

SICon 2023

**The 1st Workshop on Social Influence in Conversations
(SICon)**

Proceedings of the Workshop

July 14, 2023

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Introduction

Social influence is the change in an individual's thoughts, feelings, attitudes, or behaviors that results from interaction with another individual or a group. For example, a buyer uses social influence skills to engage in trade-offs and build rapport when bargaining with a seller. A therapist uses social influence skills like persuasion to motivate a patient towards physical exercise. Social influence is a core function of human communication, and such scenarios are ubiquitous in everyday life, from negotiations to argumentation to behavioral interventions. Consequently, realistic human-machine conversations must reflect these social influence dynamics, making it essential to systematically model and understand them in dialogue research. This requires perspectives not only from NLP and AI research but also from game theory, emotion, communication, and psychology.

We are excited to host the First Workshop on Social Influence in Conversations (SICon 2023). SICon 2023 is a one-day hybrid event, co-located with ACL 2023. It is the first venue that uniquely fosters a dedicated discussion on social influence within NLP while involving researchers from other disciplines such as affective computing and the social sciences. SICon 2023 features keynote talks, panel discussions, poster sessions, and lightning talks for accepted papers. We hope to bring together researchers and practitioners from a wide variety of disciplines to discuss important problems related to social influence, as well as share findings and recent advances. This workshop allows researchers of all stages and backgrounds to share their exciting work!

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Kathleen McKeown, Columbia University

Jingwen Zhang, The University of California, Davis

Invited Speakers

Jonathan Gratch, University of Southern California

Mike Lewis, Meta AI

Jonathan May, University of Southern California

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Program

Friday, July 14, 2023

09:00 - 09:10	<i>Opening Remarks</i>
09:10 - 09:40	<i>Invited Talk 1</i>
09:40 - 10:10	<i>Invited Talk 2</i>
10:10 - 10:40	<i>Invited Talk 3</i>
10:40 - 11:00	<i>Coffee Break</i>
11:00 - 12:00	<i>Panel Discussion 1</i>
12:00 - 13:30	<i>Lunch Break</i>
13:30 - 14:30	<i>Poster Session 1</i>
14:30 - 15:30	<i>Poster Session 2</i>
15:30 - 16:00	<i>Invited Talk 4</i>
16:00 - 16:30	<i>Invited Talk 5</i>
16:30 - 16:45	<i>Lightning Talks</i>
16:45 - 17:00	<i>Coffee Break</i>
17:00 - 18:00	<i>Panel Discussion 2</i>
18:00 - 18:00	<i>Closing Remarks</i>