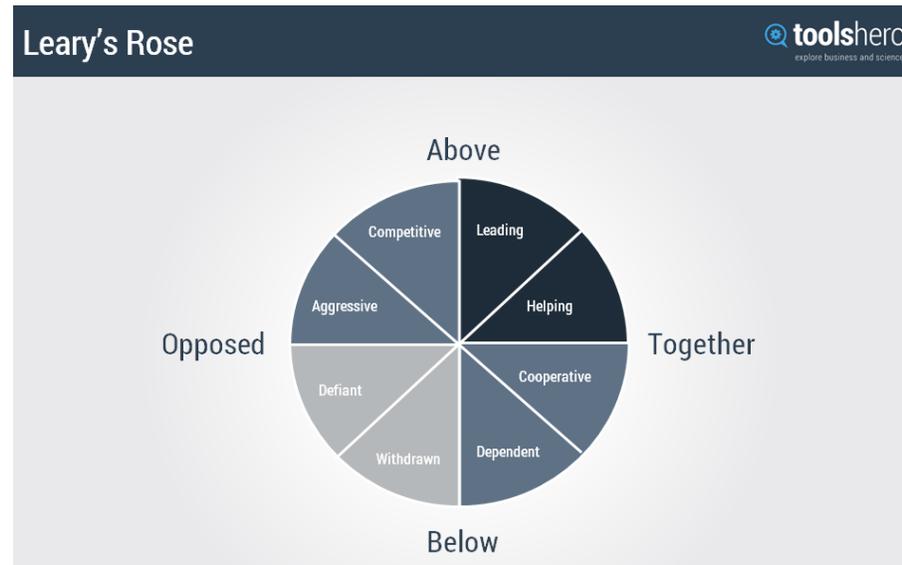


The experiment

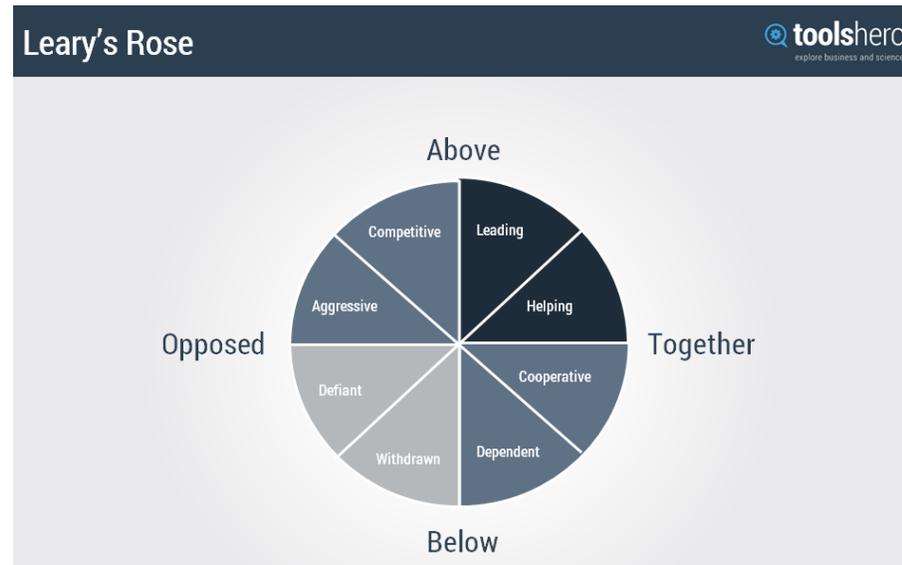
- This is an experiment aimed to investigate people's abilities in applying 'interpersonal stances'. An interpersonal stance is the 'behavioural style' you take during a face-to-face conversation (for example, 'leading' or 'aggressive'). This experiment is restricted to stances expressed via voice!
- What is the task:
 - Fill in a small questionnaire (less than 1 minute).
 - Record around 120 sentences through software provided by the researchers (it takes less than 30 minutes).
 - Send the resulting audio files to the researchers (allowing them to build an exclusive model of your voice).
 - Play the game:
 - During 4 days, for approximately 10 minutes per day.
 - Meanwhile, you will be requested to record some additional sentences, in order to improve the model.
 - Fill in another small questionnaire (less than 1 minute).
 - In total: less than 2 hours.

Leary's Theory on Interpersonal Stances

- This experiment is based on Timothy Leary studies. He has developed a theoretical model of communication, named the Rose of Leary.
- The model is based on a horizontal and a vertical axis. The horizontal axis represents the level of friendliness to the other person, and the vertical axis represents the level of dominance.



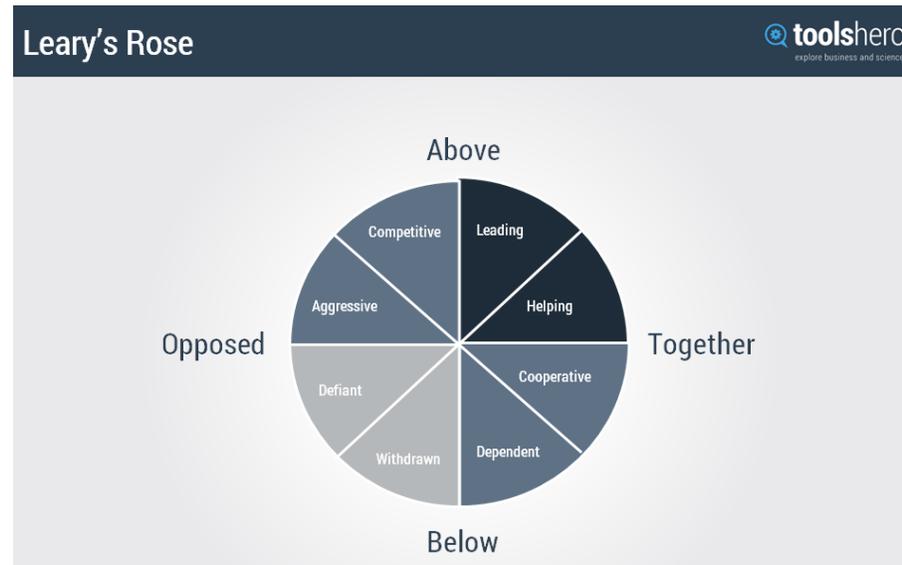
- **Above behaviour** is about active, dominant and leading behaviour. Loud voice, more energetic, no hesitancy.
- **Below behaviour** is about submissive behaviour, the individual does not get involved, effaces himself or displays very modest behaviour. Low volume voice, hesitancy, less energetic.
- **Opposed behaviour** is about people who are aggressive and negative towards the other person. They do not agree with other people without question, but want thorough explanations and motivations before they take action. This could develop into defiant behaviour. Questioning and or aggressive tone of voice.
- **Together behaviour** is about an ideal situation in which people are positive and friendly towards the other, can work as a team and are receptive to other people's opinions. Melodic and friendly tone of voice.



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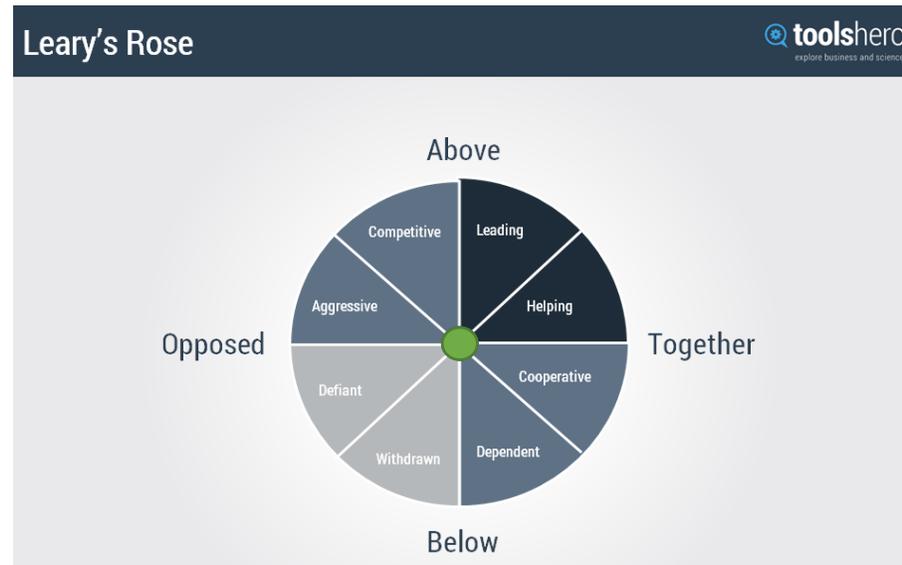
Think about each category.

How do you express them? How do you recognize these social signals in others?



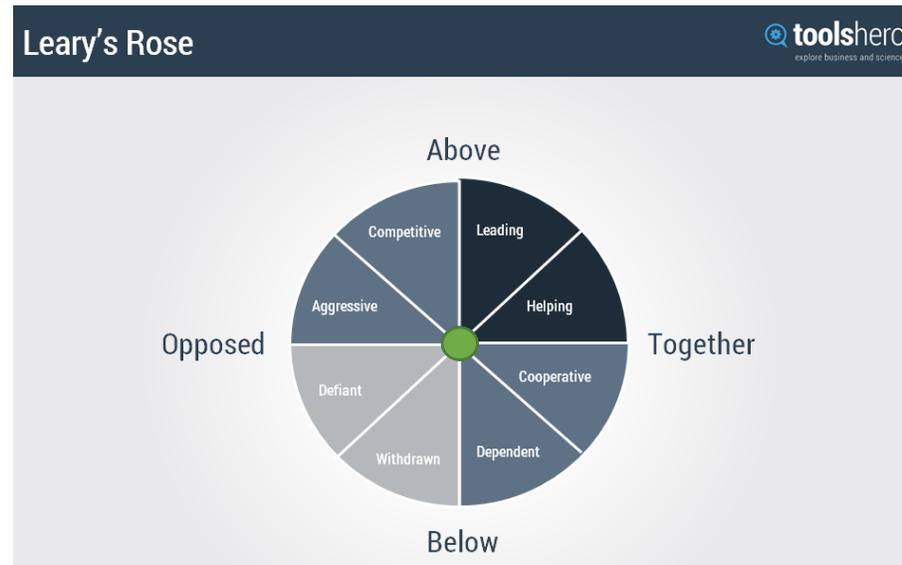
The interpersonal dynamics of the Rose:

- IF you show Cooperative behaviour (blue dot: lower-right area)
- THEN the other person will respond with Helping behaviour (green dot: upper-right area)
- Why? The other person always *copies* your behaviour on the *horizontal* axis.
- But (s)he will always move in the *opposite* direction on the *vertical* axis.



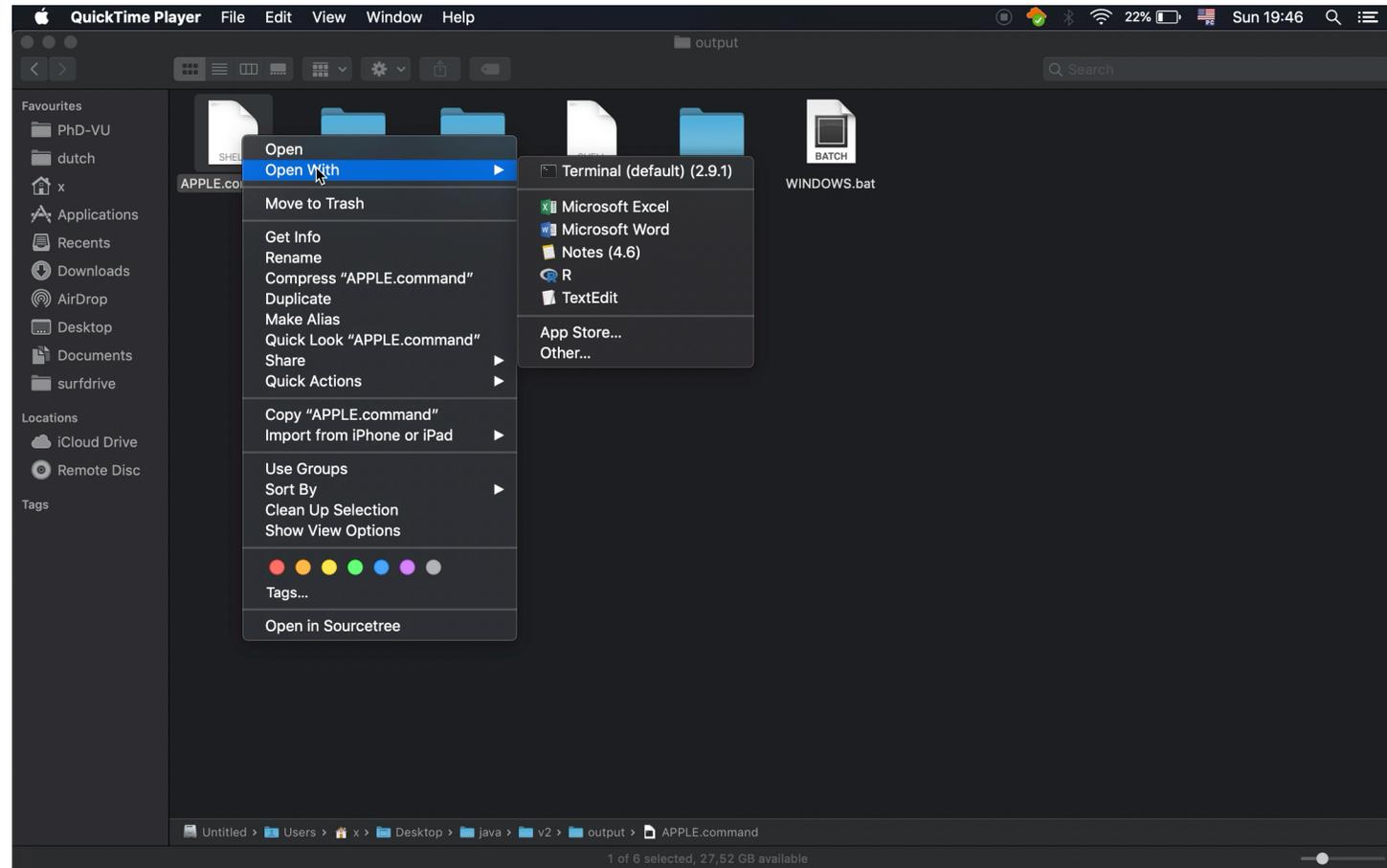
The interpersonal dynamics of the Rose:

- Intermediate states can occur. In the next example you are between Aggressive and Competitive.
- Again, the other person will copy the horizontal axis and mirror the vertical axis.
- Hence, the intensity also influences the response.



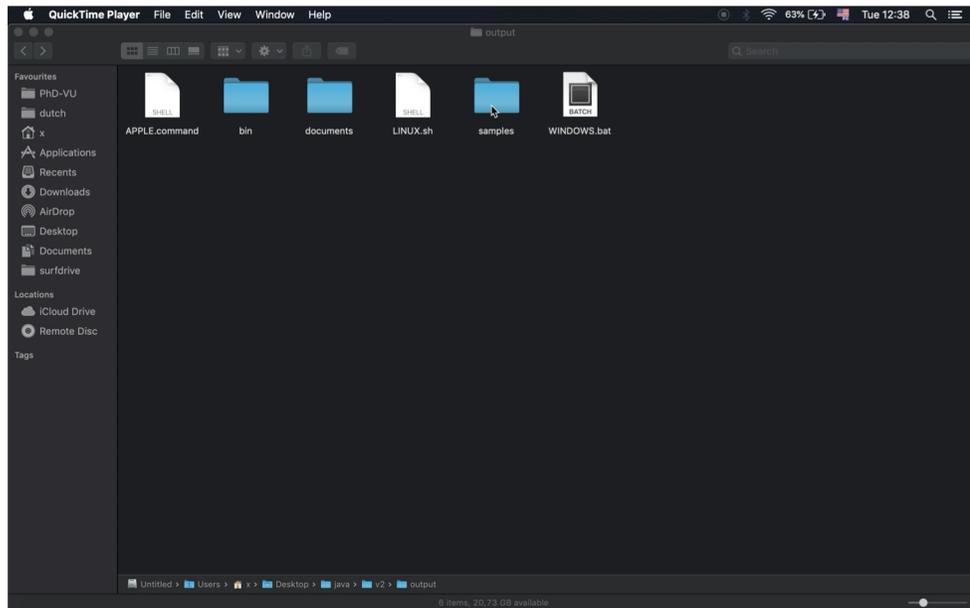
HOW TO START THE SYSTEM

- Start the software by clicking at one of the three Softwares according to your Operational System.
- For MAC: press CONTROL + tap the mousepad, then choose OPEN WITH and then TERMINAL
- For WINDOWS: double click on WINDOWS.bat
- For LINUX: open a terminal, go to the software's folder and run LINUX.sh



HOW TO RECORD THE SAMPLES

- Pressing the button STEP 1, you record sentences to make the model.
- The software guides you to record them. Showing the sentence that you have to say. You always have the option of reject a sample that you consider inconsistent and record it again.
- They are 15 sentences per category.
- In the folder Documents you find voice examples to guide you in how to perform each category.

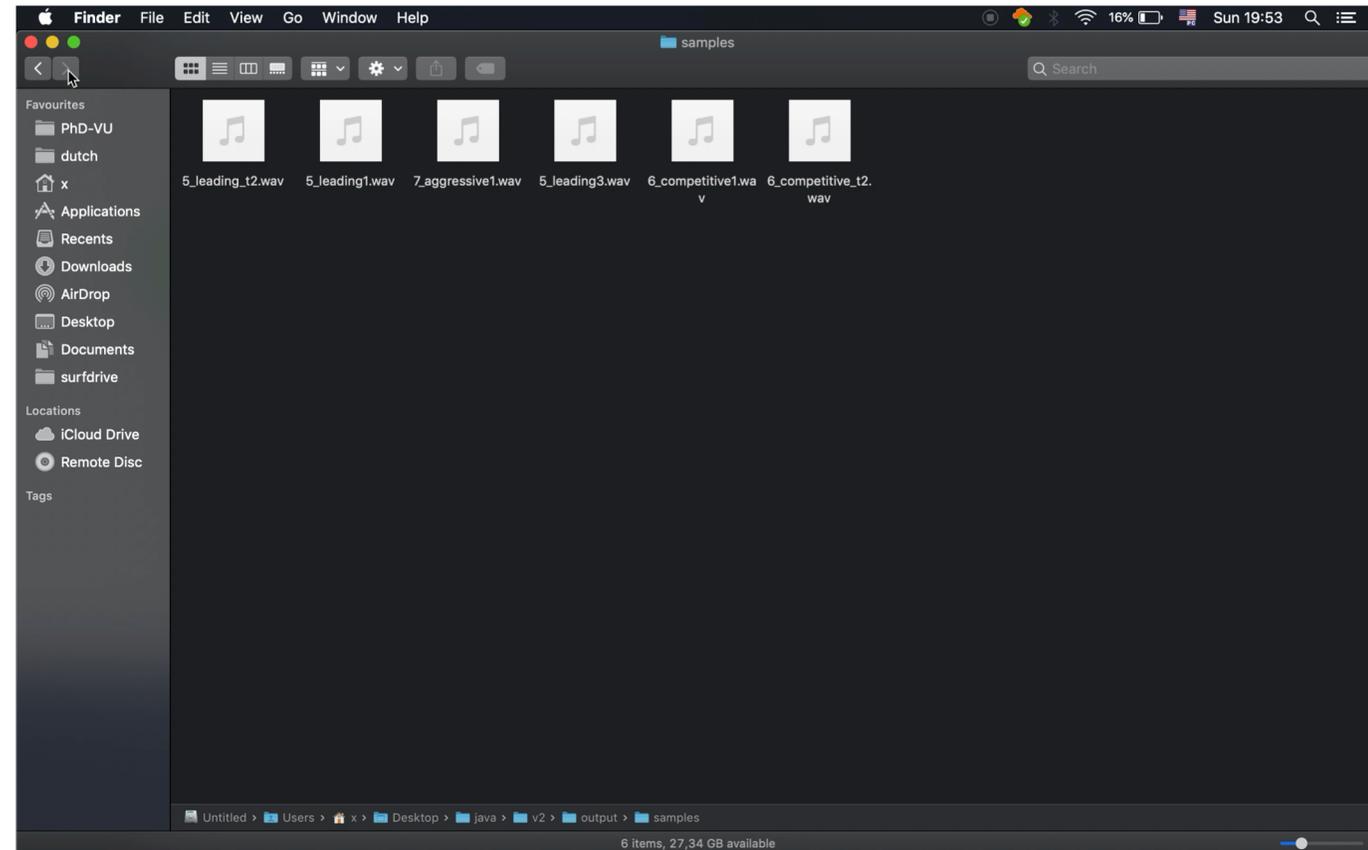


The screenshot shows two overlapping windows from the VESCI application. The 'Sentences Guide Window' on the left provides instructions for various interpersonal stances:

- HELPING: MELODIC AND GENTLE VOICE**
Mark has similar problems, would it be a good idea to collaborate with him on this? I am with you, keep running man. You can do it.
Let's turn right here and go straight; if we are wrong, we try another way.
- LEADING: LOUD VOICE, NO HESITATION, EMPHASIS IN VERBS OR PERSONAL PRONOUNS, NOT SO FAST**
Go ahead, I know that you can deal with it and overcome this problem!
Keep running, there are only a few miles left until the finish line.
Let's turn right here and go straight to the tower.
- COMPETITIVE: VOICE LOUD AND FAST**
If you cannot deal with this task, just take that easy one.
I'm going to beat my record in this race.
Let's go faster to find the exit of this place.
- AGGRESSIVE: LOUD VOICE, PICTH ENERGETIC**
If you are not able to solve such an easy problem, you have to look for psychological help!
If you are slow, at least do not bother others.
Whoever designed these streets is really stupid, we are losing hours to find the right directions.
- DEFIANT: VOICE LOUDER THAN DEPENDENT AND LOWER THAN AGGRESSIVE. TONE PROVOCATIE OR GR**
I am not going to solve the problem and that is it!
This race is for crazy people. I have other things to spend my time on.
These signs don't provide enough information to find the exit.
- DEPENDENT: LOW VOICE VOLUME, HESITATION, ASKING HELP TONE**
The problems are huge it is just impossible for me to overcome them.
We are still far from the finish line, we will never finish this race!
We have been trying to find the exit for hours, let's stop and ask for help.
- WITHDRAWN: LOW VOICE VOLUME, DEMOTIVATE TONE**
I'm afraid that only Mark can solve this kind of problem to me.
If you stay with me, I can finish this kind.
If someone guides me, I can try to find the exit.
- COOPERATIVE: FRIENDLY VOICE**
If you need help with this problem, just tell it to Mark and he will find a solution.
Keep running, I am here to support you. You are almost at the finish line.
Follow me, I know the way, let's turn right here and go straight.

The 'VESCI - client interpersonal stance' window on the right features a pie chart with segments for: competitive, leading, helping, cooperative, withdrawn, waiting..., and dependent. A green circle highlights the 'dependent' segment. Below the chart, there is a 'STEP 2- Training' button, a 'Key:' field containing '7e51b342361b381f937cc3f64b92f65a', and a 'STEP 1: Make New Samples' button with a dropdown menu showing '7_aggressive'.

- You can choose the category of your preference to record. After chose it you have to record the 15 sentences.
- Attention to the style consistence among the sentences of each category. Think about them before start, making clear on your mind how the styles differentiate among them.
- The files are stored in the folder: **samples**
- Attention: If you decide by record again one or more categories, make a copy of the folder samples, because the files in the folder will be overwritten.



HOW TO PLAY WITH THE SAMPLES

- After record the sentences and contact the researchers to send them the files. You will receive an exclusive key code to use in the software. (See the field Key)
- Then you are done to play by pressing the button STEP 2. After each round a blue dot shows your performance on the circle. **You are free to say whatever you want or use the suggested sentences on the left window.**
- The green dot represents the other person state. It reacts to your voice stances. You have 8 rounds to put the green dot in the big green circle.
- After each game, a new random stance is selected to you play again.

The screenshot displays the YESCI software interface. On the left, a video feed shows a man wearing headphones. The central window lists various voice stances with their characteristics and example sentences:

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On the right, a circular performance meter shows a green dot in the 'dependent' sector. The meter is divided into eight sectors: competitive, leading, helping, cooperative, withdrawn, waiting..., and dependent. Below the meter, there are input fields for 'STEP 2 - Training' and 'Key: 7e51b342361b381f937cc3f64b92f65a'. At the bottom, there is a 'STEP 1: Make New Samples' field with a dropdown menu set to '7_aggressive'.

Recapping the experiment:

- You record 15 sentences per category and send them to the researchers
- After receive key code, You play the 8 categories per day, for 4 days.
- **Prefer to use earbuds to record the sentences and play the game**
- **Before playing a category, consider listen to one of your own recorded sample to perform as close as possible of your own style**
- **If you are not able to reach the goal, consider record again the sentences for the category which you fail.**
- **If you change your mind about the style of one or more categories, consider to recording those categories again.**

