



Institute for Creative Technology AIAD West Point Negotiation Project

Cadet Jimmy Clark
The United States Military Academy, West Point, NY



The Question

The Institute for Creative Technology (ICT) has created a computer program to help teach individuals the process for interrogating individuals for information. Can we apply this program to the realm of Principled Negotiation?



One of the original virtual TACQ (Tactical Questioning) characters being interacted with.

The Goal

To create a computer program that Cadets and others can practice negotiating with. By doing this, we can expand our teaching capabilities both in and out of the classroom. We can practice specific tools without the need of an opposing human negotiator.



The Current Result

A basic scenario and program have been created. Ongoing development to the system is under way. We have a team from WPNP that is currently in contact with ICT to try and further the partnership and benefits to Cadets and the Army.

captain I apologize. I did not mean to sound harsh.

Sadik Yes well, let's move on.

captain It is imperative that someone responds to the attack in the village.

Sadik I understand that, but it is not my job to deal with the Taliban. That is the ANA's job.

captain What is your job then?

Sadik I am the Chief of the ANP. I am in charge of protecting the community and taking care of the local people, you know, dealing with local issues.

captain By going on this mission you will be helping to secure the village and the local population.

Sadik I agree, I would be protecting my people and community.

captain It is important that you respond quickly.

Sadik Yes. But, my men are not prepared nor equipped to deal with this mission.

A possible segment of dialogue from the current scenario.

Other Testing Opportunities

While at the ICT, you have the chance to test numerous other projects that are being developed within the ICT. I was asked to give feedback on numerous types of virtual tests that individuals are doing that relate to the military.



Jimmy and other West Point Cadets plan an IED attack using a developing training program for US Soldiers.

The Experience

- Work at one of the most advanced Virtual Technology Research and testing facilities in the United States
- Apply your knowledge to directly help West Point and the Army
- Learn in an environment vastly different from West Point
- ENJOY CALIFORNIA!



West Point
WPNP
Negotiation Project