

### **General Administrative Guidance for all Offerors**

- Requested format for technical and cost proposals must be followed exactly and completely.
- Full proposals must be received by the published deadline, see BAA section 4.C.1.
- The full proposal must include a clear and detailed description of the model(s), hypotheses, predicted signals, and of the protocols themselves.

### **General Technical Guidance for all Offerors**

- IARPA is looking for significant improvements in approaches to measure interpersonal trust using protocols that have construct, face, and ecological validity, see BAA sections 1.A.2-4. Proposals with an approach that will yield only an incremental improvement and/or with an overly conservative approach to measuring interpersonal trust, as compared to state-of-the-art, will not be favorably reviewed. See sections 5.A.1 and 3 of the BAA.
- The target metric of 80% does not refer to 80% accuracy in predicting behavioral outcomes. As per the BAA section 1.E., protocols will be considered validated only if all of the neural, physiological, psychological, and behavioral signals that are predicted, regardless of direction or magnitude, and based on the proposed model(s) and hypotheses, are present in 80% of the subjects that are tested in the protocol.
- Full proposals must include a description of how the key variables listed in Table 1 will be incorporated in each protocol. Hypotheses must state how these variables are expected to influence outcome measures in each protocol.
- Offerors should develop protocols in which subjects are highly motivated and in which their actions have significant and subjectively meaningful consequences. Offerors should specify how they intend to measure subjects' levels of motivation for the protocols. See section 1.A.5.e. of the BAA.
- The time frame(s) during which interpersonal trust is measured must be identified, justified as appropriate, and should address the development or change of trust as a function of the interpersonal interaction, not simply the passage of time. Offerors should consider how environmental or motivational factors may change over time and how this may influence the type or expression of trust. See section 1.A.5.f. of the BAA.
- Proposed approaches must be sensor and facility agnostic. See section 1.A.5.h. of the BAA: "As specified in Phase 1's overarching research goals, Offerors should develop models and protocols that are sensor and facility agnostic. Offerors should not design protocols that require specific and/or unique sensors or facilities that are not widely available (i.e. proprietary or novel) and/or are difficult to obtain or reserve for use. While Offerors are expected to use specific sensors to confirm their models/hypotheses and the protocols' construct validity, the protocols – that is, what subjects are asked to do - must not require these sensors in order to be run as it is likely that Phase 2 will use different sensors with the protocols. Additionally, Offerors should note that a Government team will independently validate protocols in Phase 1 and this validation also may require the use of different sensors and/or facilities."
- A power analysis is required and should include a description and justification of the analysis parameters, including independent and dependent variables, number and type of comparisons, significance criterion, and effect size. See section 5.A.1 of the BAA.