

Project Title: The Hidden Costs of the Use of Compliance Tactics in Repeated Negotiation

研究項目: 在反覆談判情況使用策略性和控制對手的策略的隱藏代價

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Abstract

Past studies on negotiation strategy have emphasised the benefits of different compliance techniques, for example, door-in-the-face, foot-in-the-door, the low-balling techniques, anchoring effect, etc. A growing body of research has shown how negotiators using compliance tactic may obtain better negotiated outcomes. Undoubtedly, the use of these tactics is beneficial when there involves only a one-off negotiation. Now we have seen that many opportunities for negotiation training are available at universities and corporate training courses. And, in a real-life setting, it is often that negotiators involve in repeated negotiation. Coupling this with people's knowledge in negotiation tactics, it is contentious that the use of compliance tactic is beneficial in the longer run. The adverse effects of compliance tactic have been neglected in research on negotiation. A more thorough understanding of the potential costs resulting from the use of compliance tactics is important for negotiators or practitioners to make an informed decision. This proposed research project investigates a semi-supervised approach for short answer grading. This third approach aims to utilize a small graded sample to produce clusters of answers consistent with the perspectives of the human graders. The constraints between answers inherent in the graded sample, such as same-cluster and different-cluster, are to be observed in the cluster formation. The resulting optimization problem is susceptible to local minima and therefore a novel evolutionary algorithm based semi-supervised clustering algorithm will be developed. A number of formulations of multi-objective optimization will be evaluated based on gold standard short answer grading datasets.