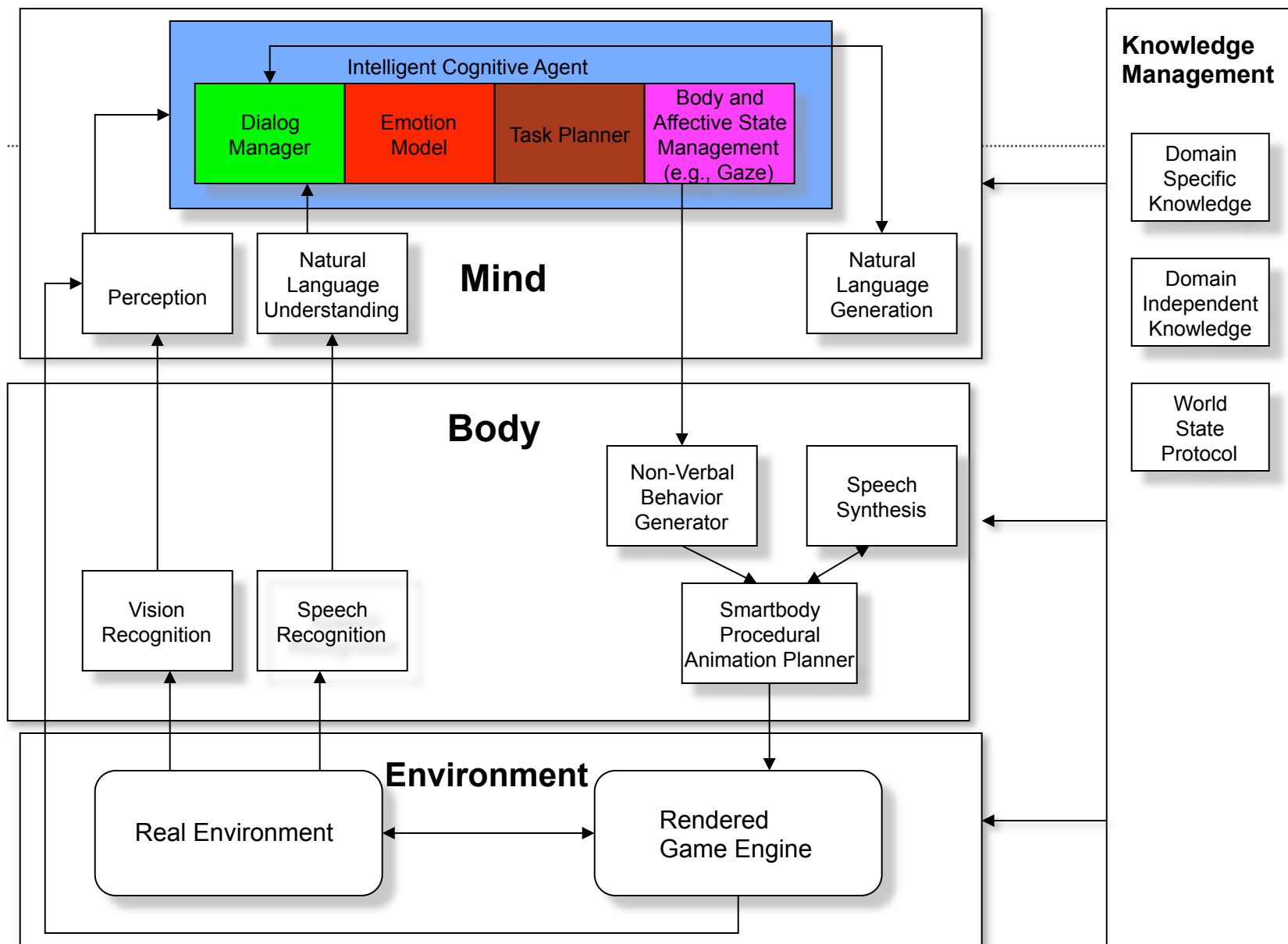


# ICT Dialogue Manager Tutorial: Lecture 3: Architecture & Representations





# Dialogue Management Tasks

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- **Updating Context on observed communication**
- **Deciding what/when to say next**
- **Interface with back-end/task model**
- **Provide expectations for interpretation**

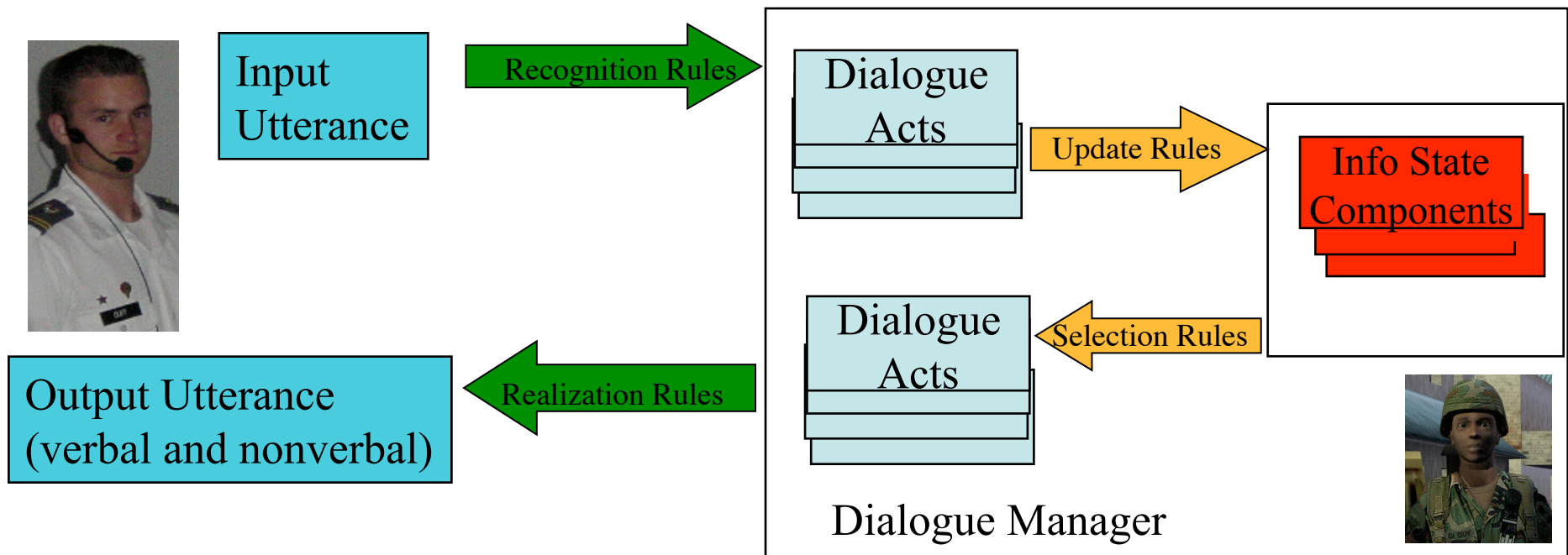
# Dialogue Processing

---

- **Interactive programming (Lisp): Read -> Eval -> Print cycles**
- **Standard Dialogue System: Listen -> Process -> respond**
- **Our approach:**
  - no pipelining
    - Perception
    - Cognition
    - Action
  - Possible serialization, but arbitrary nestings
    - Flexible turn-taking and initiative
    - Multi-utterance turns for all participants

# Dialogue Approach: Layered Information State

- **Layer captures coherent aspect of communicative interaction** (e.g., turn, grounding, obligations)
- **Layer consists of**
  - Information State components (state of interaction)
  - Dialogue Acts (Packages of changes to information state)



# MRE-SASO Dialogue Management

---

- **Multi-layer Information State**
- **Asynchronous Processing Phases**
  - Interpretation: ASR,NLU,Understand Speech Operator
  - Updates: Update Dialogue State Operator
  - Selection &Generation: Output Speech operator, realization & rendering

# Dialogue Levels & Dialogue Acts

- **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**
  - Obligations & Commitments
  - Relationships (Face, Status, Affiliation, Trust)
  - Social Roles

# Non-verbal Behavior & communicative functions

## Behavior

- Orientation/Gaze

- Pointing

- Head-nod

- Head-shake

## Addressee

- Turn

- Referent

- Affiliation

- Grounding

- Answer

- Polarity-positive

- Polarity-negative



# Social Commitments

(Traum & Allen94, Allwood 94, Matheson et al )

---

- **IS**
  - Obligations to act
  - Social Commitments to Propositions
  - Conditionals
  
- **Actions**
  - Order
  - Request
  - Suggest
  - Promise
  - Offer
  - Statement
  - Question
  - Accept

# Contact (Allwood et al, Clark, Dillenbourg et al)

---

- **IS:**

- Who is accessible
- Modality (visual, audio[shout,normal,whisper], radio)
- Send vs Receive

- **Actions**

- Make contact (turn on radio, walk over)
- Break contact (walk out of hearing, turn off radio/channel, turn out of view or behind something)

- **Issues**

How much is needed, for what?

# Attention (Novick 88)

- **IS: who is attending to what, how**
  - (visually, radio, audio)
- **Actions:**
  - Self
    - Give attention (gaze, verbal feedback)
    - Withdraw-attention (gaze away, attend to other)
  - Other
    - Request attention (call, arm waving)
    - Direct attention (pointing, “look”)
    - Release attention (look away, dismissal)
- **Issues:**
  - How frequently monitored/maintained?
  - How many objects? Cross-modality?
  - Relation to attentional conversational structure

# Turn (Novick 88, Traum & Hinkelman 92, Cassell et al 94,...)

---

- **IS: holder**
- **Actions:**
  - Take-turn (start to talk)
  - Release-turn (gaze, stop, rising intonation)
  - Assign-turn (gaze, name)
  - Hold-turn (filled pause, gaze away)
  - Request-turn (hands in gesture space, raise hands in class)
- **Issues**
  - Negotiation for contentious turns
  - Continuous vs. discrete signals

# Turn-taking

---

- **Turn-assigned with specific signals**
  - Question
- **Turn-kept with other signals**
  - Filled pause
- **Underspecified in some cases**
  - Assertion
  - Use of context
    - Initiative holder keeps/takes turn
  - Gaze at end of utterance determines hold/assign turn

# Initiative (Whitaker & Walker, Chu-Carroll & Brown,...)

---

- **IS: holder**
- **Actions**
  - Take (un-prompted contribution)
  - Hold (evocative utterances)
  - Release(open offers)
- **Issues**
  - How many kinds of initiative?
  - Non-verbal behaviors?

# Taking Initiative

---

- **What to communicate**

- Task model
- Emotion model
- Special domain-specific rules

- **When to communicate**

- Response only
- Too much silence
- Too much misunderstanding
- Too much irrelevance
- Directed by other

- **How to communicate**

- Questions
- Hints
- Suggestions
- Performances

# Grounding (Traum & Hinkelman92, Traum 94)

- **IS: stack of CGUs**
  - CGU:
    - Initiator, Responder
    - State
    - Contents
    - Effects
- **Acts**
  - Initiate
  - Continue
  - Repair
  - Request Repair
  - Acknowledge
  - Request Acknowledge
  - Cancel
  - Display



# Recognizing Grounding Acts

---

- **Initiate:** core acts, no ungrounded CGU
- **acknowledge:** evidence of understanding (backward act, explicit, follow-up)
- **Request-repair:** clarify-parameter, or repetition request
- **Repair:** providing changing or solicited info

# Grounding Act Updates

---

- **initiate:**
  - New CGU, state  $\rightarrow$  1, obligation to ground
- **continue:**
  - New content added to CGU
- **Request-repair**
  - State  $\rightarrow$  2, obligation to repair
- **Repair**
  - State  $\rightarrow$  1, change content
- **Acknowledge**
  - State  $\rightarrow$  F, content effects
- **Cancel**
  - State  $\rightarrow$  D, remove CGU from  $\wedge$ grounding, recent-cgus, remove grounding obligations for CGU

# Topic/Purpose/Focus (Grosz & Sidner,...)

---

- **IS**
  - Hierarchical, complex
  - Focus: Pointer into structure
- **Actions**
  - Start topic (cue words, head movements)
  - Continue topic (same head movement)
  - End topic (posture shift)
- **Issues**
  - How fine-grained?
  - Stack-based accessibility?
  - Prosody & Information Structure

# Social Roles

- **IS**

- Status (e.g., Military Rank)
  - Superior
  - equal
  - subordinate
- Activity roles (e.g., forward observer, pilot)
- Action-performance roles
  - Actors of parts of complex actions
  - Responsibility (team leadership)
  - Authority

- **Action Effects**

- Authorize action
- Perform action
- Take-up, drop role

# Social Commitments

(Traum & Allen94, Allwood 94, Matheson et al 00)

---

- **IS**
  - Obligations, Social Commitments to Propositions
- **Actions**
  - Order, Request, Suggest
  - Promise, Offer
  - Statement, Question
  - Accept,..
- **Effects are to Obligations & Commitments**
  - Belief updates based on inference, not speech act effects

# 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

- 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

# Elements of Dialogue Theory

---

- Cooperation
- Obligation & Non-cooperative interaction
- Grounding
- Multiparty interaction
- **Cooperative Negotiation**
- **Multiparty Non-Cooperative Negotiation**

# Negotiation Model

- **Information State:**
  - set of tasks annotated with negotiation objects
- **Negotiation Object Components:**
  - Agent
  - Action
  - Audience
  - Time
  - Reason
  - Stance
    - Committed,
    - endorsed,
    - mentioned,
    - not mentioned,
    - disparaged,
    - rejected



# Negotiation Stances

Rejected

Committed

Disparaged

Endorsed

Mentioned

Unmentioned

↑  
Strength  
Of claim

Expressed desirability



# Stances added from Speech acts

---

- **command, promise, request, or acceptance:**
  - committed
- **Suggestion:**
  - mentioned
- **Offer:**
  - mention (conditional commitment)
- **Rejection:**
  - rejected
- **Counterproposal:**
  - disparaged<sub>1</sub>
  - endorsed<sub>2</sub>
- **Justification:**
  - endorsed or disparaged (depending on direction)
- **Retract stance**

# Producing Negotiation Stances

---

1. **Assessment factors**
  - Plan state
  - Dialogue state
  - Relevant party
2. **Act proposal**
3. **Act selection**
4. **Verbal and non-verbal generation**
5. **Realization/rendering**

# Factors for selecting negotiation moves

- **Relevant Party (who needs to agree)**
  - Authorizing or Responsible Agent
- **Dialogue State (have I/ do I need to present a stance)**
  - unmentioned
  - discussed
  - needs-discussion
- **Plan State (what do I think about the action)**
  - good (intended and next-step)
  - considered-good (intend unknown, relevant, and best)
  - considered-bad (intend unknown, relevant, other is better)
  - not-in-coa (intend unknown, but not in coa)
  - evaluate (world changed, need to deliberate about plan)
  - premature (the action is intended but not a next-step)
  - goals-satisfied (not a next-step and end-goals-satisfied)
  - bad (the action is not intended or considered relevant)
  - unknown (can't find a task for this action)
  - conflict (irreconcilable preferences for task identification)

# Conditions for Negotiation Moves

- **Accept**
  - relevant-party me
  - plan-state
    - good
    - considered-good
    - not-in-coa
  - dialogue-state needs-discussion

E.g. “yes sir”
- **Accept (reluctantly)**
  - relevant-party me
  - plan-state considered-bad
  - dialogue-state discussed

E.g., “against my recommendation”
- **Counterpropose**
  - plan-state
    - considered-bad
    - premature
  - dialogue-state needs-discussion

E.g., “instead we should ...”
- **Reject**
  - plan-state
    - bad
    - unknown
    - conflict
    - goals-satisfied
  - dialogue-state needs-discussion

E.g., “no sir”,  
“that’s done”  
“I don’t know how to do that”
- **Delay**
  - Plan-state evaluate

E.g., gaze avert
- **Redirect**
  - Relevant-party <other>  $\diamond$  me

E.g., “<other> can do that for you”
- **Express-discussed**
  - dialogue-state discussed

E.g., “we already talked about that”

# Negotiation acts

- **General properties**

- ^action <act>            ^type backward
- ^addressee <other>    ^speaker <me>
- ^content <sa>

- **Specific Acts (^action slot)**

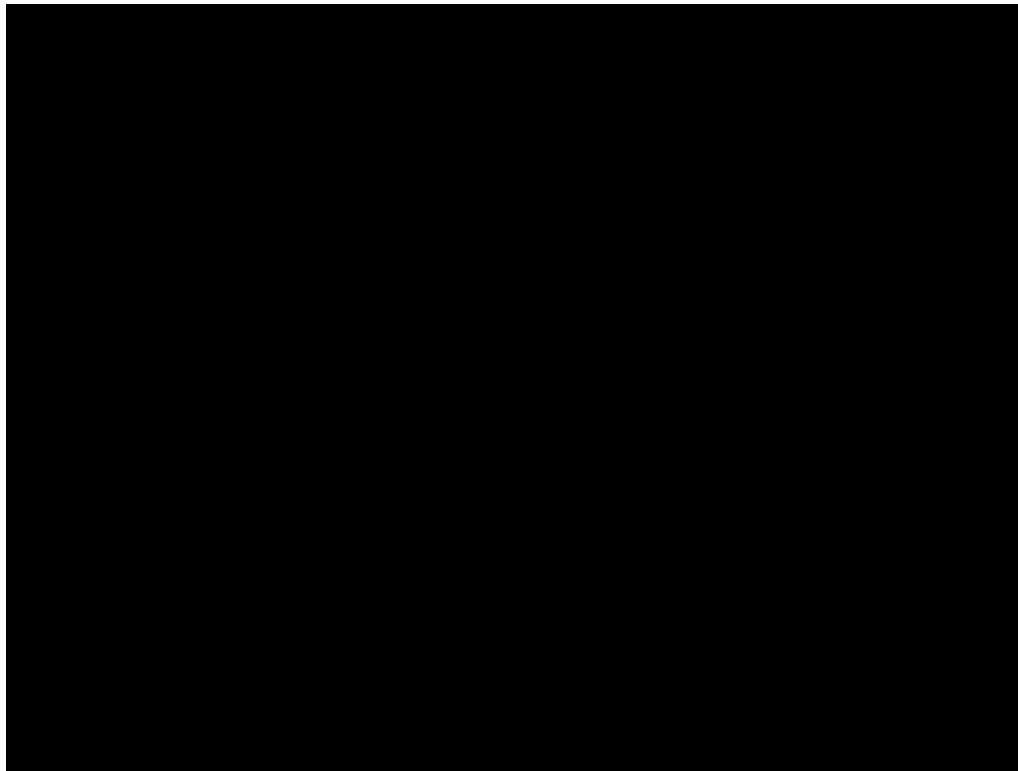
- Accept
  - Manner (reluctant, eager)
- Reject
  - ^reason (no-plan-instance, plan-conflict, goals-satisfied, blocked)
- Counterpropose
  - ^reason (worse-than, precluded)
  - ^counterproposal <act>
- Redirect
  - Relevant-party <other>
- Express
  - Express (discussed, role-unknown)

# Negotiation (Traum et al AAMAS 2003)

- **IS: task (&CGU) annotated with negotiation objects**
  - Components: Agent, Action, Stance, audience, reason
    - Stances: Committed, endorsed, mentioned, not mentioned, disparaged, rejected
- **Action effects:**
  - Suggestion: mentioned
  - command, promise, request, or acceptance: committed
  - Rejection: rejected
  - Counterproposal: disparaged<sub>1</sub> + endorsed<sub>2</sub>
  - Justification: endorsed or disparaged (depending on direction)
  - Offer: mention (conditional commitment)
  - Retract stance
- **Factors:**
  - Relevant Party: Authorizing or Responsible Agent
  - Dialogue State: who has discussed
  - Plan State: how do I feel about it

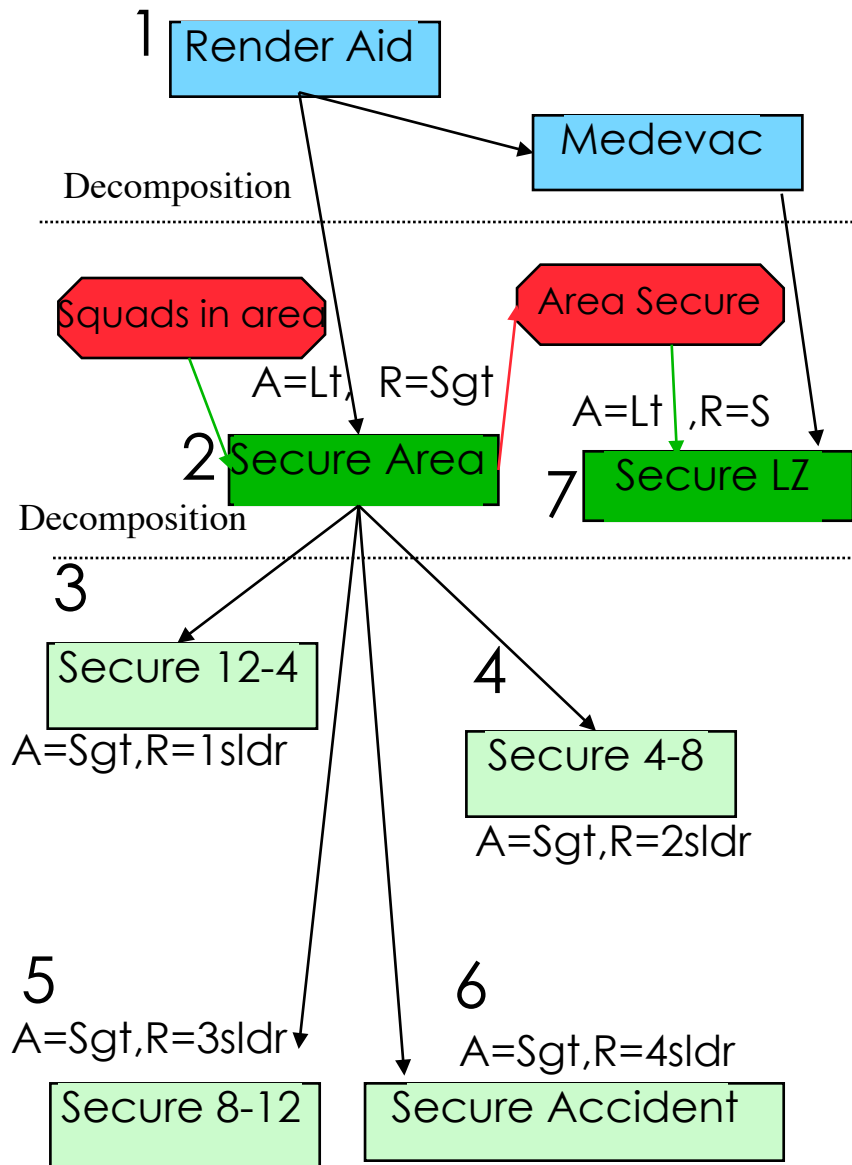
# MRE Team-Negotiation Example

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# 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“yes 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)

...

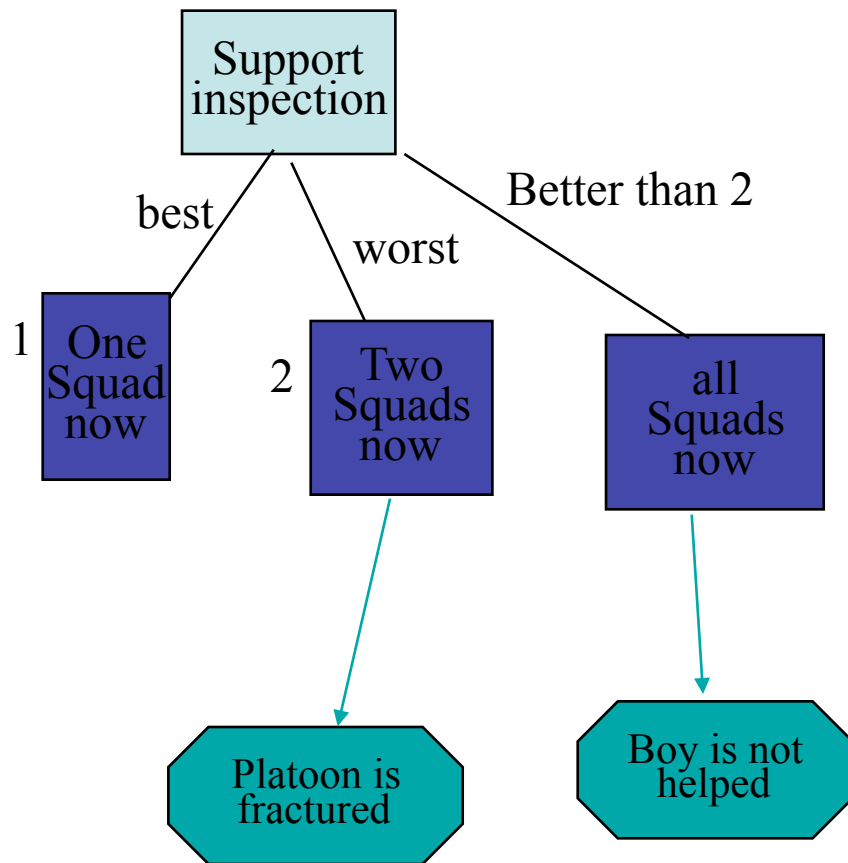
## A10: Squads move

Grounded(U21-U26)

ends conversation about 2, Happened(2)

## Push(7,Focus)

# Example Negotiation Strategy



1. LT: Send two squads forward
2. Sgt: Sir that's a bad idea. We shouldn't split our forces. Instead we should send fourth squad to recon forward
3. Lt: Send two squads forward
4. Sgt: Against my recommendation sir,...
- 3' Lt: Send fourth squad to Celic
- 4' Sgt: Yes sir

# Elements of Dialogue Theory

---

- Cooperation
- Obligation & Non-cooperative interaction
- Grounding
- Multiparty interaction
- Cooperative Negotiation
- **Non-Cooperative Multiparty Non-Cooperative Negotiation**

# SASO-EN Multiparty Negotiation

- **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
  - Dialogue Assessment
    - Topic
    - Control
    - Commitments

# SASO VHuman Trust Model

## (Traum et al, IVA 2005)

- **Represented as Variable**
  - 0 (no trust) to 1 (full trust)
  - Initial value can be set
- **Trust as function of multiple factors:**
  - Familiarity - can I expect someone to behave properly
  - Solidarity - to what extent does other have shared purpose with me
  - Credibility - does agent make (only) claims that
    - Are believable
    - Are 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

# Using Trust

---

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

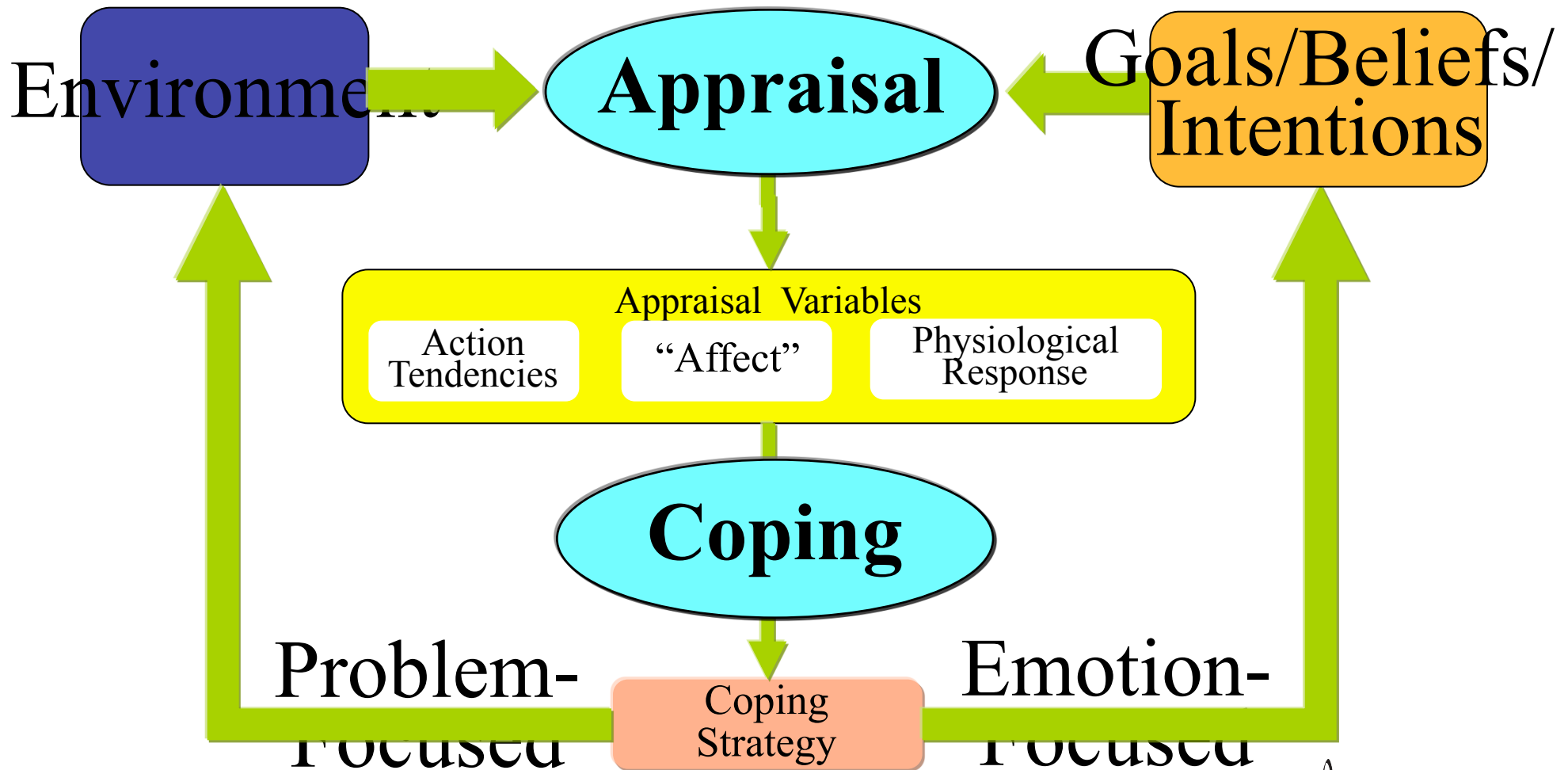
# Negotiation Strategies: Appraising the topic

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

# Theoretical Perspective on Emotion

(Marsella & Gratch, AAMAS 02, 03)

Smith and Lazarus '91 cognitive-motivational-emotive system





# 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

# Behaving according to Strategies

---

- **Find Issue**
  - Find topic
- **Avoid**
  - Change topic
  - Try to leave
- **Attack**
  - 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

# 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

# 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
    - 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