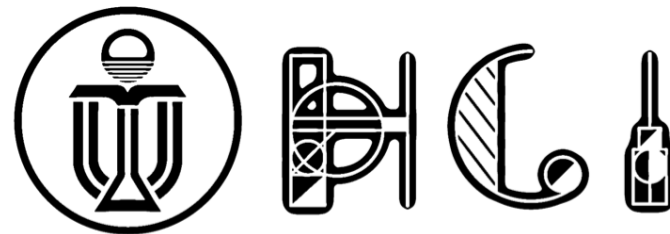


# Design and Evaluation of Service Robot's Proactivity in Decision-Making Support Process

Zhenhui Peng, Yunhwan Kwon, Jiaan Lu,  
Ziming Wu, Xiaojuan Ma

**CHI 2019**



# Service Robot – Support Human Decision-Making

## Role examples

- Shop assistants (*Canda et al., 2009*)
- Receptionists (*Lohse et al., 2014*)

## Previous work focuses on

- Question answering algorithm (*Johannes et al., 2015*)

## Gap: manner of service

- Human proactivity (*Grant et al., 2008*)
- Affect worker's performance (*Crant et al., 2000*)



Source:

<https://www.japantimes.co.jp/news/2014/12/01/business/tech/softbanks-pepper-robot-debuts-coffee-machine-salesman-bic-camera/#.XMAfzej7SUK>

## **Possible effects of robot's manner**

- On users' perceptions (*Sun et al., 2017*)
- On users' behaviors (*Takayama et al., 2009*)

## **Anticipation-autonomy robot policy framework**

- Principle: *high-, medium-, low-proactivity*
- Behavior policies in a decision-making support (DMS) process

## **Within-subject, Wizard-of-Oz experiment**

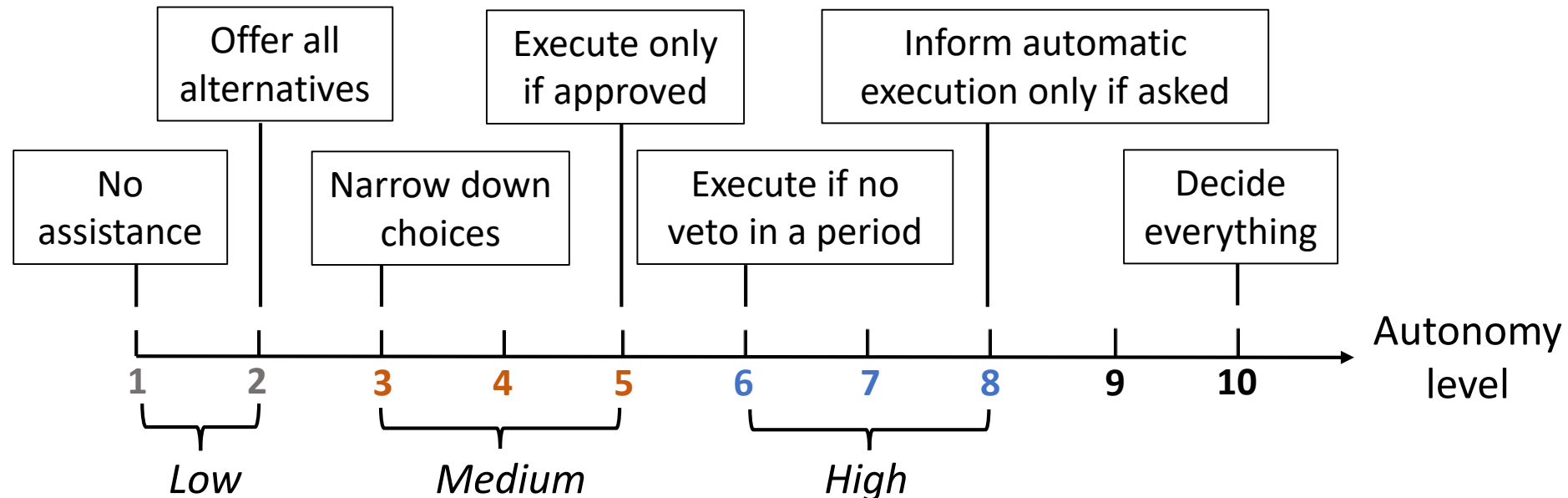
- How people perceive and interact with robots of different proactivity
- Insights into designing robot's way of behaving

# Robot's Proactivity

**Definition:** *(derived from Grant et al., 2008)*

**Anticipatory action that robots initiate to impact themselves and/or others**

- **Anticipation** – Assumption on human's next action
- Initiation of action – System **autonomy** *(Sheridan et al., 1978)*



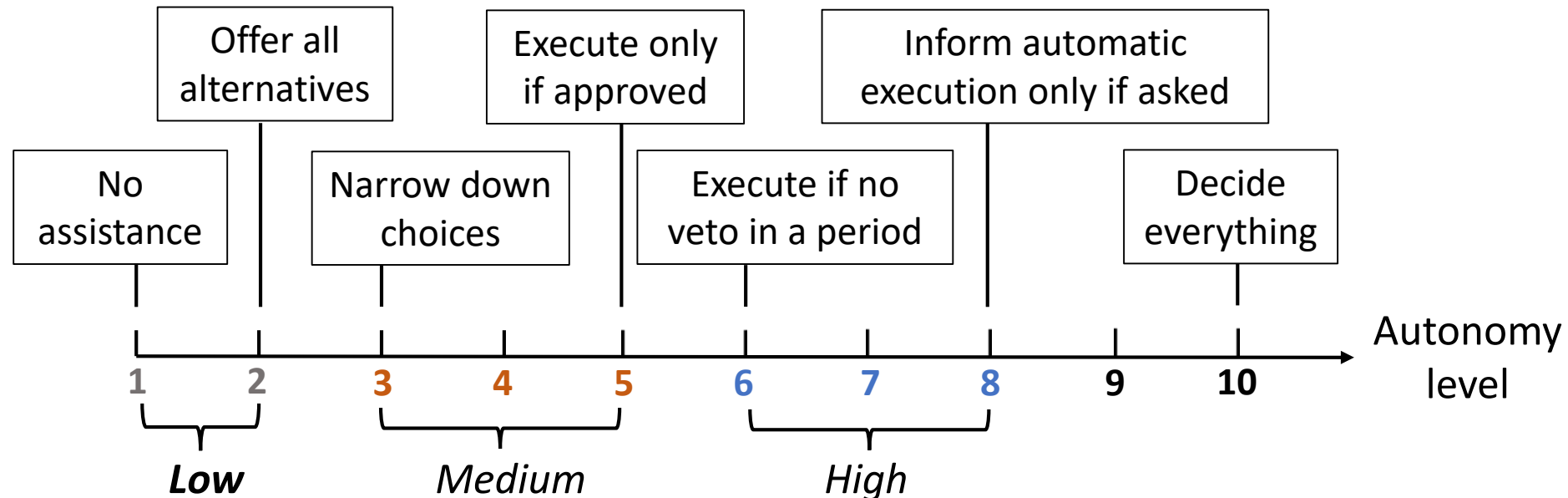
- Target of impact – Human Partner

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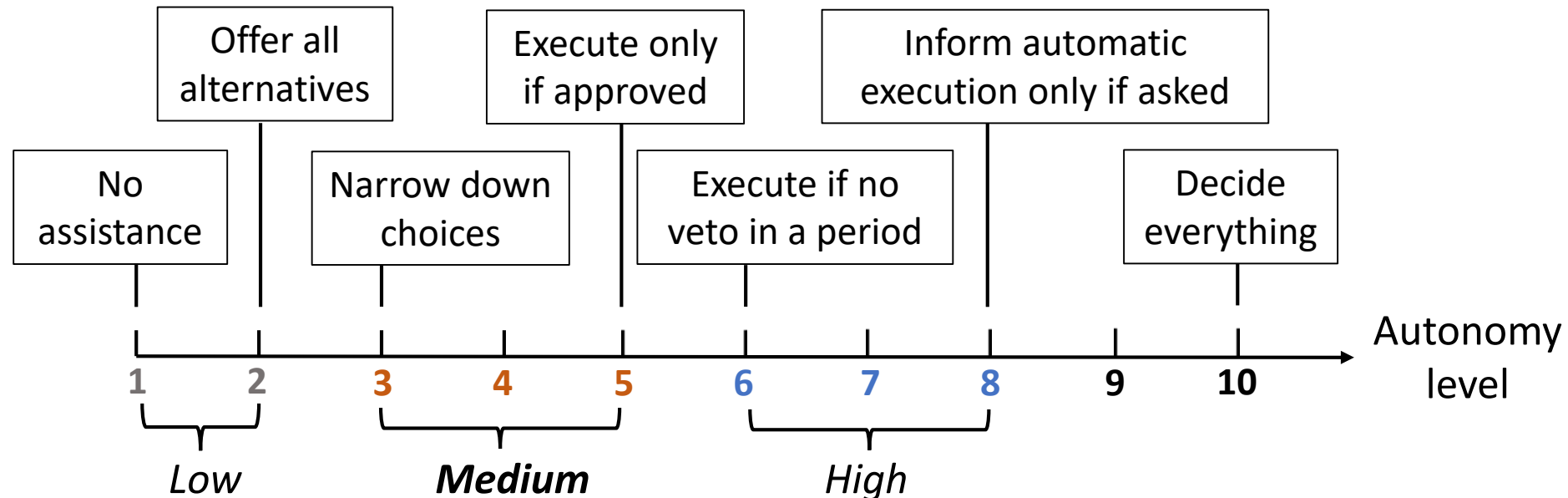
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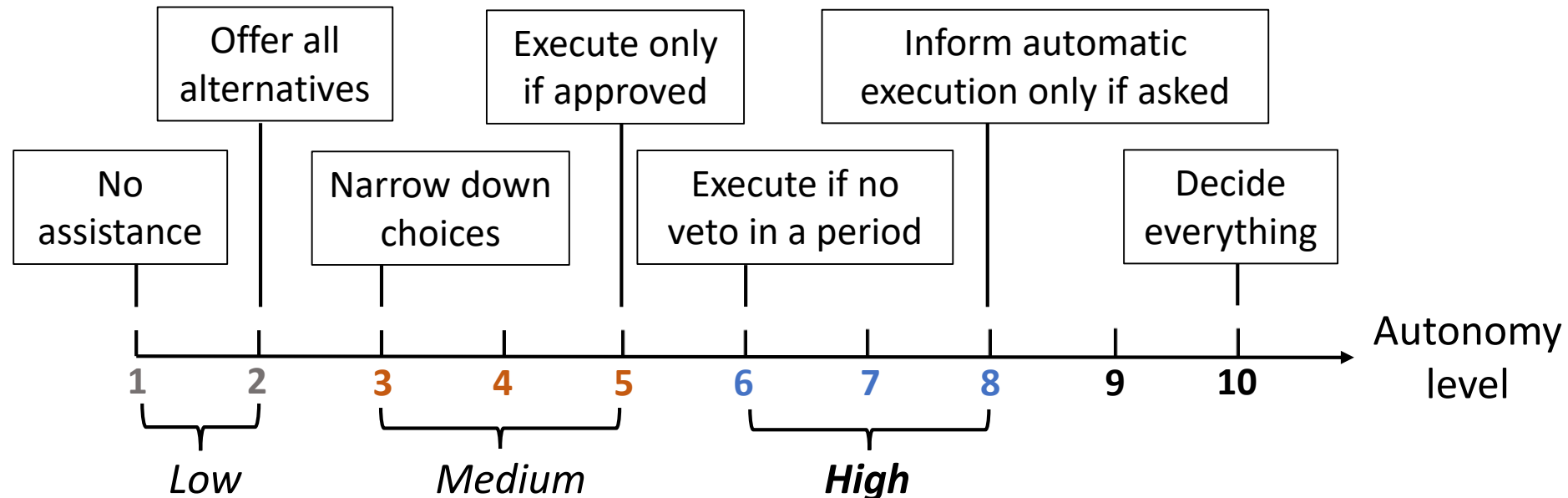
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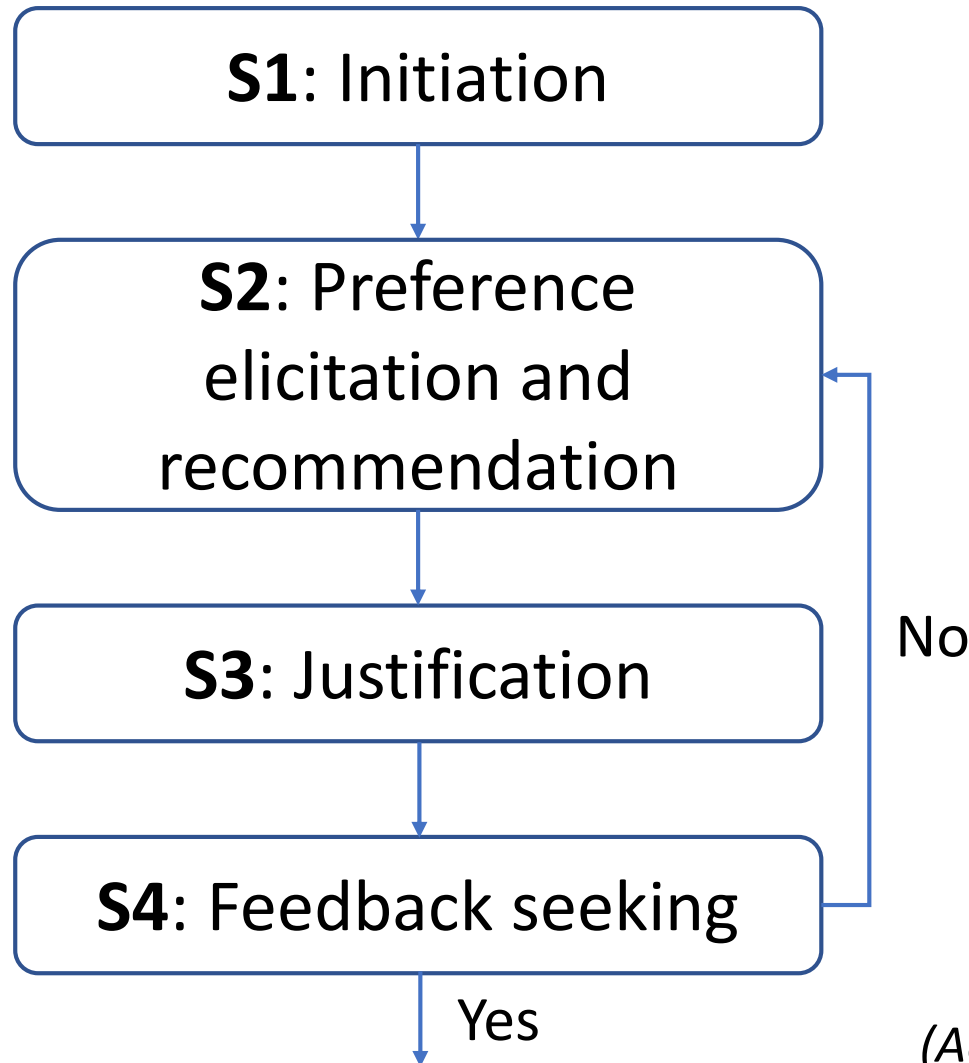
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- Target of impact – Human Partner

# A Structured DMS Process

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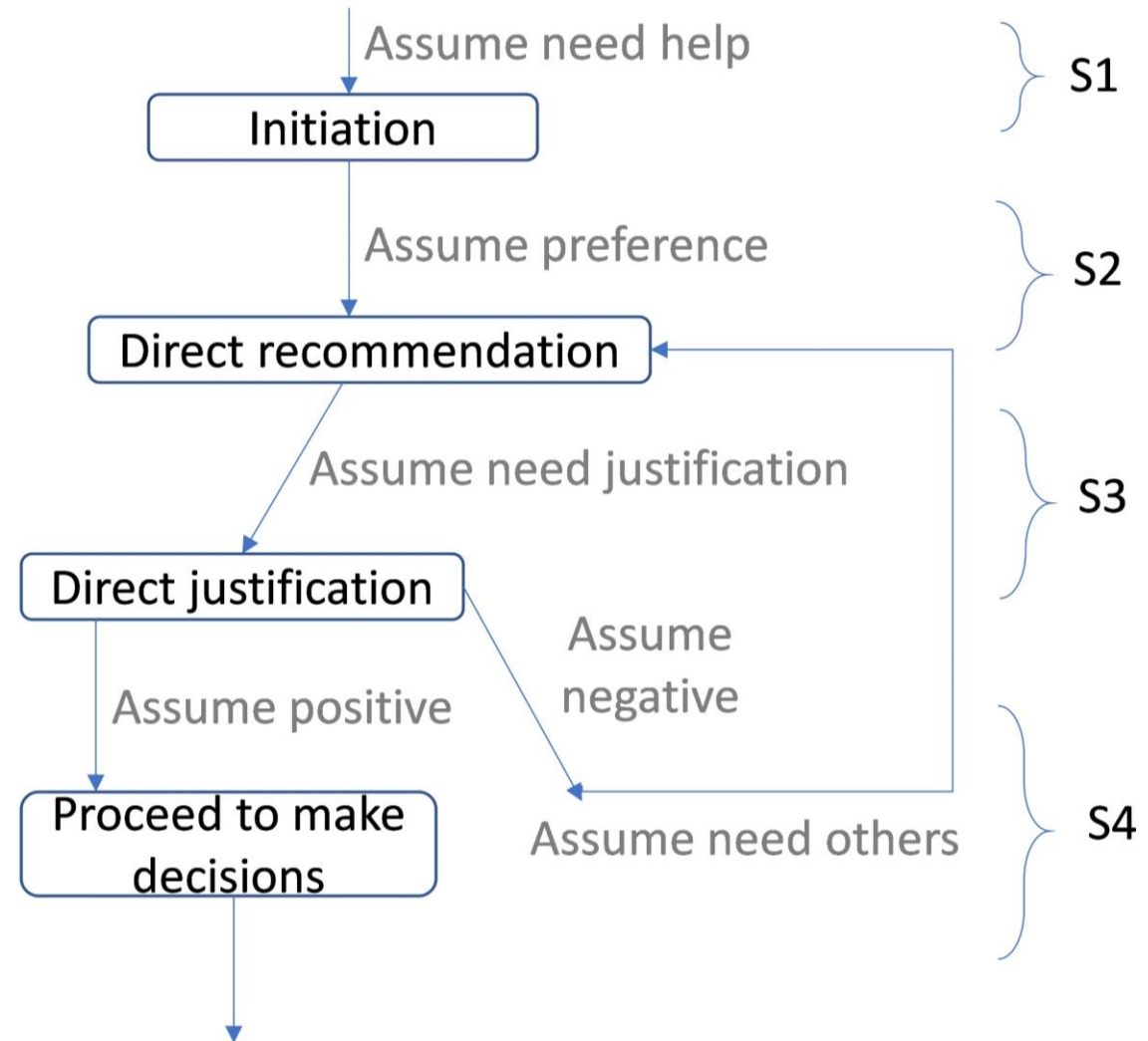


*(Adapted from Chen et al., 2012)*



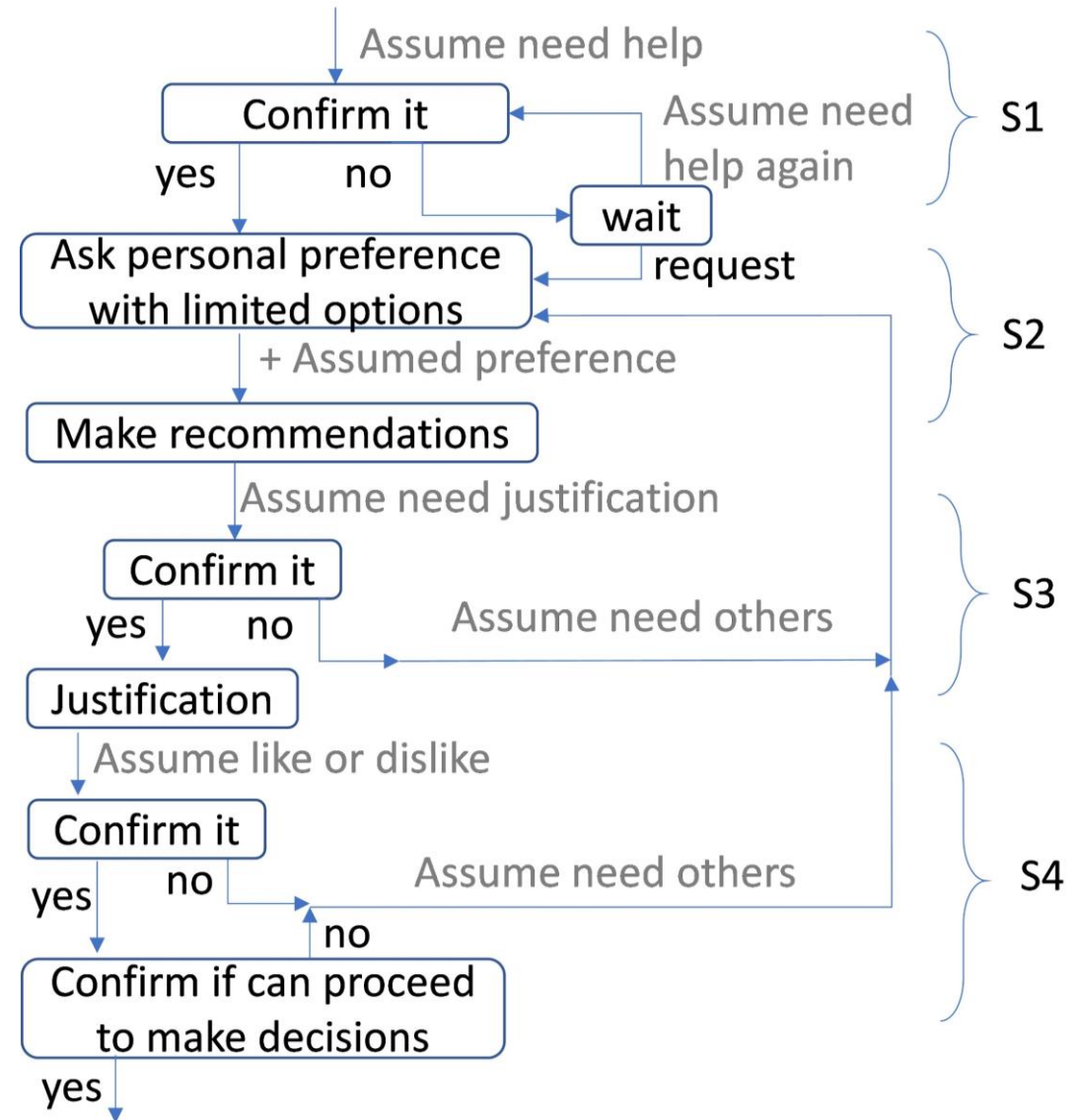
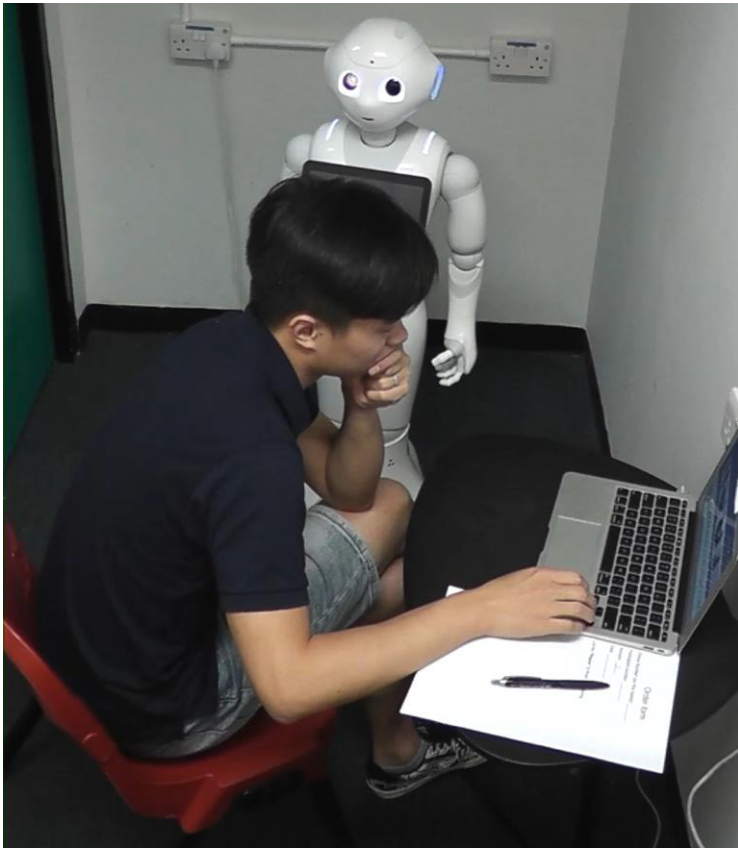
# High-proactivity Robot Behavior Policy

- Strong assumptions, actively offer help
- *High* autonomy



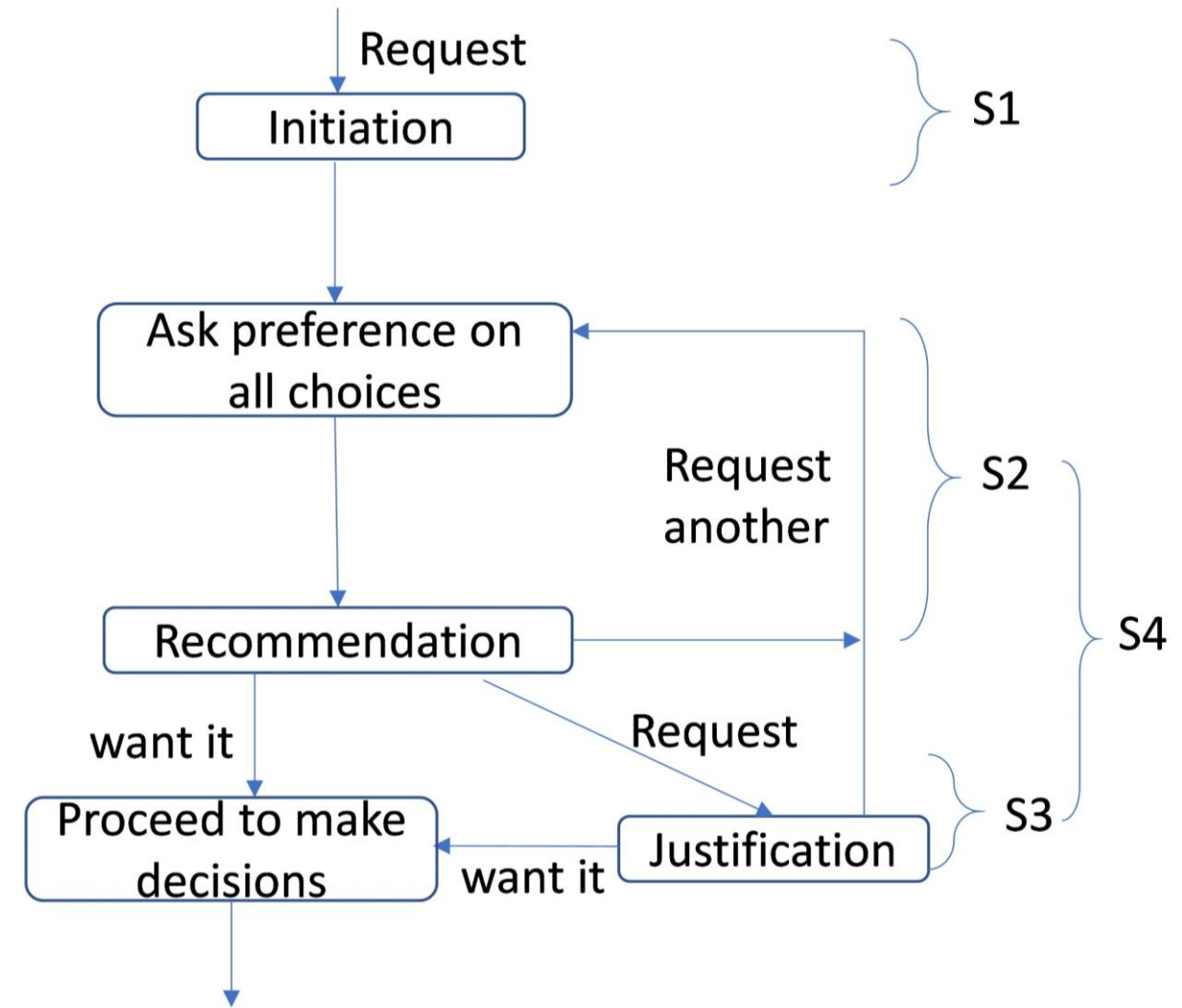
# Medium-proactivity Robot Behavior Policy

- Some assumptions, let user verify them
- *Medium* autonomy



# Low-proactivity Robot Behavior Policy

- No assumptions, need user to tell what they want
- *Low* autonomy



# Experiment to Evaluate the Effects

## Settings

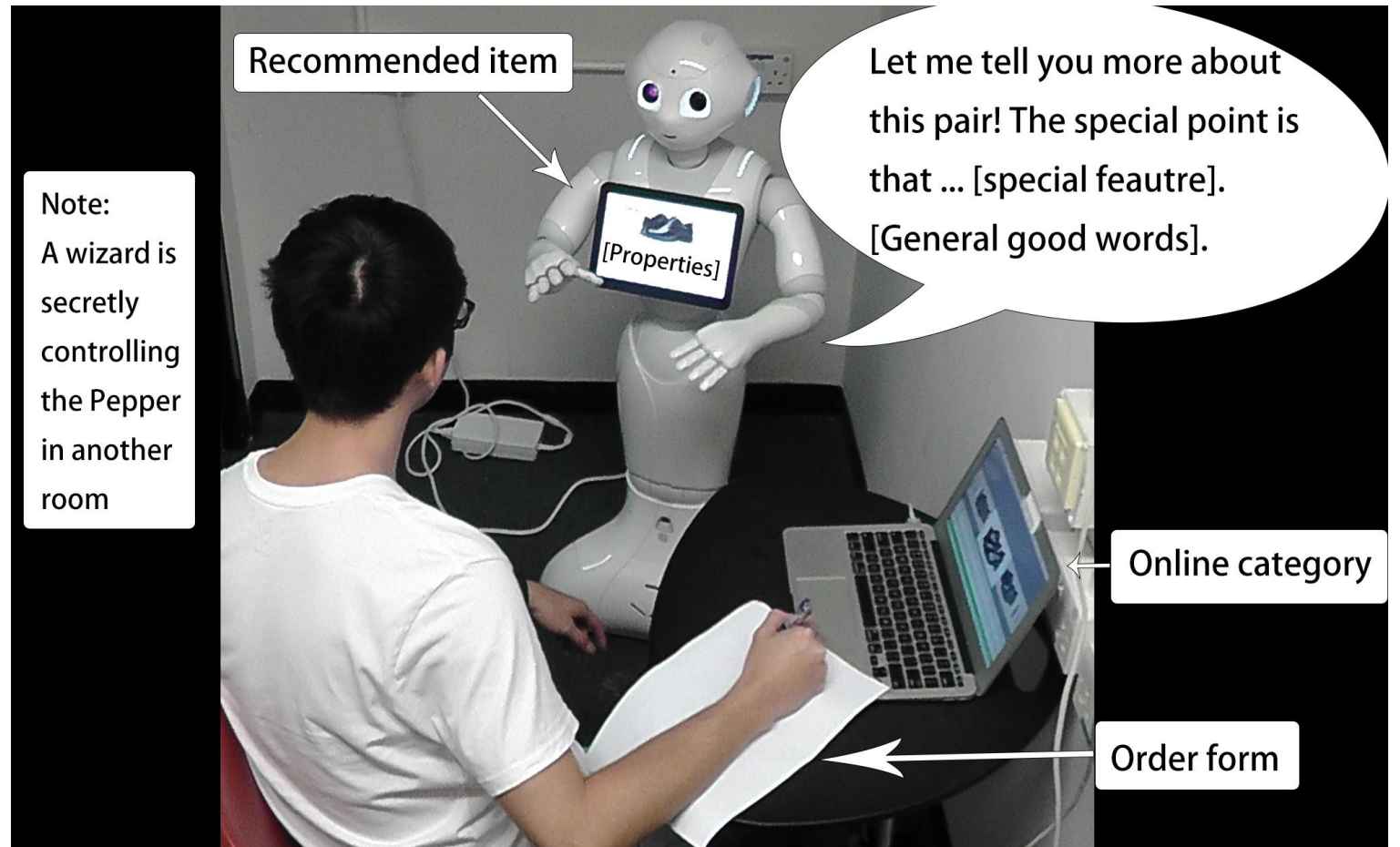
- Shoe shopping
- Robot assistant
- Laptop for browsing online category

## Hypotheses

- Appropriateness
- Helpfulness

## Behavior Analysis

- Turn-taking behaviors
- Purpose of users' turn
- Attitudes to recommended item



# Experiment Details

## Three conditions

- *High-, medium-, low-proactivity*

## Tasks

- Buy a pair of suitable shoes for a persona
- Reason needed
- Counterbalanced

## Participants

- 36 (avg. age: 23.75)
- Gender-balanced
- ~ 40 mins / person

Persona	Shoe type	Color	Occasion
Men	Oxfords	Black or Brown	Dress or Casual
Women	Heels	Black or Beige	Dress or Casual
Teens	Sneakers	Black or White	Skate or Running

**Friendly** **Clever**  
**Go-Getter**

Age: 32  
Work: Software Developer  
Family: Single  
Location: San Jose, CA  
Character: The Computer Nerd

**Motivations**

- Fear
- Power
- Social

**Goals**

- To cut down on unhealthy eating and drinking habits
- To measure multiple aspects of life more scientifically
- To set goals and see and make positive impacts on his life

**Frustrations**

- Unfamiliar with wearable technology
- Saturated tracking market
- Manual tracking is too time consuming

**Personality**

Introvert Extrovert  
Analytical Creative  
Loyal Fickle  
Passive Active

**Preferred Channels**

Social Media  
Mobile  
Email  
Traditional Ads

**Brands**

*"I feel like there's a smarter way for me to transition into a healthier lifestyle."*

**Bio**

Clark is a systems software developer, a "data junkie" and for the past couple years, has been very interested in tracking aspects of his health and performance. Clark wants to track his mood, happiness, sleep quality and how his eating and exercise habits

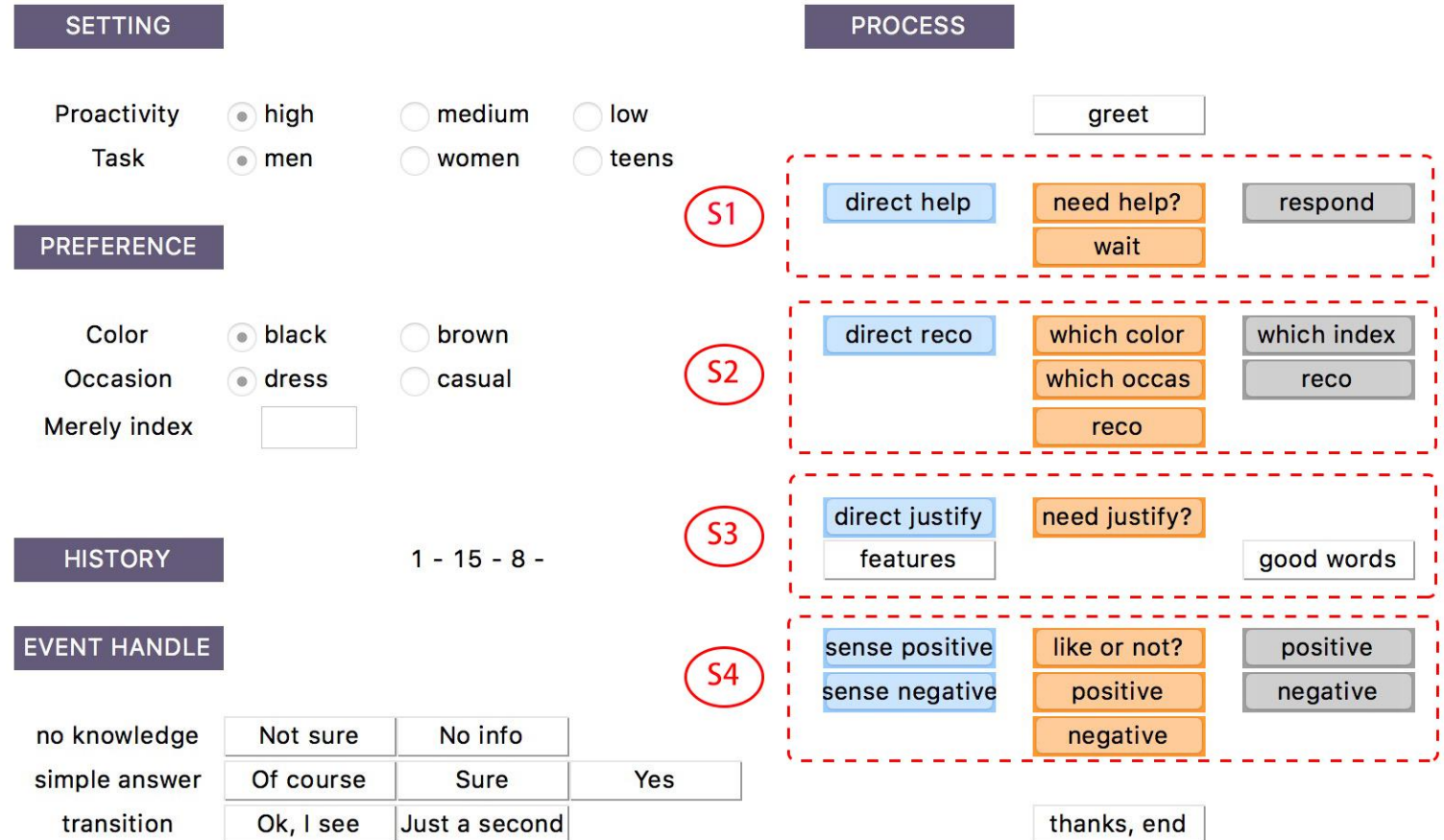
# Experiment Details

## Wizard-of-Oz

- Infer intentions
- Trigger robot responses
- Button-based interface

## Data Collection

- Questionnaires
- Post-study interview
- Video recording



# Robot's Script Samples for Justification

- Modified from shoppers' reviews
- Test all the scripts in a pilot study



Feature & good words
Suitable for walking
Stylish and fashionable
Water proof, easy to clean
Latest design
Best materials
General good words



# Results – on User Perceptions

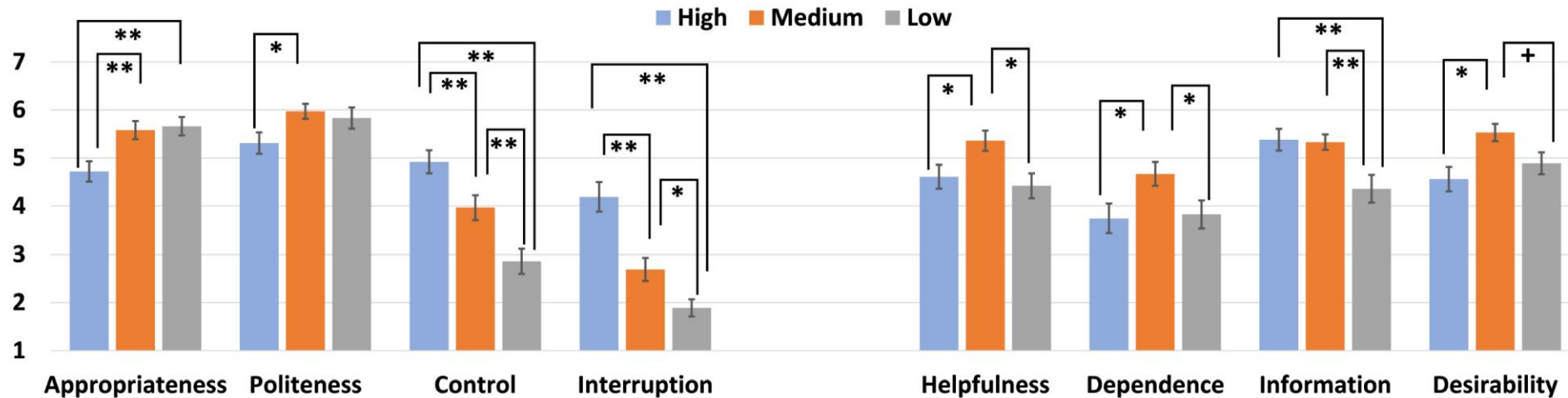


Figure 4: Means and standard errors of the user perception of the robots in terms of appropriateness (left) and helpfulness (right) on a 7-point Likert scale (+ :  $.05 < p < .1$ , \* :  $p < .05$ , \*\* :  $p < .01$ ).

## **High-proactivity robot**

- Least appropriate, though it can provide rich information

## **Medium-proactivity robot**

- Most helpful, more desirable to be served by it in the future

## **Low-proactivity robot**

- More user control, less interruptive



# Results – on User Perceptions

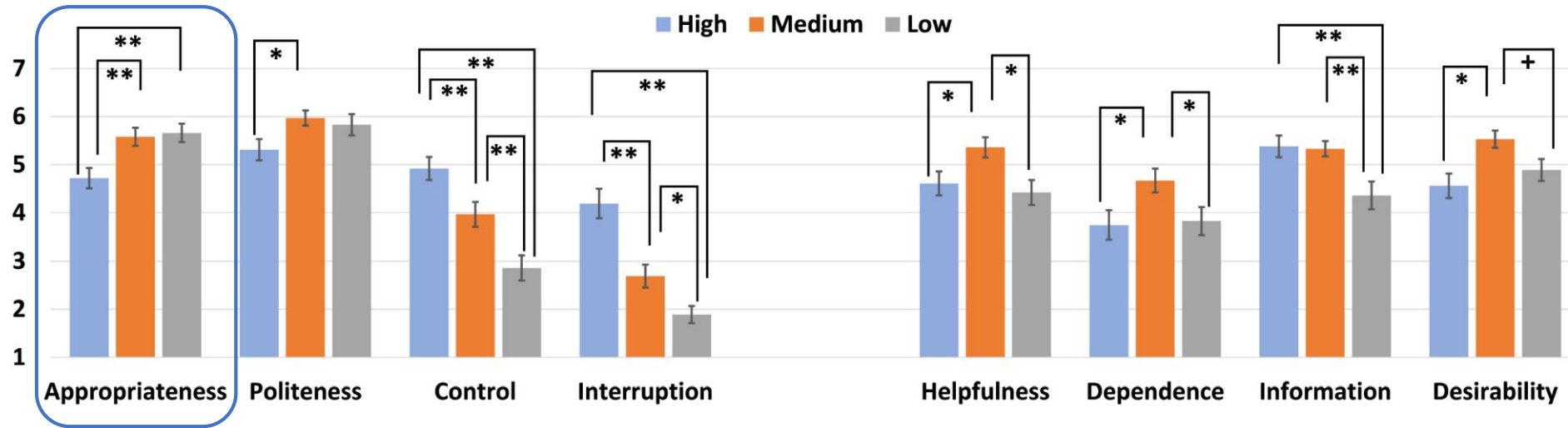


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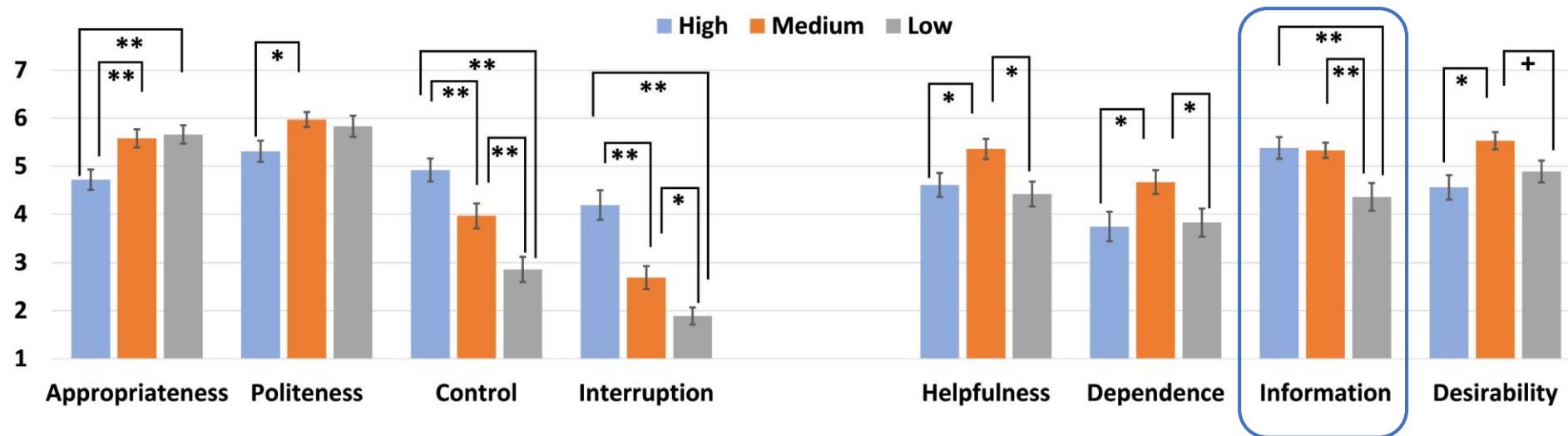


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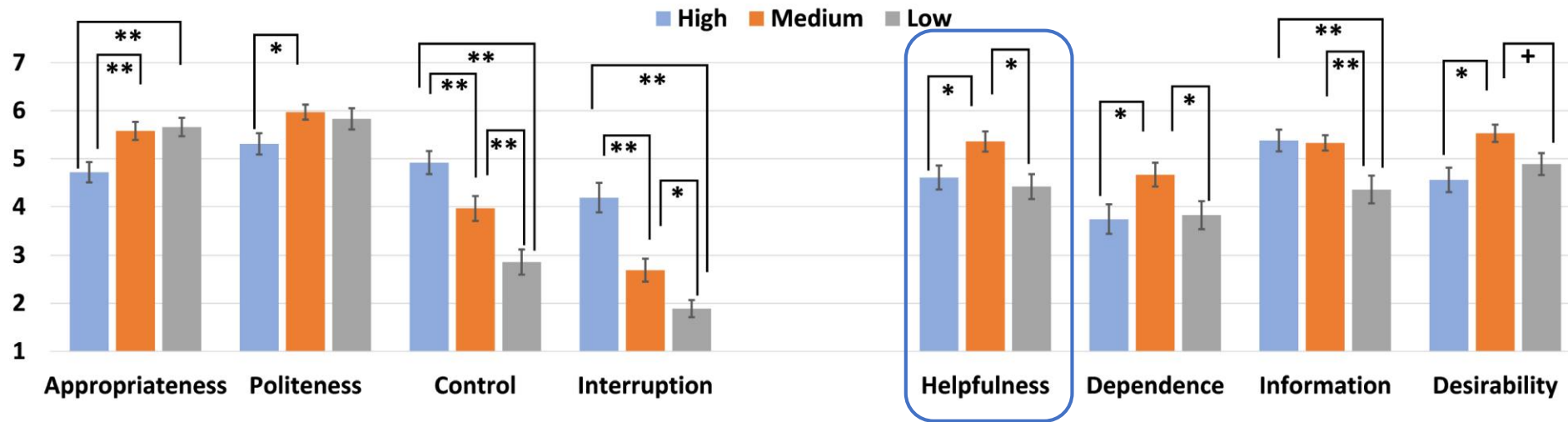


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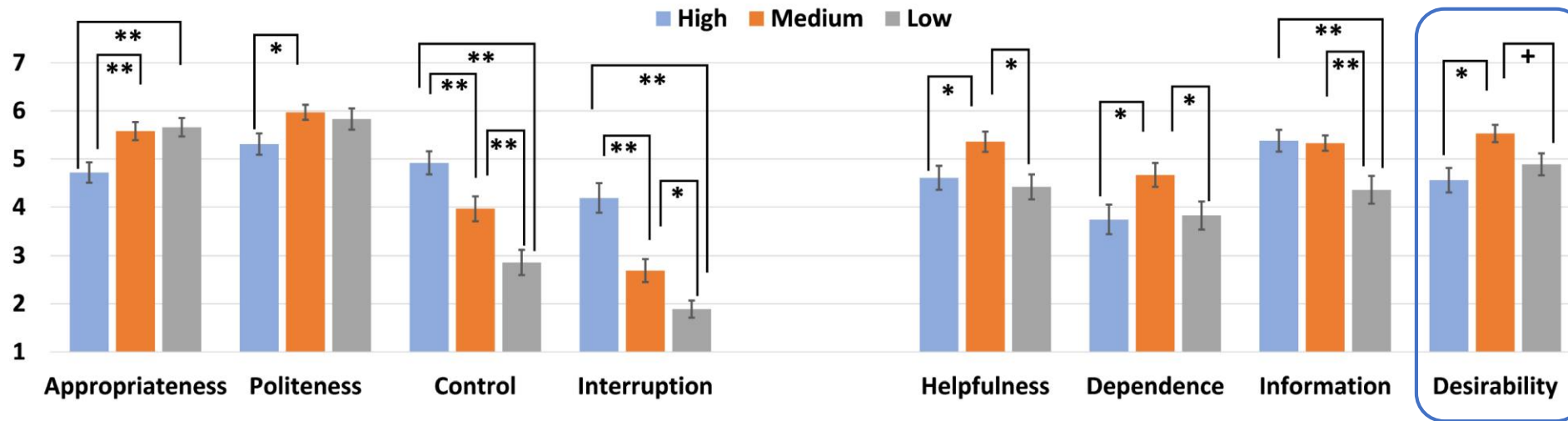


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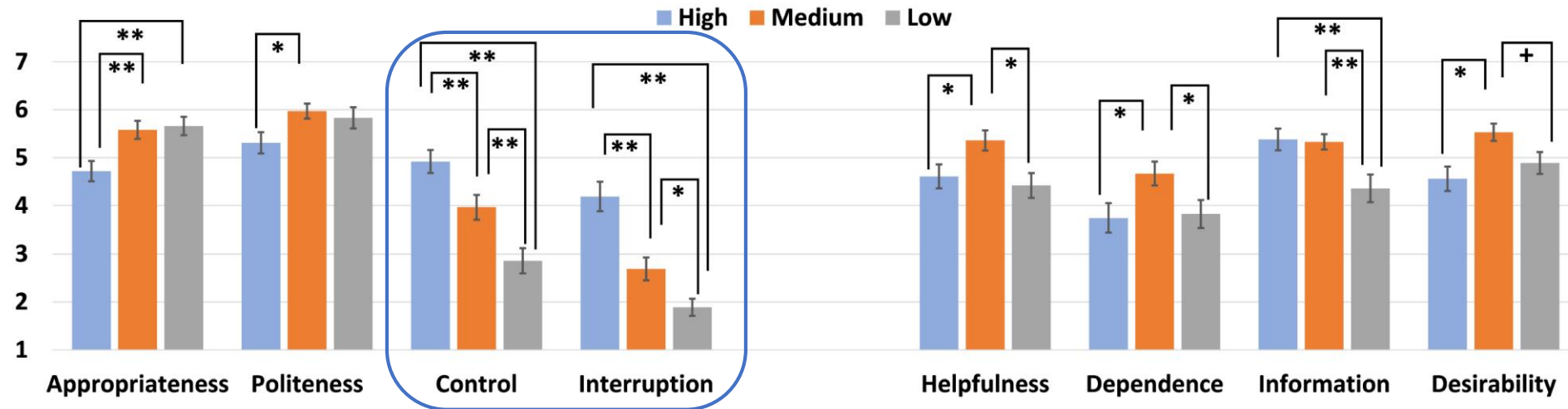


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# Results – on User Behaviors

---

Table: **Average occurrences** of users' behaviors during interaction

Theme	<b>Turn-taking behaviors</b>	
Category	<b>Initiating the turn</b>	<b>Competing for the turn</b>
Code example	(Robot is waiting) "I have a friend [...] do you have any recommendation?"	(Robot is justifying the shoes) "No, I don't want this one"
<b>High</b>	2.3 (2.02)	2.5 (2.09)
<b>Medium</b>	3.0 (2.62)	2.0 (1.84)
<b>Low</b>	<b>6.2 (5.09)</b>	<b>0.7 (0.97)</b>

**Adapt turn-taking behaviors to robots' manner**

## Results – on User Behaviors

---

Table: **Average occurrences** of users' behaviors during interaction

Theme	Purpose of users' turns	
Category	Making requests	Asking questions
Code example	"Could you recommend me another pair?"	"Do you think it is suitable for a very busy woman?"
<b>High</b>	2.5 (2.73)	0.8 (1.42)
<b>Medium</b>	3.7 (3.09)	1.0 (2.16)
<b>Low</b>	4.5 (3.65)	1.5 (2.22)

**More control over the conversation in *low* condition**

# Results – on User Behaviors

---

Table: **Average occurrences** of users' behaviors during interaction

Theme	<b>Attitudes to recommended item</b>	
Category	<b>Positive</b>	<b>Negative</b>
Code example	(Robot gives recommendation) "Okay, I like this pair."	(During recommendation) "Give me another pair."
<b>High</b>	2.2 (2.25)	1.8 (1.65)
<b>Medium</b>	<b>3.3 (2.35)</b>	<b>3.1 (3.08)</b>
<b>Low</b>	0.8 (1.02)	0.8 (0.95)

**Engage better in *medium* condition**



# Some Insights

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## **Robot should maintain a mental model of human**

- Things important for decisions: e.g., goal, preference, knowledge
- More considerate to verify the model before taking actions

## **Robot should express its capability**

- For correct expectation
- Interactively help user obtain an correct metal model of robot, e.g., show uncertainty, explain the cause of communication failure, etc.

## **Robot behavior policy should be adaptive**

- Context dependent, e.g., familiar with the items or not, in a hurry or not, etc.
- Sensitive to users' emotional reaction

# Future Work

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## **Test the generality of robot's proactivity design**

- On diverse tasks
- In real-world settings
- With different user population

## **Consider different aspects of interaction dynamics**

- E.g., action timing and robot's tones

## **Automate robot anticipation**

- Multi-modality algorithm, e.g., gaze, face expression, gesture, head pose, etc.
- Decision-makers' mental model

# Summary

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## **Service robot in decision-making support (DMS)**

### **Define robot's proactivity in DMS settings**

- Anticipation-autonomy policy framework
- *High-, medium-, low-proactivity*

### **Evaluations**

- Perceptions: appropriateness and helpfulness
- User behaviors

### **Future design considerations for robot's manner**

- Infer user's mental model
- Express its capability
- Adapt policy to context and user emotional reactions

## Questions?



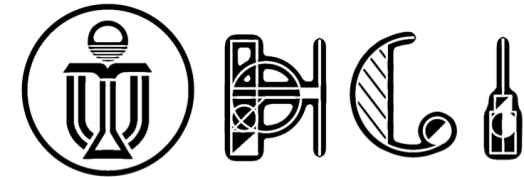
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