TOPIC	Using Automated Agents to Teach Interpersonal Skills
ORGANIZERS	Student Leadership Council and Faculty of ACIT Institute and TECHLAV Center
AREA	Affective Computing, Virtual Humans, and More Generally Artificial Intelligence
SPEAKER	Emmanuel Johnson
DATE	Friday October 27, 2017
TIME	3:00 – 4:00 P.M. (EST)
VENUE	Fort IRC 410, North Carolina A&T State University, UTSA and SIPI will be joining through video-conferencing
FEES	No Charge

SYNOPSIS

Negotiation is an integral part of the human experience. Negotiations can occur between siblings, a potential job candidate and a recruiter, or a car buyer and agent at a dealership. No matter the situation, we all seek to generate a favorable outcome, yet many of us don't accomplish this goal. To better understand why, there has been growing interest in using automated agents to explore the negotiation abilities. These systems serve as platforms to experimentally test negotiation theory and negotiator's adherence to them. Much of the early research centered around autonomous agents that negotiate with one another. However, there has been a growing interest in human agent negotiation. As humans interact with agents, this interaction becomes more complex because humans exhibit a range of emotions which directly influence negotiation strategies and concession rates. In this talk, I will highlight our work in the Emotion Group at the University of Southern California's Institute for Creative Technology around creating more robust autonomous negotiation systems that can be used for training purposes.

ABOUT THE SPEAKER

Emmanuel Johnson is a Fulbright Scholar and NSF Fellow currently pursuing his PhD in Computer Science at the University of Southern California. His research explores how automated agents can be used to improve humans' negotiation abilities. Emmanuel graduated summa cum laude with a Bachelor of Science Degree in Computer Engineering from North Carolina Agricultural and Technical State University (NCA&T), and holds Masters of Science Degree in Robotics from the University of Birmingham.