Spoken Dialogue Models for Virtual Humans

David Traum USC Institute for Creative Technologies (ICT) ALTA December 4, 2009



Outline

- Overview of ICT
- Dialogue Genres
- ICT Conversational Systems and Architectures
 - Question-answering characters: Sgt Star & Interfaces
 - Transaction Dialogue: Radiobots
 - Bargaining Dialogue: TACQ
 - Multiparty Negotiation Dialogue: MRE & SASO



Overview of ICT

- Part of University of Southern California (USC)
 - basic and applied research in immersive technologies to advance and maintain the state-of-the-art for human synthetic training experiences so compelling that participants will react as if they are real.
 - Partnership of academic research community with entertainment industry
 - Founded in 1999
 - http://ict.usc.edu/



ICT Research Areas

Graphics

USC

- Make objects and people look real

Mixed Reality

- Immersive environments that engage the full palette of human senses

Virtual Humans

- Simulate the human element

Social Simulation

- Simulate groups of people, populations
- Learning and Therapeutic Sciences
 - Design and manage the experience for effective learning and therapy
- Systems Engineering and Integration
 - Leverage game engines and digital assets for prototype development



Spoken Dialogue: Participating in Conversation

Understanding Human Language

- What does a person say?
- What does the speech mean?
 - In context of current interaction
 - What did the person try to accomplish?
 - In terms the virtual human can understand

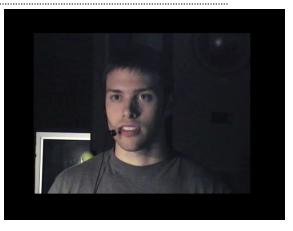
Integrating Language & Managing Dialogue

- How does speech affect virtual human?
 - What new information is provided? What updates have to be done?
 - What opportunities are opened for addressing vhuman goals?
 - What new obligations and threats must be managed?
 - How is this information communicated to other modules
 - (e.g., planning, emotion)?

Producing Language

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- Deciding when to speak (or listen or act)
- Deciding what to say
 - choosing the appropriate meaning
- Deciding how to say it
 - so partner can understand it
 - So expression seems natural

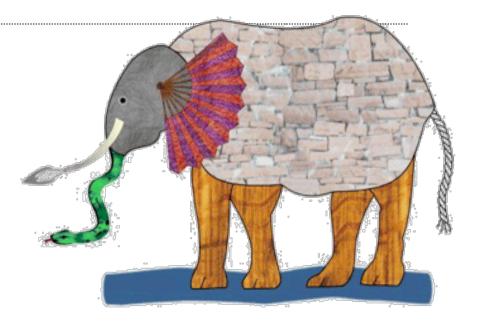






Theory of Dialogue?

- The Blind Men and the Elephant
- The first blind man put out his hand and touched the elephant's side. "How smooth!" he said. "An elephant is like a wall."
- The second blind man touched the trunk. "How round! An elephant is like a snake."
- The third blind man touched the tusk.
 "How sharp! An elephant is like a spear."
- The fourth blind man touched the leg. "How tall and straight! An elephant is like a tree."
- The fifth blind man touched the ear.
 "How wide! An elephant is like a fan."
- The sixth blind man touched the tail.
 "How thin! An elephant is like a rope."



- •Dialogue is air/railroad booking
- Dialogue is direction giving
- Dialogue is small-talk/story telling
- •Dialogue is meeting planning
- Dialogue is call-routing
- •(multiparty) Dialogue is meetings



Dialogue Genres: Matching the Problem with the Solution

There is no "one-size fits all" solution

- Natural language dialogue is an "Al-complete" problem
 - need all knowledge and human-level reasoning for the general case

But many types of dialogues can be handled!

- Many sub-problems can be (and have been!) solved for practical purposes
 - e.g., limited voice menu, database retrieval
- Many proposed techniques: ranges of applicability, resource requirements, generality, accuracy, costs (development time and runtime), scalability

Dialogue Genre taxonomy

Analyze complexities and requirements of domain and pair with best processing methods



Aspects of Taxonomy of Dialogue System Genres

- Goals of Dialogue System
- Complexity of Behavior
- Context for Dialogue
- Type of User



Goals of Dialogue Agent

External view (black box)

- Surface behavior
- Holistic performance/acceptability

internal view (glass box)

- internal coherence/representational fidelity
- fidelity of a subsystem



Complexity of Behavior

- Simple isolated phenomenon or function
 - e.g. backchannel
- Toy domains
- Simple tasks
- More complex tasks
- Extended interaction/multiple tasks



Dialogue Context

- In the wild, or controlled/manipulated for experiment
- Participants
 - Individual differences: skills, beliefs, goals, culture, personality, etc
- Activity
- Location
- Artifacts
- Noise



Degrees of robustness: type of user

- Demo
- Trained user
- Motivated user
- General populace
- Red team



Spiral methodology:

 For a given system, start with simple version

Then Add

- -more robustness,
- -more accurate model of phenomena,
- -more complex phenomena handled,
- -more complex tasks handled



Parsimonious Dialogue Modelling



Ockham wielding razor

USC

 What should go in computational dialogue model?

Not full theory:

- too complex
 - Hard to calculate
 - Too slow
- not needed
 - Only some aspects will come up in any interaction



Which Razor?

History of Shaving

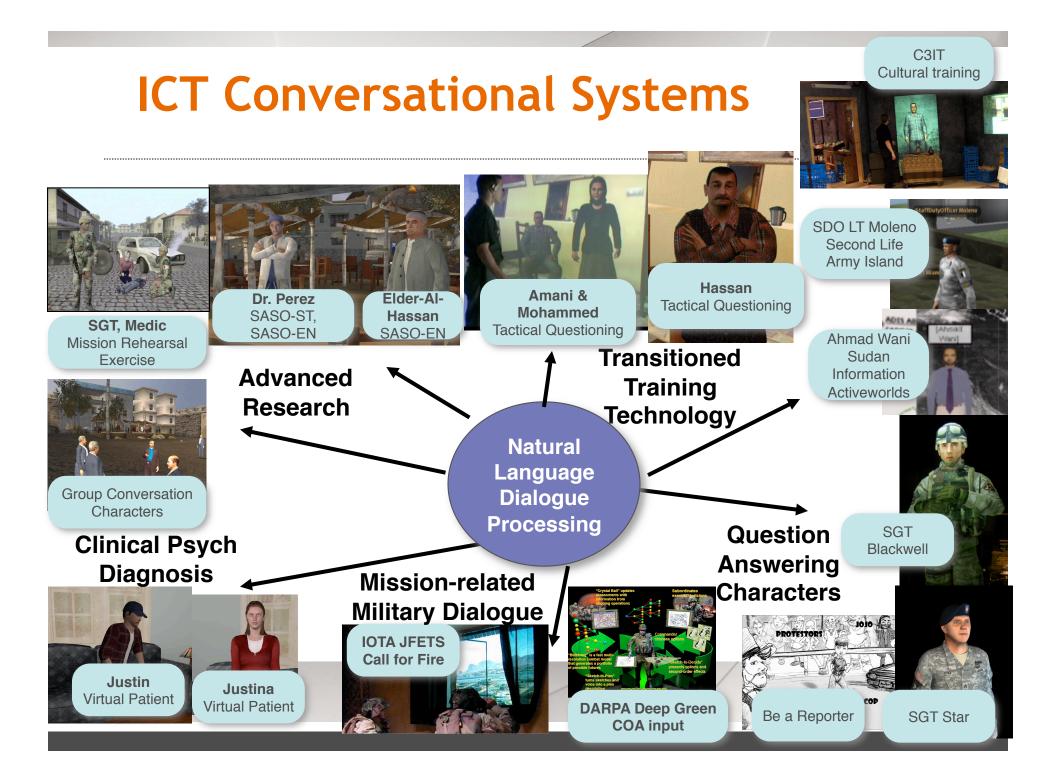
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- Represent only with evidence from data
- Represent only if functional consequence
- Represent only if simplest way to achieve consequence
- Represent only if necessary function for task









Dialogue Genres & Architectures for ICT Dialogue Agents

- Question-answering characters
 - Be interviewed
 - Respond in character
- Transaction Dialogue
 - Exchange information
 - Perform requested service

Bargaining Dialogue

- Beliefs, Goals, Policies
- Deceptive & Uncooperative Behavior
- Negotiation

USC

- Assess alternative courses of action
- Proposing and reacting to proposals
- Coming to agreement

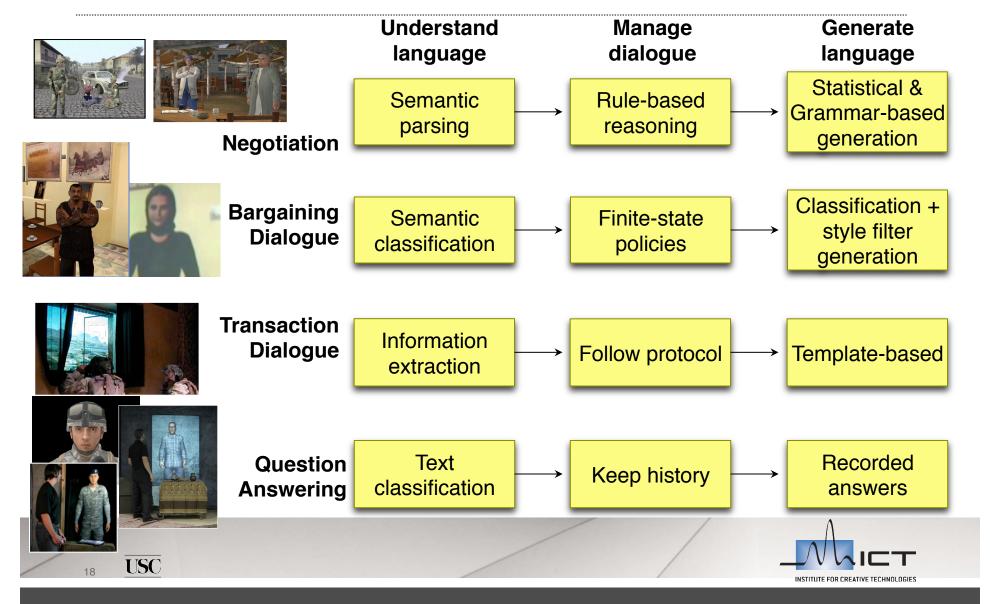
- **Background Conversation**
 - Group conversation simulation
 - Personality and cultural influence on behavior

Mediated Conversation

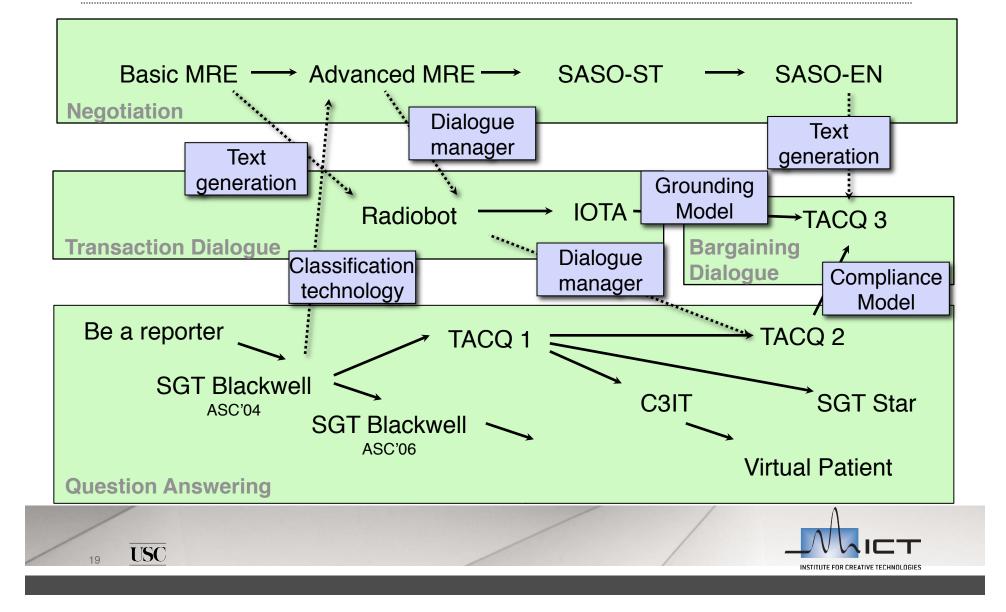
- Translator
- Moderator
- IUI for backend



NL Dialogue Processing: best techniques for genre & sub-task



Evolution of Virtual Human Dialogue Capabilities



Examples of ICT Question-answering Characters



Be a Reporter



USC

20

SGT Blackwell



C3IT/TACQ: Raed



BMOS Interfaces Ada & Grace

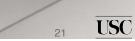




SGT STAR (from LABTV segment)









Unified tool for Question-answering Character language interaction

- Authoring environment: input questions, answers, links
- Trainable Cross-language relevance model classifier
- Runtime environment
 - Accepts a variety of message inputs include ASR interface, email & chat
 - Limited dialogue manager settings
 - Output text or virtual human message formats (FML/BML)

Now part of Virtual Human toolkit

- Available free for Academic Research Use:
- <u>http://vhtoolkit.ict.usc.edu/index.php/Main_Page</u>



NPCEditor: Sgt Star Utterances View

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Utterances Settings People Classifiers Conversations Chat

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	2	. how often do you work	1 Anybody	Anybody	28/	2	. Hoo	ah! I love talking ab	5 sgt sta	ar love-talki	. 28/
	3	. how often do you do p_t?	1 Anybody	Anybody-	28/	3	. Who	o doesn't know what	7 sgt sta	ar everyone	28/
	4 6	. Who are you, Soldier	1 Anybody	Anybody-1	28/	4	. It's	the universal Soldier'	6 sgt sta	ar everyone	28/
	5 6	. Introduce yourself, please	1 Anybody	Anybody-2	2 28/	5	. We	l, it can mean nearly	11 sgt sta	ar what-hoo	. 28/
	6	. Why don't we talk about	1 Anybody	QST0002	28/	6	. Hoo	oah can mean yes. h	11 sgt sta	ar what-hoo	. 28/
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	8	. what time do you wake	1 Anybody	Anybody-	28/	8	. Hoo	oah can mean I copy,	11 sgt sta	ar what-hoo	. 28/
	9	. Sergeant, not sure every	2 Anybody	QST0003	28/	9	. But	there's more!	6 sgt sta	ar but-there.	. 28/
	10	. I do not think everyone	2 Anybody	Anybody-3	3 28/	10	. Hoo	bah	24 sgt sta	ar hooah-do.	28/
	11	. For the few who don't k	4 Anybody	QST0004	28/	11	. You	mean besides bein	11 sgt sta	ar handsome	28/
	12	. Tell us what hooah means	4 Anybody	Anybody-4	4 28/	12	. I wa	as created for Go_Ar	11 sgt sta	ar who-creat.	28/
	13	. Hooah, Sergeant, I think	1 Anybody	QST0005	28/	13	. Sur	e, I see em too, little	5 sgt sta	ar i-see-littl	. 28/
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	15	. Hooah Sergeant, that's	1 Anybody	Anybody-6		15	. Mos	st of the time I under	3 sgt sta	ar can-unde.	. 28/
	16	. Roger that, we'll save it	1 Anybody	QST0006	28/	16	. Wel	l assuming Hollywoo	9 sgt sta	ar future-ass	28/
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Cross-Language Relevance Model

(Leuski et al, Sigdial 2006)

- Relevance Model: P(wIR) prob that a random word from appropriate answer is w. P(wIR) ~apprx P(wIQ)
- Estimate P(wIQ) prob observing word w in an answer given question

$$P(w|Q) = \frac{\sum_{s} \alpha_{A_s}(w) \prod_{i=1}^{m} \pi_{Q_s}(q_i)}{\sum_{s} \prod_{i=1}^{m} \pi_{Q_s}(q_i)}$$

Estimate P(wIA) - prob observing word w in an answer given answer

$$P(w|A) = lpha_A(w) \qquad lpha_x(w) = \lambda_lpha rac{\#(w,x)}{|x|} + (1-\lambda_lpha) rac{\sum_s \#(w,x)}{\sum_s |x|}$$

Compare two probabilities: Minimize D(pqllpa)

$$D(p_q||p_a) = \sum_{w \in V} P(w|Q) \log \frac{P(w|Q)}{P(w|A)}$$

[Victor Lavrenko. 2004. A Generative Theory of Relevance.]



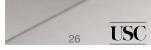
NPCEditor: Sgt Star Chat view

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	nt blend of pixels, polygons and programming, coupled with real time animation and spoken word interface, I can do my very best to answer your questions on Army
careers	And my lips move when I do it.
ID S	core / Text
	-4.983 Who me? Oh, I'm Sergeant Star! I'm a virtual character. Maybe you've seen me before on the web at Go_Army dot com. But there, I'm stuck looking like this. But now with a bri
	-6.074 Hello! Welcome to the National Conference for the Civilian Aids to the Secretary of the Army. My name is Sergeant STAR, and I'm a virtual character. Maybe you've seen me b
	-6.463 I love being part of Go_Army dot com. Hooah! Say, by the way, you know where I got my name? It stands for Strong, Trained, and Ready. Get it, S T A R, Star! Describes me p
	-6.482 Hey, look at me! I'm a technological marvel. I have real-time speech recognition, cutting edge computer animation and a brain full of knowledge.
15	-6.492 Most of the time I understand what someone is saying. Every once in a while I have trouble interpreting the question. But like the Army, I'm improving daily.
81	
	-6.509 Well, if you mean do I have a pet, the answer is no. But I've asked the good folks at the University of Southern California's Institute for Creative Technologies to make me a dog
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Ada & Grace at Boston Museum of Science







Ada & Grace at Boston Museum of Science





Second Life: Staff Duty Officer Moleno (Jan et al IVA 2009)



Transaction-dialogue: Radiobots for Simulation

Minor MRE Radio Characters



Radiobots for JFETS



- Dialogue systems play role of Radio operators in military simulation
- Trainee-Interface to simulation for structured tasks, e.g.
 - 9-line medevac call
 - Artillery Call for Fire.



JFETS-IOTA Radiobots



Goal: Automating Radio Calls for Fire in the JFETS Environment



Example Radiobot Interactions

- G91: steel one niner this is gator niner one , adjust fire over ,
- S19: gator nine one this is steel one nine, adjust fire out,
- **G91:** grid four five one, three six four over
- S19: grid four five one three six four out,
- G91: one z_s_u in the open , i_c_m in effect over ,
- S19: one z_s_u in the open , i_c_m in effect out .
- S19: message to observer . kilo alpha high explosive four rounds . adjust fire target number alpha bravo one zero zero zero over ,
- G91: message to observer , kilo alpha , high explosive in effect four rounds , target number alpha bravo one zero zero break ,
- S19: shot over,
- G91: shot out,
- S19: splash over,
- G91: splash out

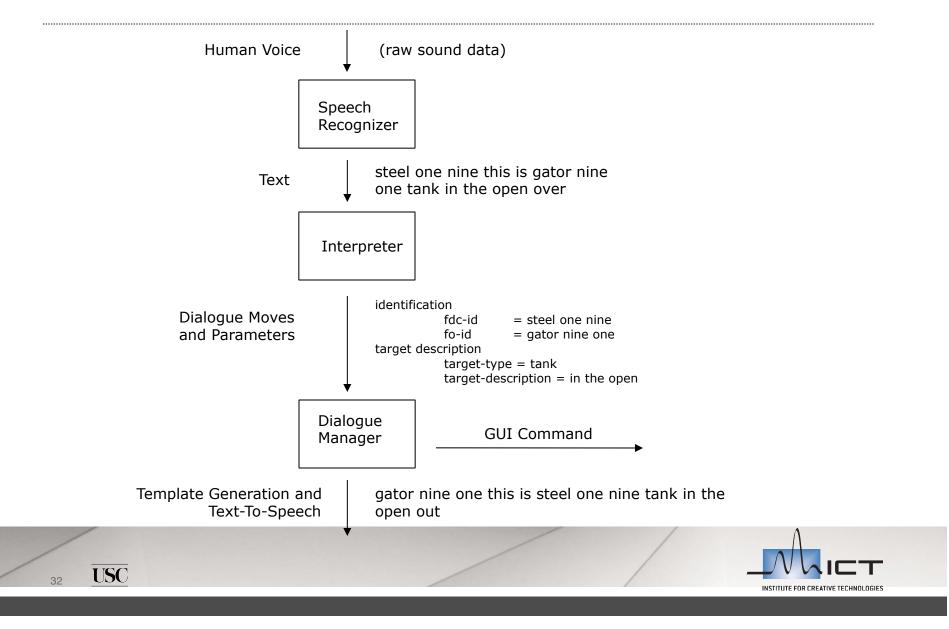
- G91: steel one nine this is gator nine one , adjust fire polar over ,
- S19: gator nine one this is steel one nine , adjust fire polar out ,
- G91: direction five nine seven zero , distance four eight zero over ,
- S19: direction five nine seven zero , distance four eight zero out ,
- G91: one b_m_p in the open, d_p_i_c_m in effect over.
- S19: one b_m_p in the open . i_c_m in effect out .
- S19: message to observer . kilo bravo high explosive four rounds . adjust fire target number alpha bravo one zero zero two over
- G91: message to observer , kilo alpha quick in effect h_e four rounds , target number alpha bravo one thousand two over ,
- S19: shot target number alpha bravo one zero zero two over ,

G91: shot out,

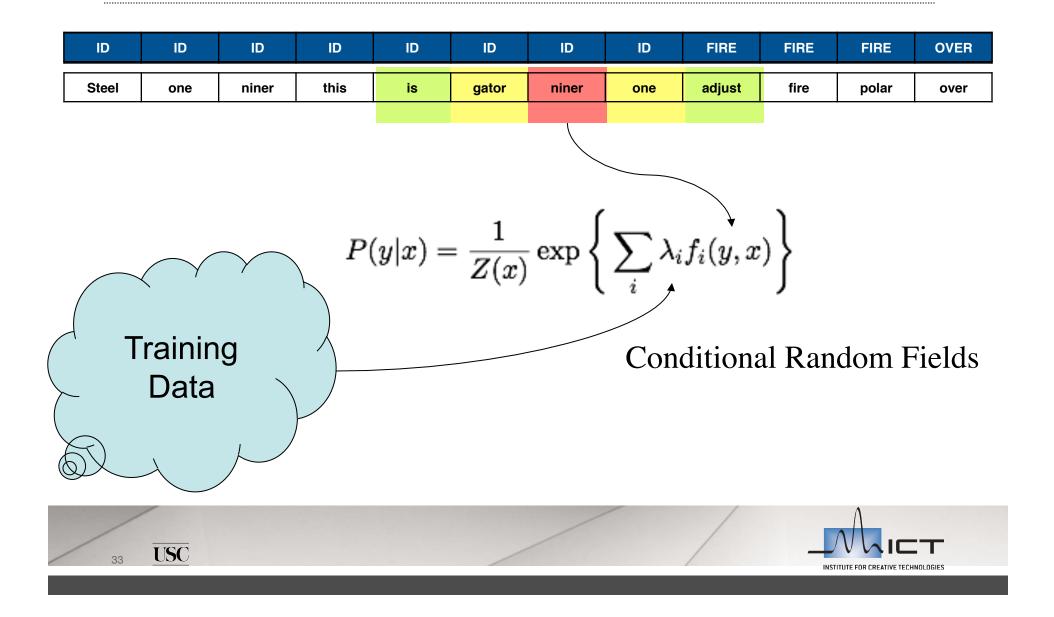




IOTA Language Processing



Language Processing: Interpretation



Language Processing: Dialogue Management

Information State approach:

Information important to the dialogue Rules for actions based on incoming and existing information

Example Information:

Mission Information

Warning Order fire for effect Target Location grid 456372

Target Description bmp in the open

Adjust Information

Drop / Add Left / Right Kind of Adjust - 5 0 (drop five zero)
 0 (none)
 fire for effect
 adjusting

Example Rule:

Phase

USC

If incoming move is a target description reply to RTO: confirmation of target description if enough mission information exists: send mission to simulator



Language Processing: Dialogue Management (2)

- Tracks evidence of *grounding*: how well the information is mutually understood.
 - Rule-based system developed from corpus analysis
 - Useful for determining:
 - Exactly what information the trainee grounded and to what extent
 - Whether problems should be handled mid-dialogue or in After Action Review
 - How strict the dialogues should be (as determined by the operator)
- Example:

USC

- IOTA: Message to observer, kilo, two rounds, target number alpha bravo zero zero one, over.
- Trainee: Roger, message to observer, target number alpha bravo zero zero one, out.

Antonio Roque and David Traum, "Degrees of Grounding Based on Evidence of Understanding," SIGdial 2008.



System Performance

(Robinson et al Army Science Conference 2006)

Speech Recognition component

- Word Error Rate: 9.7%
- F-score: 0.93

Interpreter component

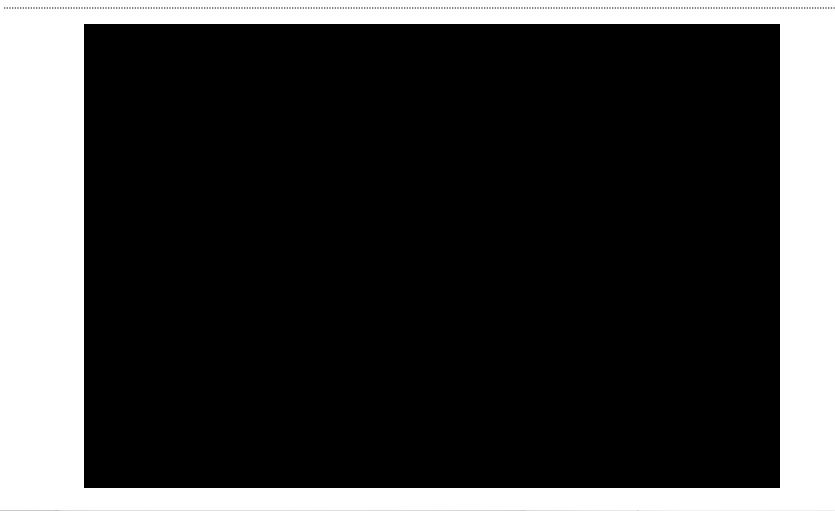
- F-score: 0.98 on transcribed data
- F-score: 0.93 on Speech Recognition output

Task completion (entire system)

- With human operator supervision: 97.5%
- With no human operator supervision: 85.5%









Bargaining Dialogue

TACQ Amani



TACQ Hassan 3



USC

38

When to use?

- Too complex for Text Q&A classification (Semantic Content, sequences, context, deception)
- Not straightforward transaction (uncooperative, policies)
- not essential to have Planning, detailed emotion, complex semantics, detailed negotiation

<u>Speaker</u>	Utterance	Dialogue Move	
Trainee	Who is collecting the tax?	Question about tax collector	
Hassan	My family's safety is very important to me.	Elicitation of family protection	
Trainee	We can protect your family.	Offer of family protection	
Hassan	Indeed, you might say that I collect the taxes.	Assertion about tax collector	



TACQ: Tactical Questioning HUMINT: Human Intelligence

- Tactical Questioning dialogues are those in which small-unit military personnel, usually on patrol, hold conversations with individuals to produce information of military value (Army 2006)
- "As you speak to these young [Iraqi] men, appeal to their sense of honor and make them feel important." (Paul, 2006)

Genre Source material :

- Matthew C. Paul, "Tactical Questioning: Human Intelligence Key to Counterinsurgency Campaigns", Infantry Magazine, Jan-Feb 2006
- Department of the Army, FM 2-22.3, "Human Intelligence Collection Operations", 2006.
- William Wunderle, "Through the Lens of Cultural Awareness: A Primer for US Armed Forces Deploying to Arab and Middle Eastern Countries"
- Richard H. Shultz Jr. & Roy Godson, "Intelligence Dominance: A better way forward in Iraq", The Weekly Standard, Volume 011, Issue 43, 7/31/2006
- Marine Corps Intelligence Agency (MCIA), "Iraq Culture Smart Card: Guide for Cultural Awareness", May 2006.





TACQ Hassan: An uncooperative Virtual human



USC

Dialogue Fragment with Hassan

Trainee I'd like to talk about the marketplace

Hassan I hope you do not expect me to tell you anything

Trainee I just want to know why people aren't using the marketplace

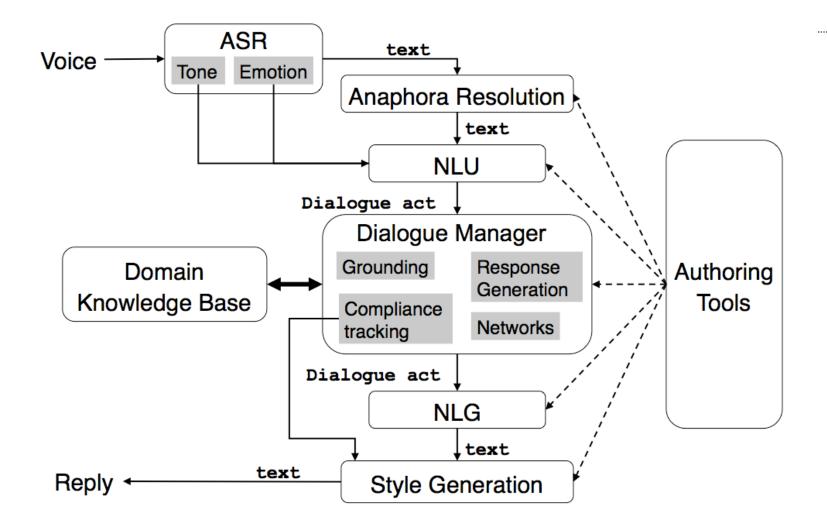
Hassan I don't feel like answering that

Trainee I think you know something about a tax

Hassan I am simply doing business. It is rude of you to imply otherwise



TACQ Version 3 Architecture





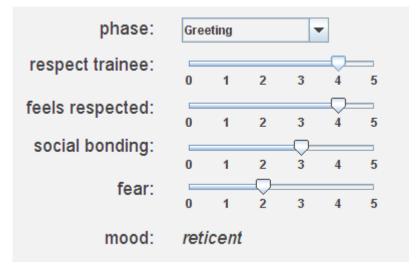
TACQ Video Presentation





Dialogue Management: Compliance

- When should the character comply (ex: provide useful information)?
- Developed domain-specific model of emotions and social interactions
 - rules define how speech acts affect emotions. ex: social talk by the trainee increases social bonding
 - rules define how the emotions combine to create mood of compliance. ex: if respect and social bonding are above a threshold, comply



Antonio Roque and David Traum, "A Model of Compliance and Emotion for Potentially Adversarial Dialogue Agents," SIGdial 2007.

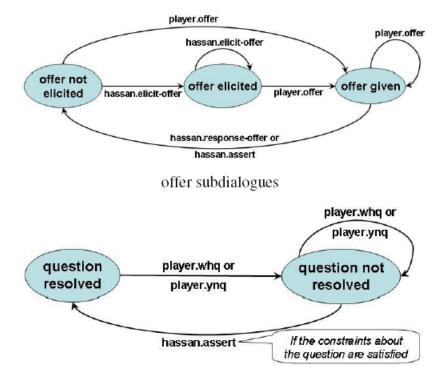


Dialogue Management: Deciding on a Reply

 Use networks to track subdialogues

44

- tracks state of questions being discussed, offers made/resolved, etc
- suggest possible replies
- defines constraints that must be satisfied for a given reply to be made



question-answer subdialogues

Sudeep Gandhe, David DeVault, Antonio Roque, Bilyana Martinovski, Ron Artstein, Anton Leuski, Jillian Gerten, David Traum, "From Domain Specification to Virtual Humans: An integrated approach to authoring tactical questioning characters," Interspeech 2008.



Dialogue Management and Personality

- Allow character authors to use dialogue manager parameters to express a character's personality
 - updating emotions
 - types of replies made
- Studying the extent to which humans can identify personality expressed through dialogue behavior
 - to what extent do other issues (voice, gesture) interact?
 - what kinds of personalities can be identified?

74 tk	
Please select from possible the values: 1 = low value for the trait 5 = high value	
Anxiety	1 🗄
Assertiveness	low 🗄
Pace: Minumum small talk turns	4
Pace: Maxium small talk turns	100
Modesty	low 🚊
Trustingness	1 🗄
Honesty	High 🚊
Vulnerability	1 🗘 High 🗄 1
Positive Emotion	1 🗄
	Select SCXML file

Michael Rushforth, Sudeep Gandhe, Antonio Roque, Nicolle Whitman, Sarrah Ali, David Traum, "Varying Personality in Spoken Dialogue with a Virtual Human", IVA 2009 poster.



Grounding in Dialogue Management

- Grounding improves dialogues
 - track degrees of groundedness of dialogue topics
 - make grounding utterance when material is not grounded enough
 - in human-user experiments, such virtual humans are perceived as making more appropriate responses

<u>Speaker</u>	<u>Utterance</u>	<u>Speech Act</u>
Trainee	Who is collecting the tax?	Question about tax collector
Hassan	So, you ask about the tax collector. My family's safety is very important to me.	Grounding: Repetition Elicitation of family protection

Antonio Roque and David Traum, "Improving a Virtual Human Using a Model of Degrees of Grounding," International Joint Conference on Artificial Intelligence (IJCAI) 2009.



🖄 Domain Editor [hassan_project.xml] File Project Help Objects Values Characters 📑 Obj: tax *** ALL *** *** ALL *** *** ALL *** ← ☐ Attributes Obj: hassan hassan [true] Ch: hassan Atr: collector Obj: imam tax-collecting-soldier [false] Ch: player Atr: instigator Obj: sunnis Obj: market Obj: tax - C Attitudes Obj: tax-collecting-soldier Actions Obj: player - 🗖 Goals Obj: player ← 📑 Compliments 🗠 🗂 Insults Dialogue Act **Dialogue Act Types** Dialogue Acts (3) <dialogue act speaker="player"> *** ALL *** (5 + 17) player:whq-hassan-assertion-4 player:yng-hassan-assertion-4 <whq> ← 📑 primitive (2) <primitive dialogue act> player:yng-hassan-assertion-5 ← 🗂 elicit (3) <object name="tax"> ∽ 📑 response (0) <attribute name="collector"/> </object> other (17) </primitive dialogue act> </whq> </dialogue act> 4 Þ Surface Text not yet no.i don't understand what is this tax you are referring to . are you co+ ah who is collecting the tax ۰ who is collecting the tax at the market? ok well maybe could you just tell me a little about the town. i understand that there is a ah tax being levied. ah do you know what's being taxed ? i'm actually just trying to find out about the tax and why it's being levied or if ah you know where (xxx) do you know anything abou the tax i see. well, the money that who else who is the sunni you referred to i guess i'm not i didn't realize that there was someone else involved. alright so we've heard that somebody is levying taxes alright so we've heard that somebody is levying taxes is that true Ŧ do you know anything about somebody levving taxes. Add Utterance Ready

Evaluation

- Two characters have been built by non-experts within a few weeks (Amani & Assad)
- Amani domain size :
 - Amani 89 DAs linked to 98 utterances
 - Player 113 DAs linked to 681 utterances
- Preliminary evaluation of DA schema (Artstein et al, 2009)
 - A total of unique 224 player's utterances were linked to most appropriate DA
 - Initially 50% coverage (improved to 80%)

West Point Sessions

- Surveys (one student:

"Felt like the most realistic exercise in class, first time interacting with locals")

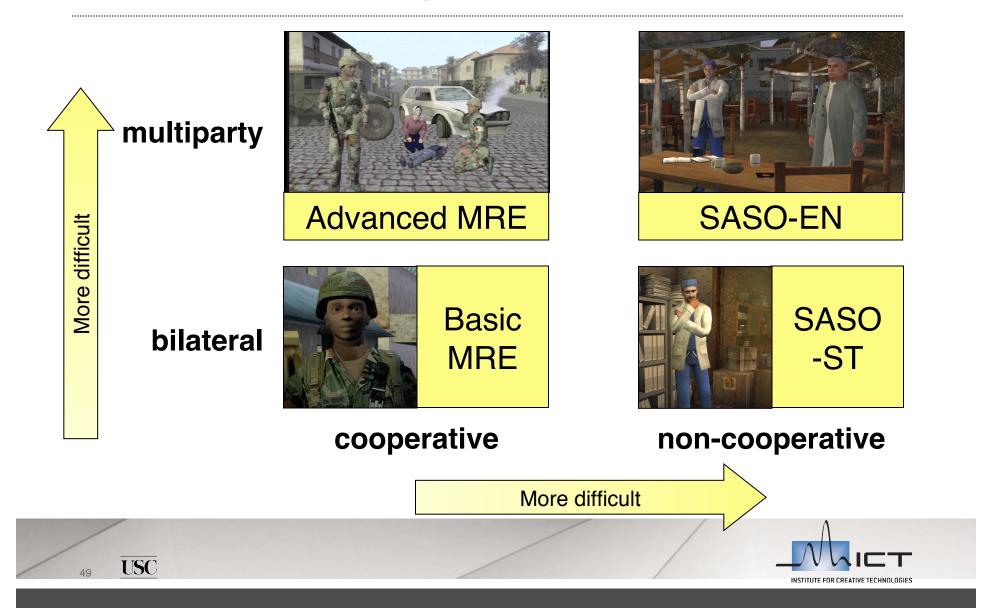
– Domain expansion

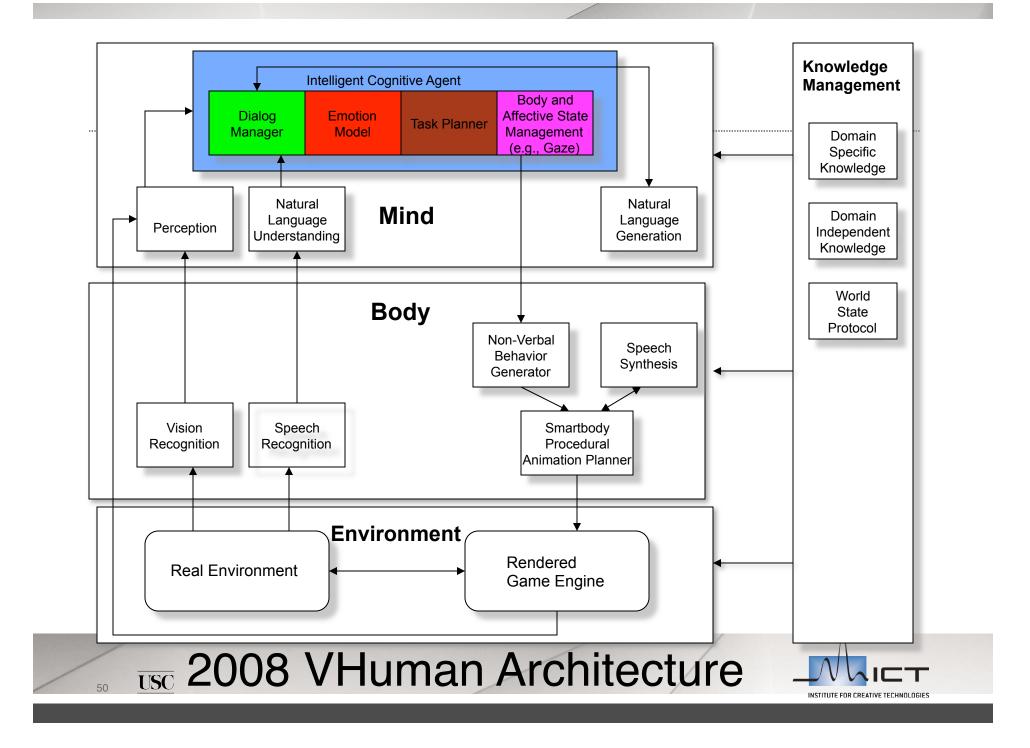
USC

- Evaluation of expanded domain (in progress)



Negotiation Characters: Increasing Capabilities





Virtual Human Task Model (Traum et al AAMAS 2003)

Basic Types

- States
 - Object-id
 - Attribute
 - Value
 - Polarity
 - Concerns
 - Belief
 - E.g.: :object-id clinic :attribute location :value market :polarity positive
- Tasks

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- Pre, Add , Delete (states)
- Case roles (event, agent, theme, location, source, destination, instrument, path)
 - E.g.: move-clinic { :agent captain :theme clinic :source market :event move :instrument locals :destination camp :pre {clinic-at-market}
 - :add {clinic-at-camp}
 - :del {clinic-at-market}

Reasoning

- Goals
- Plans
- Intentions
- Alternative Courses of Action



Dialogue Model: Interaction Layers & Dialogue Acts (Traum et al 2008 book chapter)

- Contact (make, break)
- Attention (show, request, accept)
- Conversation (begin, join, leave, end)
 - Turn-taking (take, hold, release, assign)
 - Initiative (take, assign, release)
 - Utterance
 - Main Function (assert, request, suggest, order, offer, promise, info-request,...)
 - Relational (answer, accept, reject, avoid, hold,...)
 - Features: speaker, addressee, overhearer, referent, content
 - Polarity (positive, negative)
 - Grounding (initiate, continue, acknowledge, repair, request repair...)
 - Topic (set topic, set subtopic, close topic)

Social

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- Obligations & Commitments
- Relationships
- Social Roles



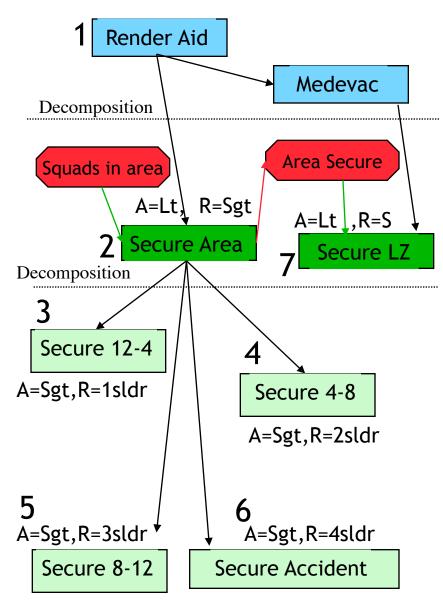
MRE Team-Negotiation Example



53



Sgt's Negotiation Behavior



Focus=1

Lt: U9 "secure a landing zone" Committed(lt,7,sgt), 7 authorized, Obl(sgt,U9) Sgt: U10 "first we should secure the assembly area" Disparaged(sgt, 7,lt), endorsed(sgt, 2.lt), grounded(U9) Lt: U11"secure the area" Committed(lt,2,sgt), 2 authorized, Obl(sgt,U11),grounded(U10) Sgt: U12"ves sir" Committed(sgt,2,lt), grounded(U11), Push(2,focus) Goal7:Announce(2,{1sldr,2sldr,3sldr,4sldr}) Goal8: Start-conversation(sgt, ,{1sldr,2sldr,...},2) Goal8 -> Sgt: U21 "Squad leaders listen up!" Goal7 -> Sgt: U22 "I want 360 degree security" Committed(sgt,2,{1sldr,2sldr,3sldr,4sldr}) Push(3, focus) Goal9:authorize 3 Goal9 -> Sgt:U23"1st squad take 12-4" Committed(sgt, 3, {1sldr, 2sldr, 3sldr, 4sldr}), 3 authorized Pop(3), Push(4)Goal10: authorize 4 Goal10 -> Sgt: U24"2nd squad take 4-8" Committed(sgt,4,{1sldr,2sldr,3sldr,4sldr}), 4 authorized **Pop(4)**

A10: Squads move Grounded(U21-U26) ends conversation about 2, Happened(2) Push(7,Focus)

Selecting Acts to Perform

Considerations:

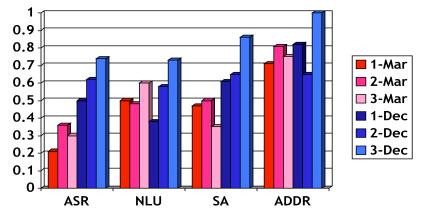
- Current Topic, orientation and strategy
- The turn
- Initiative level
- Obligations to ground
- Obligations to repair
- Degree of understanding of prior utterances
- (potential) obligations to address info-request
- Beliefs about true answers
- Agent Goals



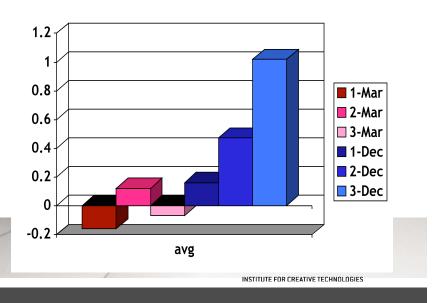
Evaluations (MRE): Mar vs Dec 2003 (Traum et al LREC 2004)

- Recognition: how well did system 'understand'?:
 - Speech recognition
 - Language understanding
 - Speech Act
 - Addressee

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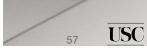
- Appropriateness: how correct was system response?
 - High Inter-rater reliability: 0.9K (for 4 raters)



SASO-EN Virtual Humans







SASO-EN Multiparty Negotiation (Traum et al IVA 2008)

- Set of Strategies
- Multiparty
 - Each agent has strategy
 - Trust toward each party
- Multi-issue

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- Appraisal for each alternative
 - Potential strategy for each
- Topic tracking
 - Strategy for current topic is active

- Negotiation
 Considerations
 - Trust
 - If too low, disengage
 - Plan Assessment
 - Appraisal variables
 - Flaws
 - Relative utility
 - Dialogue Assessment
 - Topic
 - Control
 - Commitments

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3-party negotiation Dialogue: Not very cooperative

- **C: hello gentlemen**
- D: hello captain
- E: hello captain
- C: thank you for meeting me
- E: how may I help you?
- C: i have orders to move this clinic to a camp near the us base
- D: we need to help the victims of this conflict you started
- C: i understand but it is imperative that we move the clinic out of this area
- D: do you see that girl over there her mother was killed by american gunfire today
- C: it is not safe here
- D: look at these people they are injured because of your operations

- C: i have my orders to move you to the camp
- D: elder i think staying at the market would be best
- E: we have many matters to attend to
- C: i understand
- E: captain you would do better to protect the town
- C: we cannot protect you here
- E: we must stop this killing insanity
- E: i must refuse
- D: i would have to refuse this decision
- E: i must leave thank you
- D: i must go now



SASO-EN: More Cooperative Interaction





SASO-EN Multiparty Negotiation (Traum et al IVA 2008)

- Set of Strategies
- Multiparty
 - Each agent has strategy
 - Trust toward each party
- Multi-issue
 - Appraisal for each alternative
 - Potential strategy for each
 - Topic tracking
 - Strategy for current topic is active

- Negotiation
 Considerations
 - Trust
 - If too low, disengage
 - Plan Assessment
 - Appraisal variables
 - Flaws
 - Relative utility



SASO Vhuman Trust Model (Traum et al, IVA 2005)

Trust as function of multiple factors:

- Familiarity (part of cognitive consideration) can I expect someone to behave properly
- Solidarity (joint purpose) to what extent does other have shared purpose with self
- Credibility (part of ethical consideration) does agent make (only) claims that are
 - Believable
 - Verifiably true
 - Turn out to be true

Trust dynamically computed

- Displays of solidarity/opposed goals
- Credible/incredible statements
- Show empathy, polite behavior, behave according to conventions

Use of trust

- accept assertions as truth (e.g., Perrault, Cohen & Allen)
- Negotiate in good faith
- Continue engagement
- Acceptance of empathy



Implementing Negotiation Strategies

- Orientations result from appraisal of negotiation
 - Reified negotiation "task"
 - Interactions with goals and plans

Strategies chosen as part of coping

Entry & exit conditions

Strategies associated with communicative behavior

- Base posture and gesture set
- Choice of dialogue moves
 - Speech act and realization
 - Initiative, topic selection, and type of grounding feedback
 - Affective tone
- Aspects of interpretation
 - Charitability of interpretation
 - Assumptions vs clarification



Negotiation Strategies: Appraising the topic

	topic	Control	Utility	Potential	Trust	Commitment
Find issue					some	
Avoid		+			some	
Attack	+				some	
Negotiate	+			+	some	
Advocate	+		+		some	
Success	+				moderate	Mutual
Failure	+				Very low	Negative

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64



Behaving according to Strategies

- No topic
 - Find topic
- Avoid
 - Change topic
 - Try to leave

Attack

USC

- State flaws
- Propose better alternatives
- Ad hominem

Negotiate

- State flaws
- Propose solutions
- Offer bargains

Advocate

- Propose actions
- Address flaws
- Offer commitment
- Success
 - Move on
- Failure
 - Move on



How to Win Friends and Influence Virtual People

Gain Trust

- Familiarity
 - Do the right things
 - Show you know how to behave
- Credibility
 - Say believable things
 - Stand by your word
- Solidarity

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- Want the right things
- Show alignment in goals

Manage Interaction

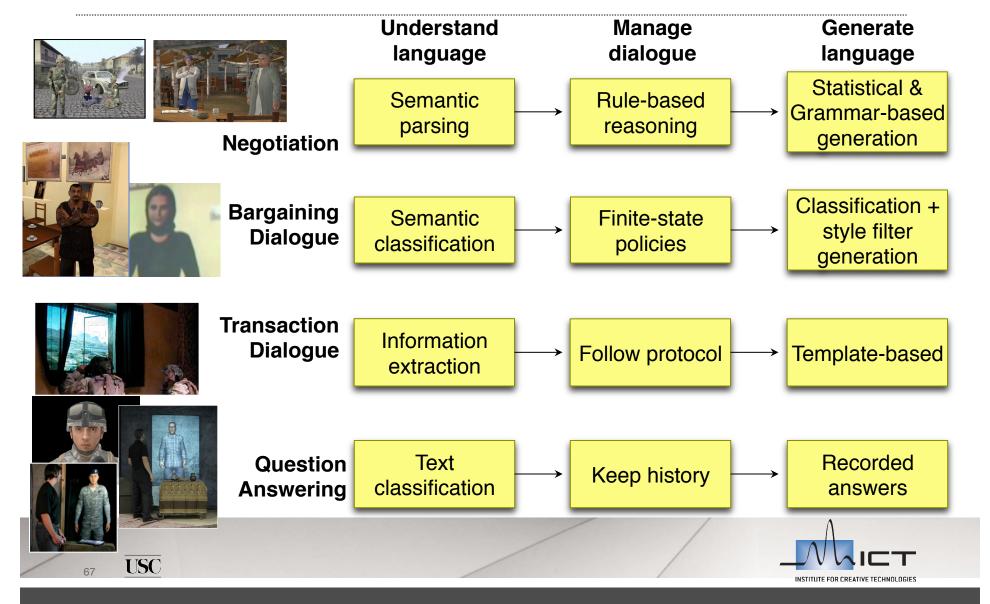
- Don't lose control
- Set the agenda
- React to what they are saying

Solve Problems

- Offer resources
- Commit to important actions
- Remove obstacles
- Consider alternatives
- Win-win situations



NL Dialogue Processing: best techniques for genre & sub-task



Factors in Choosing the right architecture

Complexity of domain

- Type of task
- Size of task
- Requirements on understanding
- Authorability of resources
- Robustness needed
- Depth of modeling



Thank You

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• Questions?

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