**COMMITTEE ON THE USE OF HUMAN SUBJECTS**

**Request for Approval of Human Subjects Research**

**FROM:**

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**PROJECT TITLE**:

Creating a Chat Negotiation Agent

**ANTICIPATED FUNDING SOURCE:**

***1. A summary of the purpose of the research*.**

The goal of this research is to develop automated agents that can interact proficiently with people. Toward this goal we need to collect data both on all human negotiations and of automated agents that negotiate with humans. Human participants will be asked a series of demographic questions, and will then engage in a negotiation task with other participants or a computer agent.

***2. Give details of procedures that relate to subjects' participation***

***(a) How are subjects recruited?***

The subjects will be adults that will be recruited by posting an announcement on the university’s email list and / or through lecturers inviting their students in class to participate.

***(b) Salient characteristics of subjects--number who will participate, age range, sex, institutional affiliation, other special criteria****:*

We will recruit a maximum of 30 subjects per condition. We will recruit a roughly equal number of men and women. All participants will be 18 years of age or older and will voluntarily participate in the study. We may pay students to participant. If this is the case, we will give them a fixed amount of 30 NIS for participating in the study with up to additional 20 NIS given based on their performance.

***(c) Describe how permission has been obtained from cooperating institution(s)--school, hospital, corporation, prison, or other relevant organization. (Append letters.) Is the approval of another Institutional Review Board required?***

Not applicable

***(d) What*** ***do subjects do, or what is done to them, or what information is gathered? (Append copies of instructions or tests or questionnaires.) How many times will observations, tests, etc., be conducted? How long will their participation take?***

Study 1: Participants will first fill out a pre-negotiation survey with basic demographic questions; no names or identifying information will be collected. Pairs of participants will negotiate with each other through a computerized program. They will be required to negotiate in a scenario covering multiple issues (e.g., if an employer -- employee scenario is given, they will have to negotiate issues such as salary, job description and hours worked). The negotiation will last no longer than 45 minutes or until participants reach agreement, whichever happens first. Following completion of the task, participants will fill out an additional survey about how the negotiation went, and then be thanked and debriefed.   
  
Study 2: 60 people will be recruited to negotiate with a computer agent. Participants who participated in study 1 will be excluded from study 2, in order to maintain the scientific integrity of the study. Participants will be randomly assigned to the role of recruiter or employee for the negotiation task. Participants will first fill out a pre-negotiation survey with basic demographic questions. Though participants are negotiating with a computer and not another participant, the same questionnaires and negotiation task will be used in study 2 as in study 1. No names or identifying information will be collected. Participants will be randomly assigned to one of two different computerized agents: one that uses "honor language" (appeals to integrity, promises, connections) and the other that uses "interest-based language" (appeals to facts, logic, rationality). The negotiation will last no longer than 45 minutes or until participants reach agreement, whichever happens first. Following completion of the task, participants will be thanked and debriefed.

***4. How do you explain the research to subjects and obtain their informed consent to participate? (If in writing, append a copy of consent form.) If subjects are minors, mentally infirm, or otherwise not legally competent to consent to participation, how is their assent obtained and from whom is proxy consent obtained? How is it made clear to subjects that they can quit the study at any time?***

Participants will be requested to enter the study’s website where they are informed of the study’s directions for participating in the study. As university students are participating, no concerns regarding minors exist. The subjects can leave the study at any time, and are not required to join any further studies.

***5. Do subjects risk any harm--physical, psychological, legal, social--by participating in the research? Are the risks necessary? What safeguards do you take to minimize the risks?***

There are no anticipated risks to participants. Participants will engage in a negotiation task similar to what one might engage in on a daily basis as part of a job or community responsibility.

***6. Are subjects del******iberately deceived in any way? If so, what is the nature of the deception? Is it likely to be significant to subjects? Is there any other way to conduct the research that would not involve deception, and, if so, why have you not chosen that alternative? What explanation for the deception do you give to subjects following their participation?***

No they are not.

***7. How will participation in this research benefit subjects? If subjects will be "debriefed" or receive information about the research project following its conclusion, how do you ensure the educational value of the process? (Include copies of any debriefing or educational materials)***

This study is not intended to benefit the individual participants involved. However, this research will provide overall benefits in the form of improved knowledge regarding culturally sensitive negotiation practices. The goal of this research is to gain a better understanding of negotiation and conflict resolution in Israel. It is our hope that this will facilitate positive intergroup interaction and collaboration, particularly for trade, diplomacy, military action, and intelligence gathering.

***8. How are confidentiality and/or anonymity assured? At what stage are identifiersremoved from the data? If identifiers must be retained, please explain why***.

We will assign each subject a unique id. During the analysis of the data, subjects will only be identified using this identification. Personal information (such as sex, age, education) will be retained but no information will be used to make a connection between the actual identify of the participant and their identification number or the corresponding data record.

***9. Will research data (written or otherwise recorded) be destroyed at the end of the study? If not, where and in what format and for how long will they be stored? To what uses--research, demonstration, public performance, archiving--might they be put in future? How will subjects' permission for further use of their data be obtained?***

The data will not be destroyed at the end of the study but will be archived indefinitely in secured digital form.