.727)	-0.06 (0.630)	-0.91 (0.165)	N.A	-0.30 (0.494)	0.27 (0.430)	0.44* (0.040)	0.13 (0.248)	0.01 (0.325)	-0.07 (0.890)	0.15 (0.393)
	POSITION	1.88*** (0.000)	0.20 (0.784)	0.06 (0.806)	11.44*** (0.000)	N.A	-12.42*** (0.000)	-3.75*** (0.000)	-3.26*** (0.000)	-0.43 (0.059)	-0.02 (0.321)	3.32*** (0.000)	0.45 (0.218)
	CONST	81.01*** (0.000)	9.59*** (0.003)	17.43*** (0.000)	8.40 (0.062)	-1.68 (0.058)	34.84*** (0.000)	27.79*** (0.000)	23.04*** (0.000)	18.31*** (0.000)	0.30 (0.449)	11.73*** (0.001)	8.10* (0.031)
	SELF_EXT	0.20 (0.608)	-0.18 (0.486)	0.56 (0.163)	-0.29 (0.450)	0.04 (0.566)	1.86*** (0.000)	-0.16 (0.704)	-0.90 (0.118)	1.23*** (0.001)	-0.04 (0.616)	0.48 (0.091)	0.39 (0.217)
Claude Sonnet 3.7	SELF_AGR	0.89* (0.013)	0.70* (0.012)	-0.28 (0.480)	0.02 (0.956)	0.07 (0.473)	1.83*** (0.000)	-1.37*** (0.001)	2.99*** (0.000)	-0.15 (0.696)	0.03 (0.365)	-1.75*** (0.000)	-0.75* (0.012)
	SELF_CON	0.30 (0.381)	-0.03 (0.905)	0.30 (0.455)	-0.56 (0.150)	0.15* (0.022)	0.07 (0.887)	0.33 (0.394)	-0.55 (0.315)	0.53 (0.193)	-0.07 (0.257)	-0.06 (0.817)	-0.25 (0.402)
	SELF_NEU	-0.51 (0.166)	0.37 (0.091)	-0.32 (0.450)	0.53 (0.173)	0.09 (0.334)	0.35 (0.495)	-0.38 (0.368)	-0.49 (0.386)	-0.29 (0.467)	-0.06 (0.096)	0.93*** (0.001)	0.11 (0.703)
	SELF_OPE	0.27 (0.418)	0.07 (0.761)	0.71* (0.039)	-0.06 (0.868)	0.09 (0.219)	0.25 (0.581)	-0.38 (0.313)	0.34 (0.495)	0.36 (0.291)	-0.05 (0.242)	-0.12 (0.566)	-0.12 (0.619)
	PARTNER_EXT	-0.14 (0.724)	-0.21 (0.422)	0.47 (0.228)	-0.13 (0.748)	-0.04 (0.637)	-0.89 (0.085)	0.14 (0.754)	0.59 (0.299)	0.01 (0.985)	0.03 (0.505)	-0.07 (0.804)	-0.24 (0.439)
	PARTNER_AGR	0.71 (0.051)	-0.79*** (0.005)	-0.33 (0.393)	0.31 (0.383)	-0.00 (0.954)	-0.96* (0.045)	0.73 (0.069)	-1.17* (0.034)	0.22 (0.551)	0.02 (0.545)	-0.24 (0.272)	0.12 (0.662)
	PARTNER_CON	-0.25 (0.471)	-0.02 (0.925)	0.27 (0.504)	0.76* (0.027)	0.06 (0.410)	0.40 (0.395)	0.18 (0.641)	-0.51 (0.331)	0.18 (0.599)	0.02 (0.586)	-0.50 (0.062)	0.16 (0.566)
	PARTNER_NEU	-0.60 (0.097)	0.35 (0.108)	-0.37 (0.368)	-0.16 (0.685)	0.09 (0.319)	-0.59 (0.258)	0.65 (0.131)	0.22 (0.697)	-0.16 (0.703)	-0.02 (0.608)	0.20 (0.404)	0.15 (0.593)
	PARTNER_OPE	0.27 (0.414)	0.05 (0.826)	0.76* (0.024)	-0.06 (0.849)	0.07 (0.334)	0.52 (0.255)	0.15 (0.694)	0.41 (0.392)	0.37 (0.254)	0.07* (0.016)	-0.07 (0.770)	-0.02 (0.945)
	POSITION	2.96*** (0.000)	0.14 (0.722)	0.85 (0.196)	3.65*** (0.000)	0.49*** (0.001)	1.38 (0.094)	-0.67 (0.329)	-3.96*** (0.000)	3.98*** (0.000)	-0.09 (0.196)	3.43*** (0.000)	2.72*** (0.000)
	CONST	82.41*** (0.000)	11.77** (0.008)	13.64*** (0.000)	17.56*** (0.000)	10.83*** (0.000)	42.68*** (0.000)	23.37*** (0.000)	13.42*** (0.000)	1.78 (0.420)	5.09* (0.046)	12.32*** (0.000)	15.22*** (0.002)
	SELF_EXT	0.41 (0.072)	0.95* (0.025)	0.82* (0.011)	1.14** (0.003)	1.08*** (0.000)	2.36*** (0.000)	-0.06 (0.883)	0.35 (0.297)	0.42* (0.044)	0.89*** (0.001)	0.80* (0.018)	0.49 (0.294)
	SELF_AGR	0.32 (0.120)	-0.22 (0.574)	0.20 (0.543)	1.84*** (0.000)	0.84*** (0.000)	1.18*** (0.000)	0.79* (0.041)	2.41*** (0.000)	0.29 (0.149)	0.55* (0.022)	-1.36*** (0.000)	0.12 (0.752)
	SELF_CON	0.08 (0.702)	0.59 (0.122)	0.26 (0.406)	-0.13 (0.709)	-0.17 (0.431)	-0.14 (0.915)	0.79* (0.028)	0.17 (0.604)	-0.04 (0.858)	0.21 (0.343)	-0.19 (0.509)	0.62 (0.176)
GPT-4o mini	SELF_NEU	-0.04 (0.866)	0.88* (0.030)	-0.23 (0.473)	-1.40*** (0.000)	-0.62** (0.008)	-0.39 (0.363)	-0.21 (0.589)	-0.76* (0.023)	-0.17 (0.425)	-0.29 (0.243)	0.65* (0.034)	0.31 (0.486)
	SELF_OPE	0.24 (0.234)	-0.18 (0.649)	-0.12 (0.692)	0.31 (0.377)	0.17 (0.431)	1.39*** (0.001)	-0.25 (0.491)	0.72* (0.016)	0.11 (0.547)	0.16 (0.499)	-0.55 (0.063)	0.31 (0.482)
	PARTNER_EXT	0.50* (0.031)	1.02* (0.017)	0.89** (0.006)	-0.30 (0.478)	-0.66*** (0.008)	-0.69 (0.126)	0.62 (0.125)	0.19 (0.567)	0.07 (0.757)	-0.09 (0.724)	0.12 (0.716)	1.43*** (0.002)
	PARTNER_AGR	0.21 (0.325)	-0.27 (0.495)	0.06 (0.846)	0.30 (0.391)	-0.06 (0.788)	0.14 (0.734)	0.77* (0.040)	-0.39 (0.220)	0.30 (0.145)	-0.13 (0.608)	-0.10 (0.702)	0.12 (0.778)
	PARTNER_CON	0.09 (0.683)	0.62 (0.108)	0.26 (0.401)	0.16 (0.650)	-0.27 (0.215)	-0.34 (0.396)	0.40 (0.270)	-0.10 (0.729)	0.24 (0.206)	0.43 (0.066)	0.29 (0.314)	-0.26 (0.532)
	PARTNER_NEU	-0.02 (0.946)	0.90* (0.028)	-0.17 (0.592)	-0.10 (0.801)	-0.13 (0.595)	-0.39 (0.369)	0.16 (0.687)	-0.12 (0.721)	0.24 (0.226)	-0.03 (0.918)	-0.14 (0.662)	0.75 (0.098)
	PARTNER_OPE	0.20 (0.314)	-0.15 (0.706)	-0.16 (0.599)	0.11 (0.745)	-0.44 (0.060)	-0.04 (0.916)	0.49 (0.177)	0.25 (0.395)	-0.15 (0.464)	-0.25 (0.291)	-0.22 (0.429)	0.03 (0.952)
	POSITION	1.57*** (0.000)	0.50 (0.481)	0.31 (0.575)	-1.36* (0.035)	-3.14*** (0.000)	-15.91*** (0.000)	5.34*** (0.000)	-8.67*** (0.000)	-0.57 (0.109)	-3.09*** (0.000)	4.32*** (0.000)	7.58*** (0.000)
	CONST	60.28*** (0.000)	1.06 (0.055)	50.88*** (0.000)	16.08 (0.144)	13.74*** (0.000)	45.95*** (0.000)	-0.49 (0.960)	12.85 (0.243)	25.97* (0.038)	26.88*** (0.000)	9.11 (0.224)	12.06 (0.249)
	SELF_EXT	0.70 (0.529)	1.74* (0.024)	0.20 (0.854)	0.65 (0.151)	-0.23 (0.662)	0.81 (0.448)	0.04 (0.962)	0.88 (0.321)	0.64 (0.531)	-0.39 (0.495)	1.02 (0.129)	0.01 (0.994)
	SELF_AGR	0.76 (0.542)	0.76 (0.368)	-1.52 (0.194)	-1.82 (0.106)	0.25 (0.704)	-1.46 (0.183)	-0.20 (0.827)	0.73 (0.455)	0.34 (0.758)	-0.91 (0.247)	-0.11 (0.869)	-0.41 (0.710)
	SELF_CON	-1.52 (0.275)	-1.61 (0.069)	0.61 (0.656)	1.40 (0.195)	-0.92 (0.156)	-0.39 (0.766)	0.17 (0.851)	-0.63 (0.521)	0.17 (0.385)	-0.32 (0.691)	-0.09 (0.214)	-0.27 (0.870)
	SELF_NEU	-0.33 (0.759)	1.11 (0.124)	0.53 (0.602)	-0.72 (0.447)	-1.33* (0.019)	0.30 (0.758)	0.67 (0.369)	0.04 (0.960)	0.96 (0.320)	-1.07 (0.082)	0.50 (0.449)	0.16 (0.852)
	SELF_OPE	0.102 (0.396)	-0.84 (0.043)	-1.09 (0.362)	-0.86 (0.442)	1.43* (0.021)	1.69 (0.138)	-0.48 (0.616)	0.51 (0.607)	-1.03 (0.380)	0.82 (0.250)	0.17 (0.820)	0.46 (0.683)
KODIS	PARTNER_EXT	0.56 (0.605)	1.80* (0.019)	0.28 (0.794)	-0.91 (0.366)	-0.60 (0.215)	-0.08 (0.940)	0.48 (0.068)	0.35 (0.708)	0.49 (0.115)	-0.90 (0.136)	0.13 (0.084)	0.44 (0.626)
	PARTNER_AGR	0.45 (0.724)	0.52 (0.543)	-1.60 (0.157)	0.36 (0.747)	0.06 (0.921)	0.48 (0.657)	1.45 (0.105)	-0.09 (0.936)	-1.38 (0.211)	-0.35 (0.643)	-0.07 (0.912)	0.62 (0.519)
	PARTNER_CON	-1.84 (0.175)	-1.78* (0.046)	0.29 (0.831)	2.32* (0.030)	-0.48 (0.401)	-1.97 (0.093)	-1.16 (0.221)	0.03 (0.974)	1.21 (0.330)	0.26 (0.720)	-0.20 (0.796)	-1.83* (0.049)
	PARTNER_NEU	-0.71 (0.512)	1.02 (0.153)	0.13 (0.896)	1.16 (0.191)	-0.67 (0.197)	-2.32* (0.022)	1.82* (0.016)	-0.77 (0.389)	1.02 (0.292)	-1.36* (0.013)	0.16 (0.784)	0.44 (0.571)
	PARTNER_OPE	0.77 (0.518)	-0.84 (0.399)	-1.24 (0.287)	0.63 (0.551)	-0.35 (0.578)	-0.94 (0.421)	1.75* (0.044)	-0.04 (0.968)	-1.96 (0.089)	-1.47* (0.033)	-1.32 (0.119)	0.92 (0.321)
	POSITION	1.88 (0.063)	0.37 (0.621)	1.17 (0.213)	0.72 (0.436)	2.27*** (0.000)	-6.54*** (0.000)	1.62* (0.033)	-1.91* (0.023)	1.04 (0.260)	0.90 (0.107)	-1.22* (0.050)	8.29*** (0.000)

Table 11: Summary of all regression results for personality predictors across LLM (L2L) and human (KODIS) conversations, presented by dependent variables for IRP Ratio. Coefficients (B) are reported with p-values in parentheses. *, **, *** indicate $p < .05$, .01, and .001, respectively. Results are from Ordinary Least Squares (OLS) regression with robust standard errors (SE)

		Dependent Variables - IRP Reciprocity											
Dataset	Independent Variables	Cooperative	Competitive	Neutral	Residual	Positive Expectations	Proposal	Concession	Interests	Facts	Proceural	Power	Rights
Gemini 2.0 Flash	CONST	58.18*** (0.000)	1.93 (0.897)	-6.43 (0.642)	43.73*** (0.003)	N.A	28.71*** (0.001)	11.10 (0.442)	14.88 (0.446)	-6.44 (0.642)	N.A	-6.88 (0.652)	8.42 (0.633)
	SELF_EXT	3.08*** (0.000)	1.98 (0.200)	-0.90 (0.575)	-0.83 (0.498)	N.A	2.77** (0.002)	0.32 (0.822)	0.26 (0.879)	-0.90 (0.576)	N.A	3.46* (0.043)	0.16 (0.946)
	SELF_AGR	1.57*** (0.001)	1.31 (0.273)	-0.99 (0.289)	-0.79 (0.475)	N.A	1.99** (0.006)	-0.70 (0.588)	2.61 (0.074)	-0.99 (0.292)	N.A	1.45 (0.285)	0.18 (0.886)
	SELF_CON	0.15 (0.746)	0.93 (0.455)	1.56 (0.129)	-0.04 (0.969)	N.A	0.68 (0.359)	0.99 (0.433)	-0.77 (0.624)	1.56 (0.120)	N.A	0.10 (0.946)	1.45 (0.455)
	SELF_NEU	0.19 (0.705)	0.19 (0.879)	-0.28 (0.855)	-0.52 (0.628)	N.A	-0.64 (0.415)	1.56 (0.247)	0.39 (0.823)	-0.28 (0.855)	N.A	-0.20 (0.882)	0.82 (0.668)
	SELF_OPE	0.68 (0.132)	-0.77 (0.545)	1.07 (0.397)	-1.10 (0.281)	N.A	0.52 (0.641)	0.60 (0.576)	0.45 (0.774)	1.08 (0.397)	N.A	0.90 (0.505)	-1.91 (0.358)
	PARTNER_EXT	-0.15 (0.770)	0.33 (0.815)	2.76 (0.139)	1.61 (0.225)	N.A	0.35 (0.666)	-1.06 (0.442)	-0.82 (0.629)	2.76 (0.139)	N.A	0.47 (0.768)	-0.89 (0.591)
	PARTNER_AGR	-0.41 (0.335)	-0.19 (0.886)	1.63 (0.295)	0.77 (0.456)	N.A	0.73 (0.321)	2.40 (0.033)	-4.46 (0.026)	1.63 (0.295)	N.A	1.89 (0.176)	-3.01 (0.213)
	PARTNER_CON	0.28 (0.534)	1.35 (0.271)	1.40 (0.446)	0.67 (0.711)	N.A	0.67 (0.341)	-0.44 (0.702)	0.17 (0.906)	1.40 (0.448)	N.A	1.45 (0.276)	1.15 (0.348)
	PARTNER_NEU	-0.62 (0.178)	0.36 (0.802)	-0.22 (0.855)	0.43 (0.701)	N.A	-0.62 (0.413)	-1.49 (0.230)	1.79 (0.226)	-0.22 (0.860)	N.A	-0.31 (0.841)	0.42 (0.819)
	PARTNER_OPE	-0.06 (0.899)	1.44 (0.245)	-0.02 (0.154)	-0.62 (0.549)	N.A	0.28 (0.687)	1.24 (0.284)	2.17 (0.099)	-0.02 (0.154)	N.A	0.29 (0.827)	1.34 (0.458)
	POSITION	17.18*** (0.000)	7.75*** (0.001)	-5.34* (0.024)	22.43*** (0.000)	N.A	9.84*** (0.000)	-6.73*** (0.003)	-6.11 (0.067)	5.34* (0.025)	N.A	12.33*** (0.000)	-2.77 (0.339)
Claude Sonnet 3.7	CONST	88.08*** (0.000)	33.23* (0.030)	41.59*** (0.000)	28.74*** (0.000)	41.71 (0.16)	48.41*** (0.000)	18.74*** (0.001)	45.78*** (0.000)	42.90*** (0.000)	N.A	37.02 (0.060)	44.18*** (0.018)
	SELF_EXT	2.83 (0.457)	1.62 (0.162)	2.63*** (0.002)	-1.78 (0.178)	2.67 (0.589)	3.36*** (0.000)	0.60 (0.669)	0.33 (0.779)	-2.90*** (0.001)	N.A	0.76 (0.611)	-0.73 (0.635)
	SELF_AGR	1.04*** (0.001)	-3.39*** (0.004)	-0.84 (0.331)	-1.59 (0.238)	-4.09 (0.628)	1.56 (0.57)	-0.82 (0.532)	4.27*** (0.000)	0.79 (0.367)	N.A	-2.35 (0.091)	-2.57 (0.105)
	SELF_CON	-0.10 (0.699)	1.36 (0.209)	2.56*** (0.004)	-1.63 (0.248)	7.39 (0.041)	-0.40 (0.614)	-1.21 (0.339)	-0.22 (0.832)	2.39*** (0.007)	N.A	0.70 (0.613)	-0.37 (0.804)
	SELF_NEU	-0.24 (0.444)	2.96 (0.019)	0.17 (0.849)	-0.26 (0.817)	2.90 (0.699)	0.97 (0.251)	-1.14 (0.265)	-0.62 (0.560)	1.18 (0.846)	N.A	0.72 (0.666)	0.15 (0.904)
	SELF_OPE	-0.16 (0.566)	-0.51 (0.566)	-0.61 (0.430)	0.62 (0.563)	-4.97 (0.498)	1.52* (0.045)	-0.58 (0.616)	-0.27 (0.787)	0.55 (0.483)	N.A	-0.24 (0.874)	-2.09 (0.025)
	PARTNER_EXT	-0.20 (0.821)	-1.04 (0.219)	-1.35 (0.396)	-1.81 (0.142)	-5.35 (0.036)	-1.81 (0.422)	-0.68 (0.634)	-2.11 (0.040)	-0.68 (0.634)	N.A	-0.72 (0.613)	-0.72 (0.613)
	PARTNER_AGR	-0.87*** (0.001)	-1.67 (0.135)	0.86 (0.326)	1.06 (0.310)	-0.45 (0.974)	-2.10* (0.013)	2.50* (0.042)	-0.70 (0.522)	0.80 (0.358)	N.A	-1.04 (0.431)	-0.75 (0.547)
	PARTNER_CON	0.00 (0.995)	-1.71 (0.156)	-0.59 (0.510)	-1.62 (0.199)	-0.36 (0.972)	0.06 (0.944)	-1.24 (0.319)	-0.46 (0.653)	-0.61 (0.501)	N.A	-0.35 (0.776)	-1.06 (0.421)
	PARTNER_NEU	0.26 (0.394)	-2.78* (0.037)	1.14 (0.200)	1.28 (0.292)	-4.42 (0.609)	-1.65 (0.055)	0.67 (0.625)	-0.30 (0.794)	1.04 (0.243)	N.A	-3.65* (0.018)	-3.81*** (0.005)
	PARTNER_OPE	0.59* (0.036)	1.71 (0.089)	0.41 (0.614)	0.97 (0.080)	-1.70 (0.867)	1.11 (0.141)	0.52 (0.695)	0.33 (0.738)	0.32 (0.697)	N.A	-0.38 (0.762)	-1.48 (0.174)
	POSITION	9.04*** (0.000)	-9.04*** (0.000)	-9.04*** (0.000)	-9.04*** (0.000)	0.88 (0.923)	-0.88 (0.923)	-3.24 (0.078)	-3.24 (0.078)	-3.24 (0.078)	N.A	8.79 (0.040)	8.79 (0.040)
GPT-4o mini	CONST	85.90*** (0.000)	41.39*** (0.000)	21.22* (0.026)	33.16*** (0.000)	20.47* (0.045)	44.14*** (0.000)	38.86*** (0.000)	19.60*** (0.010)	25.31* (0.041)	10.89 (0.341)	35.52*** (0.001)	18.29* (0.028)
	SELF_EXT	0.37 (0.262)	1.40* (0.049)	1.26 (0.156)	1.11 (0.166)	1.86* (0.042)	18.00* (0.002)	-0.15 (0.823)	-0.48 (0.504)	0.09 (0.936)	0.19 (0.931)	-0.10 (0.914)	0.93 (0.234)
	SELF_AGR	1.10*** (0.000)	-1.47* (0.034)	1.57* (0.048)	1.93*** (0.008)	1.10 (0.200)	1.28* (0.024)	0.68 (0.300)	2.81*** (0.000)	-0.14 (0.891)	0.92 (0.292)	-2.87*** (0.003)	1.23 (0.098)
	SELF_CON	-0.40 (0.171)	0.38 (0.571)	-0.14 (0.861)	-1.12 (0.125)	-0.36 (0.659)	0.20 (0.708)	0.77 (0.228)	1.96*** (0.002)	-0.09 (0.928)	1.30 (0.158)	-0.45 (0.596)	0.90 (0.223)
	SELF_NEU	-0.49 (0.123)	1.41* (0.042)	-0.55 (0.516)	-0.39 (0.684)	-0.48 (0.586)	-0.18 (0.756)	-0.40 (0.230)	-1.14 (0.087)	0.27 (0.798)	0.83 (0.387)	0.15 (0.868)	0.82 (0.78)
	SELF_OPE	1.27 (0.074)	0.09 (0.884)	0.06 (0.937)	0.73 (0.091)	1.33 (0.091)	1.33 (0.091)	1.63 (0.043)	1.63 (0.043)	1.63 (0.043)	1.63 (0.043)	1.63 (0.043)	1.63 (0.043)
	PARTNER_EXT	-0.89* (0.013)	0.75 (0.286)	-2.08* (0.012)	-0.73 (0.353)	-2.23* (0.018)	-0.33 (0.584)	0.34 (0.644)	0.56 (0.425)	-1.44 (0.153)	-0.65 (0.515)	-0.30 (0.745)	1.32 (0.093)
	PARTNER_AGR	0.28 (0.315)	0.61 (0.366)	0.06 (0.938)	0.51 (0.480)	0.07 (0.942)	0.49 (0.384)	1.80*** (0.006)	-0.50 (0.463)	-0.72 (0.495)	-1.31 (0.187)	0.10 (0.906)	0.96 (0.203)
	PARTNER_CON	-0.16 (0.593)	-1.42* (0.038)	0.17 (0.836)	-0.79 (0.261)	-1.25 (0.131)	-0.77 (0.159)	0.40 (0.542)	-0.82 (0.196)	-0.71 (0.484)	-0.56 (0.561)	-0.94 (0.300)	-1.15 (0.117)
	PARTNER_NEU	-0.18 (0.564)	-0.33 (0.454)	1.65 (0.056)	-0.27 (0.730)	-1.35 (0.138)	-0.24 (0.676)	0.02 (0.747)	0.56 (0.413)	1.15 (0.185)	1.71 (0.094)	-1.14 (0.074)	-0.44 (0.562)
	PARTNER_OPE	-0.13 (0.912)	-0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)	0.13 (0.843)
	POSITION	-6.59*** (0.000)	13.28*** (0.000)	-3.78* (0.012)	-2.51 (0.051)	-2.24 (0.151)	-16.54*** (0.000)	3.51*** (0.002)	-13.75*** (0.000)	-2.37 (0.194)	-0.71*** (0.000)	8.95*** (0.000)	8.70*** (0.000)
KODIS	CONST	57.31*** (0.004)	37.10 (0.277)	64.62*** (0.009)	11.75 (0.370)	42.83 (0.252)	67.95*** (0.007)	25.03 (0.506)	-21.15 (0.524)	50.88 (0.063)	59.33 (0.084)	43.31 (0.412)	19.94 (0.510)
	SELF_EXT	0.10 (0.949)	0.20 (0.945)	0.65 (0.571)	3.00 (0.304)	-4.78 (0.117)	-0.05 (0.983)	-2.71 (0.385)	0.52 (0.849)	0.74 (0.741)	-0.78 (0.816)	0.07 (0.987)	-1.87 (0.527)
	SELF_AGR	-0.74 (0.071)	-3.12 (0.325)	0.73 (0.742)	-1.84 (0.559)	-4.73 (0.214)	-0.06 (0.980)	-0.08 (0.982)	4.58 (0.054)	1.10 (0.669)	1.64 (0.621)	-5.50 (0.186)	0.70 (0.773)
	SELF_CON	0.01 (0.985)	-0.68 (0.332)	1.00 (0.453)	0.00 (0.985)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)	1.00 (0.453)
	SELF_NEU	1.06 (0.521)	2.45 (0.356)	0.41 (0.820)	0.08 (0.964)	-2.76 (0.208)	0.08 (0.964)	-2.21 (0.455)	4.14 (0.093)	1.39 (0.475)	0.25 (0.930)	1.53 (0.681)	1.48 (0.522)
	SELF_OPE	4.03* (0.039)	0.31 (0.927)	1.72 (0.463)	-1.76 (0.600)	1.12 (0.578)	3.71 (0.120)	-6.58* (0.042)	2.87 (0.344)	1.42 (0.577)	6.12 (0.141)	2.31 (0.647)	2.80 (0.296)
	PARTNER_EXT	2.24 (0.200)	0.87 (0.764)	0.76 (0.717)	0.56 (0.844)	-4.28 (0.080)	-0.32 (0.880)	5.58 (0.024)	-1.80 (0.724)	6.34 (0.058)	-2.86 (0.463)	1.57 (0.506)	1.67 (0.506)
	PARTNER_AGR	2.41 (0.195)	4.86 (0.015)	-2.96 (0.176)	0.87 (0.798)	-0.66 (0.847)	-2.89 (0.238)	1.37 (0.685)	2.92 (0.425)	-3.25 (0.201)	1.11 (0.773)	3.29 (0.051)	3.32 (0.182)
	PARTNER_CON	-4.98*** (0.008)	-4.32 (0.171)	1.14 (0.641)	4.66 (0.164)	3.53 (0.279)	-3.44 (0.180)	-1.57 (0.619)	-2.82 (0.427)	0.66 (0.449)	4.48 (0.191)	1.77 (0.675)	-9.25*** (0.002)
	PARTNER_NEU	-1.01 (0.942)	-1.01 (0.942)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	-5.99* (0.013)	1.07 (0.895)	1.07 (0.895)
	PARTNER_OPE	0.09 (0.959)	0.81 (0.790)	-1.64 (0.489)	6.13* (0.048)	3.11 (0.242)	-2.88 (0.250)	2.82 (0.390)	-1.89 (0.548)	-2.22 (0.390)	-2.68*** (0.010)	-4.84 (0.263)	3.65 (0.174)
	POSITION	-3.86* (0.015)	8.36*** (0.004)	3.94* (0.037)	1.53 (0.550)	1.94 (0.487)	-5.41*** (0.009)	0.50 (0.861)	1.40 (0.584)	1.58 (0.446)	54.53*** (0.000)	-2.75 (0.447)	7.83* (0.010)

Dataset	Independent Variables	Dependent Variables - IRP (De)Escalation Ratio	
		<i>Descalation</i>	<i>Escalation</i>
Gemini 2.0 Flash	CONST	49.00*** (0.000)	8.59 (0.312)
	SELF_EXT	4.13** (0.002)	0.46 (0.584)
	SELF_AGR	1.91 (0.131)	0.92 (0.125)
	SELF_CON	-0.77 (0.499)	0.12 (0.850)
	SELF_NEU	0.51 (0.644)	-0.27 (0.684)
	SELF_OPE	1.13 (0.287)	0.09 (0.891)
	PARTNER_EXT	2.85* (0.023)	0.36 (0.625)
	PARTNER_AGR	1.66 (0.199)	0.88 (0.139)
	PARTNER_CON	-1.86 (0.084)	-0.19 (0.766)
	PARTNER_NEU	-1.72 (0.167)	-0.33 (0.627)
	PARTNER_OPE	-1.55 (0.161)	0.01 (0.982)
	POSITION	-19.33*** (0.000)	3.30** (0.003)
Claude Sonnet 3.7	CONST	96.69*** (0.000)	19.60*** (0.001)
	SELF_EXT	-0.41 (0.494)	0.88 (0.056)
	SELF_AGR	0.00 (1.000)	-2.45*** (0.000)
	SELF_CON	-0.64 (0.239)	-0.33 (0.447)
	SELF_NEU	-0.14 (0.734)	1.02* (0.024)
	SELF_OPE	0.10 (0.691)	-0.25 (0.480)
	PARTNER_EXT	-0.01 (0.984)	-0.22 (0.606)
	PARTNER_AGR	-0.30 (0.512)	0.06 (0.881)
	PARTNER_CON	0.41 (0.498)	-0.36 (0.413)
	PARTNER_NEU	1.37 (0.095)	0.47 (0.242)
	PARTNER_OPE	-0.01 (0.975)	-0.32 (0.405)
	POSITION	-1.05 (0.374)	6.85*** (0.000)
GPT-4o mini	CONST	80.61*** (0.000)	30.55*** (0.000)
	SELF_EXT	0.45 (0.318)	0.40 (0.428)
	SELF_AGR	1.83*** (0.000)	-1.37** (0.004)
	SELF_CON	0.44 (0.301)	0.50 (0.290)
	SELF_NEU	-0.35 (0.386)	0.70 (0.159)
	SELF_OPE	0.05 (0.905)	-0.04 (0.928)
	PARTNER_EXT	-0.69 (0.158)	1.56** (0.002)
	PARTNER_AGR	0.64 (0.100)	0.11 (0.808)
	PARTNER_CON	-0.07 (0.867)	0.01 (0.983)
	PARTNER_NEU	0.20 (0.645)	0.70 (0.150)
	PARTNER_OPE	-0.01 (0.970)	-0.21 (0.639)
	POSITION	-7.57*** (0.000)	11.21*** (0.000)
KODIS	CONST	105.01*** (0.000)	28.92 (0.084)
	SELF_EXT	2.84 (0.134)	0.68 (0.603)
	SELF_AGR	-0.35 (0.873)	-0.73 (0.624)
	SELF_CON	-2.09 (0.284)	-1.68 (0.284)
	SELF_NEU	-2.61 (0.146)	1.01 (0.436)
	SELF_OPE	1.33 (0.511)	0.56 (0.727)
	PARTNER_EXT	-0.50 (0.748)	0.16 (0.904)
	PARTNER_AGR	0.27 (0.882)	1.42 (0.334)
	PARTNER_CON	-1.37 (0.440)	-2.40 (0.126)
	PARTNER_NEU	-0.10 (0.954)	-0.13 (0.919)
	PARTNER_OPE	-1.34 (0.485)	0.08 (0.956)
	POSITION	0.44 (0.801)	8.25*** (0.000)

Table 13: Summary of all regression results for personality predictors across LLM (L2L) and human (KODIS) conversations, focusing on dependent variables related to escalation and de-escalation. Coefficients (B) are reported with p-values in parentheses. *, **, *** indicate $p < .05$, $.01$, and $.001$, respectively.