BiLAT

Bilateral Negotiation Trainer
2004-2008

BiLAT is a portable-PC based training program designed with a specific objective in mind: to provide students an immersive and compelling training environment to practice their skills in conducting meetings and negotiations in a specific cultural context. The application was a winner of a 2008 U.S. Army Modeling and Simulation Award and has been deployed as part of a training curriculum for officers assigned to foreign posts. BiLAT transitioned to the U.S. Army is available for download from their MilGaming website.

In BiLAT, students assume the role of a U.S. Army officer who needs to conduct a series of meetings with local leaders to achieve the mission objectives. Students must establish their own relationships with these characters and be sensitive to the characters' cultural conventions. Any misstep could set the negotiations back or end them completely. Students must also apply sound negotiation strategies such as finding win-win solutions and properly preparing prior to the meeting.

USC's Game Innovation Lab was involved in the game design as well as creating a compelling set of scenarios with realistic characters that would be appropriate for the training objectives identified. Also, the BiLAT infrastructure uses research technologies including a dialogue manager, SmartBody animation technology and the PsychSim social simulation system from ICT's virtual human research project, as well as an intelligent coach and tutor to provide the student with run-time coaching and in-depth feedback during after action reviews.

BiLAT AIDE is a complementary web-based course created with the USC Rossier School of Education. The course further enhances learning by providing instruction on the theories behind the practice of negotiation and cultural understanding.

BiLAT was a part of the Learning with Adaptive Simulation and Training (LAST) Army Technology Objective (ATO). The project was a collaboration between the University of Southern California's Institute for Creative Technologies (ICT), U.S. Army Research Institute for the Behavioral and Social Sciences (ARI), U.S. Army Research Laboratory Human Research and Engineering Directorate (ARL-HRED) and U.S. Army Simulation and Training Technology Center (STTC).

At the University of Southern California Institute for Creative Technologies leaders in artificial intelligence, graphics, virtual reality and narrative advance low-cost immersive techniques and technologies to solve problems facing service members, students and society.