

---

# 000 ARE LLM AGENTS BEHAVIORALLY COHERENT? 001 002 LATENT PROFILES FOR SOCIAL SIMULATION 003 004

005 **Anonymous authors**

006 Paper under double-blind review

## 009 ABSTRACT 010

011 The impressive capabilities of Large Language Models (LLMs) have fueled  
012 the notion that synthetic agents can serve as substitutes for real participants  
013 in human-subject research. To evaluate this claim, prior research has  
014 largely focused on whether LLM-generated survey responses align with  
015 those produced by human respondents whom the LLMs are prompted to  
016 represent. In contrast, we address a more fundamental question: Do agents  
017 maintain *internal consistency*, retaining similar behaviors when examined  
018 under different experimental settings? To this end, we develop a study  
019 designed to (a) reveal the agent’s internal state and (b) examine agent  
020 behavior in a conversational setting. This design enables us to explore a  
021 set of behavioral hypotheses to assess whether an agent’s conversational  
022 behavior is consistent with what we would expect from its revealed internal  
023 state. Our findings show significant internal inconsistencies in LLMs across  
024 model families and at differing model sizes. Most importantly, we find that,  
025 although agents may generate responses matching those of their human  
026 counterparts, they fail to be internally consistent, representing a critical  
027 gap in their capabilities to accurately substitute for real participants in  
028 human-subject research.

## 030 1 INTRODUCTION 031

032 LLMs have demonstrated remarkable progress in recent years, prompting researchers and  
033 practitioners alike to ask not whether these systems can pass the Turing test [Jones & Bergen](#)  
034 ([2025](#)), but whether they can convincingly adopt full-fledged human personas [Hu & Collier](#)  
035 ([2024](#)); [Park et al. \(2023\)](#). Early findings suggest they can. For example, [Park et al. \(2024\)](#)  
036 finds that when agents are constructed using rich qualitative interview data, they exhibit  
037 attitudes and behaviors that closely mirror those of their human counterparts. Such results  
038 have inspired what we term the *substitution thesis*: if agents can emulate humans, they may  
039 serve as substitutes for real participants in human-centered research. As substitutes, agents  
040 can be examined for individual traits or can be deployed to simulate human societies at scale.  
041 Should this prove viable, the potential upsides for social research would be tremendous:  
042 companies might test new products on virtual customers ([Xiang et al., 2024](#); [Ilagan et al., 2024](#)),  
043 and social scientists could explore complex phenomena like war [Hua et al. \(2024\)](#),  
044 governance [Piatti et al. \(2024\)](#), or cultural evolution [Perez et al. \(2024\)](#) with fewer ethical  
045 and logistical constraints.

046 Still, the gap between technological promise and practical utility remains large. While  
047 [Park et al. \(2024\)](#) achieves impressive persona fidelity, it does so by relying on lengthy  
048 two-hour interviews. Indeed, in studies where agents are not given such extensive background  
049 information, their persona mimicry begins drifting in significant ways. For instance, when  
050 tasked with representing different American sociopolitical groups, LLM agents broadly  
051 matched aggregate human opinions but displayed far less variance, raising doubts about  
052 their use in downstream analyses ([Bisbee et al., 2024](#)). Similar “flattening effects” have also  
053 been observed across identity groups, where agent responses appear more homogeneous than  
their real-world counterparts ([Wang et al., 2025a](#)). We make further strides in identifying  
current gaps in the substitution thesis with the following contributions.

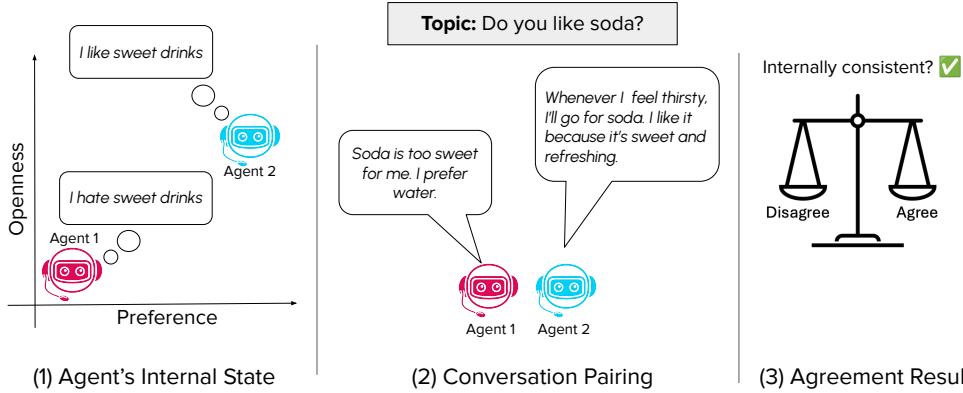


Figure 1: A proposed framework for probing behavioral consistency in LLM agents. Rather than comparing LLM-predicted latent profiles against their human counterparts, we compare the predicted LLM agents’ latent profiles against each other based on ground-truth models. Each agent is assigned a latent profile consisting both their openness to change their mind and their stance on a specific topic (e.g., a preference for sweet drinks). We then measure if the agreement level of the conversation is consistent with the latent profiles of the pairs. For instance, Agent 1 is internally consistent with its latent profile (“dislike sweet drinks”, “low openness score”) since at the end of the conversation, it still prefers water.

**Proposed Framework.** Our design rests on two pillars: (1) inferring an agent’s internal state, and (2) testing whether it manifests in conversation with others, as stated in Figure 1. For internal state, we solicit both the agent’s preference on a topic and its openness to persuasion. One agent may strongly dislike taxes, while another supports them; one may admit to being easily swayed, while another identifies as stubborn. We leverage this heterogeneity in the agents’ preferences and openness for our second step, the conversation pairing. If agents are consistent with their internal state, then we ought to be able to manufacture agreement or disagreement based on who we pair in a conversation. Simply put, those with aligned views should agree more than those with opposed views. Moreover, the flexibility in pairing agents across topic, preference, and openness ensures that our design guards against a well-known issue: humans themselves are not always consistent in acting on their preferences. Our study addresses this problem by shifting from individual reliability to collective patterns. By comparing how different agent pairings interact, we capture group-level consistency (or lack thereof) and bypass the need for any single agent’s self-report to be fully accurate. This approach reduces noise from the individual level and reveals the more stable signals that emerge across groups.

**Findings.** Pairs with aligned sentiments often reach the highest levels of agreement, yet the reverse is not true – agents with opposing preferences rarely disagree outright. Instead, their conversations typically end in neutral outcomes, making actual disagreement a notable exception in our study. This pattern holds even when accounting for sycophancy as usually proscribed by other researchers (Sharma et al., 2025). Furthermore, even among agents who share the same sentiment, we observe meaningful differences based on whether that sentiment is positive or negative. For example, a mutual dislike of a topic such as taxes should, in theory, lead to the same level of agreement as mutual appreciation. However, our results show that shared dislike consistently yields lower agreement.

## 2 RELATED WORK

### 2.1 LLMs AS AGENTS AND HUMAN SUBSTITUTES IN DIALOGUE

Recent advances in Large Language Models (LLMs) have opened new possibilities for simulating human subjects in social science research. These models exhibit context-sensitive reasoning and structured decision-making capabilities (Wei et al., 2022; Kojima et al., 2022), enabling researchers to utilize them not only as tools but as experimental subjects (Mou

---

108 et al., 2024; Park et al., 2023). In multi-agent simulations, LLMs have demonstrated socially  
109 emergent behaviors—forming memories, goals, and interaction patterns resembling real-  
110 world dynamics (Wang et al., 2025b). They have been used to model phenomena like  
111 conformity, information cocoons (Anthis et al., 2025), war (Hua et al., 2024), and market  
112 competition (Zhao et al., 2024). In structured survey settings, their responses have shown  
113 high alignment with human data across various conditions (Anthis et al., 2025). Nonetheless,  
114 significant conceptual and technical challenges remain. LLMs rely on statistical prediction  
115 rather than cognitive reasoning, and while they may appear behaviorally plausible, this  
116 can obscure underlying instability. They often fail to reproduce human-like distributional  
117 variance or demographic nuance and remain highly sensitive to prompt design and temporal  
118 drift (Bisbee et al., 2024; Petrov et al., 2024; Takata et al., 2024).  
119

## 120 2.2 BEHAVIORAL CONSISTENCY AMONG PERSONALITY, PREFERENCE, AND TOPIC 121

122 Although LLMs can maintain fluent conversation, they frequently lack continuity in person-  
123 ality and preference across multiple turns. Benchmarks like Topic-Conversation Relevance  
124 (TCR) assess topic relevance (Fan et al., 2024), but do not account for how personality traits  
125 might influence topic engagement or behavioral adaptation. Similarly, Long-Term Memory  
126 (LTM) benchmarks show that while LLMs can recall factual details, they struggle to retain  
127 identity- or preference-linked information over time (Castillo-Bolado et al., 2024).

128 Traditional persona-based models Zhang et al. (2018); Rashkin et al. (2019) allow for stylized  
129 variation (e.g., ‘‘likes cats’’), but do not simulate evolving personality states or trait-informed  
130 reasoning. Recent works on generative agents with memory and reflection (Park et al., 2023)  
131 and trust-aware simulations (Xie et al., 2024) have made progress toward this goal, yet fall  
132 short in capturing how personality shapes topic alignment in dynamic conversations. Persona  
133 injection has been shown to improve coherence and emotional nuance (Wu et al., 2025).  
134 Trait-grounded personas help LLMs maintain consistent behaviors, influencing both the form  
135 and distribution of emotional support strategies. Synthetic datasets built from large-scale  
136 simulations further show that persona conditioning enhances diversity across psychological  
137 traits (Ge et al., 2024; Wu et al., 2025). However, challenges still remain, as studies have  
138 shown that dialogues generated without personas tend to be more concentrated and less  
139 diverse in psychological traits. In contrast, persona-conditioned outputs distribute more  
140 broadly across trait dimensions, such as Emotionality and Openness (Wu et al., 2025). The  
141 Big Five traits, including openness, are both stable across time and life events (Cobb-Clark &  
142 Schurer, 2012) and significantly correlated with resilience, cognitive flexibility, and adaptive  
143 functioning (Oshio et al., 2018).

## 144 3 A FRAMEWORK FOR PROBING BEHAVIORAL COHERENCE 145

### 146 3.1 EXPERIMENTAL FRAMEWORK

147 At a high level, our framework’s tests undergo five sequential stages as shown in Figure 2: (1)  
148 select a topic, (2) generate agents, (3) elicit their internal states, (4) pair them for dialogue,  
149 and (5) evaluate conversational agreement (details in Appendices A and B).

150 **Topic Selection:** Construct a set of topics, where each topic  $T$  is associated with a  
151 contentiousness level  $C \in \{1, 2, 3\}$ , with 1 being the least contentious and 3 being the most  
152 contentious. The set contains nine topics in total, with exactly three topics assigned to each  
153 contentiousness level. Further descriptions of the topics may be found in Table 3.

154 **Generate Agents:** For each topic, construct agents with demographic profiles  $D_i$  defined  
155 by age, gender, urbanicity, location, and education (see Appendix B for more details on  
156 specific prompt construction). We further modify the agent prompt to include their bias  
157 towards the topic at hand,  $B \in \{1, 2, 3\}$ , with 1 being the least biased towards an opinion on  
158 a topic, and 3 being the most biased. Demographic region is limited to the United States  
159 and systematically varied across 5 age groups, 2 genders, 4 regions, 4 urbanicity levels, and 6  
160 education levels.

162  
163  
164  
165  
166  
167  
168  
169  
170  
171  
172  
173  
174

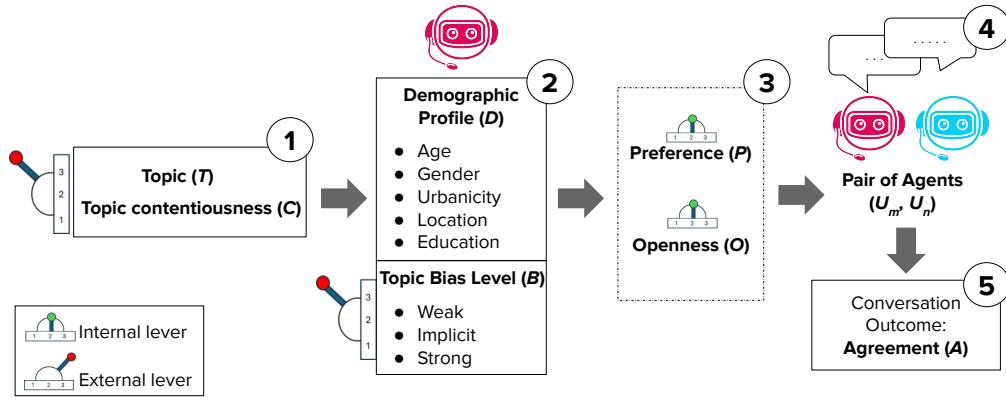


Figure 2: Proposed framework for probing behavioral coherence : (1) We first gather a set of topics of varying contentiousness levels to query agents on. (2) For a given topic, explicit agent profiles are gathered by varying the prompt among different demographic values (age, gender, etc.). This prompt is further altered to include information specific to the agent’s bias toward the chosen topic. (3) Internal states are gathered for each agent by asking a question about their preference on the given topic and about their openness to being swayed by others. (4) Agents are paired together to discuss the topic, and (5) agreement scores are calculated for each turn of their conversations.

183  
184  
185

**Internal State:** Identify each agent’s preference  $P_i$  and openness  $O_i$ . Both these values are captured by posing a set of questions to agent  $i$  and the responses are used to create a number indicating an agent’s preference for a topic and their openness. Section A details how these values are determined in greater detail.

186  
187  
188  
189

**Pairing Agents:** Each agent  $i$  has a profile  $(P_i, O_i, B_i)$ . Let  $U := \{(P_j, O_j, B_j)\} \forall j \in \{1, \dots, N\}$  be the set of all  $(P, O, B)$  tuples (representing all possible agents in our setup). For all possible pairs  $(U_m, U_n)$ , we sample agents  $q, r$  such that  $(P_q, O_q, B_q) = U_m$  and  $(P_r, O_r, B_r) = U_n$ .

190  
191  
192  
193

**Conversation Outcome:** For each step  $K$  of a conversation, we use LLM-as-judge to score agreement  $A \in \{1, 2, 3, 4, 5\}$  (1 = complete disagreement, 5 = complete agreement). For analysis, we retain only the final agreement score. To calibrate judgments, we provide five annotated sample conversations—one for each score.

194  
195  
196  
197

### 3.2 SPECIFIC EXPERIMENTS

200  
201  
202  
203  
204  
205  
206  
207  
208  
209  
210  
211  
212  
213  
214  
215

We examine 9 topics with different controversy levels to explore the effect of contentiousness on both individual agent response as well as on agreement during interaction with other agents. More details on specific topics and agent demographics can be found in Appendix A (in particular, Tables 3 and 4 show the set of topics and agent demographics we consider).

Using these topics and demographics, we conduct two sets of experiments: (1) qualitative experiments (§4.1 and §4.2) as a proof-of-concept on LLMs’ internal consistency on preferences and openness, and (2) formalized experiments (§4.3) to compare various LLMs’ performances for robustness. For both experiment sets, we use Llama3.1-8B-Instruct (et al., 2024) as the judge (except in cases where we evaluate Llama3.1-8B-Instruct as the agent model, in which case we use Qwen2.5-7B-Instruct (Qwen et al., 2025) as the judge). For the qualitative experiments below, we use Qwen2.5-7B-Instruct as the agent model. For the formalized and aggregated experiments, we examine Qwen2.5 models with various sizes (3B, 7B, and 14B) as well as other model types (Llama3.1-8B, Gemma-2-9B (Team, 2024), MISTRAL-7B (Jiang et al., 2023), and Olmo-7B (Groeneveld et al., 2024)) as the agents.

---

## 216 4 EXPERIMENTAL RESULTS

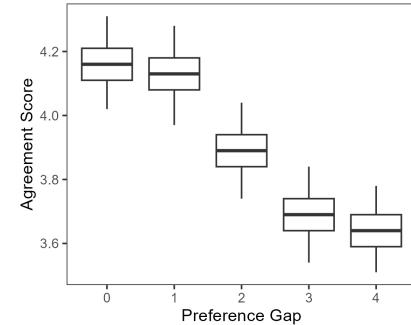
218 In our experiments, we aim to uncover the discrepancy between the *appearance* of behavioral  
 219 consistency and its breakdown under closer examination. To this end, we organize our  
 220 findings along two dimensions – **preference** and **openness** – using bootstrap sampling as  
 221 our primary mode of analysis. For more details, refer to Appendix C.

### 223 4.1 ON PREFERENCES

225 **Finding #1: Increasing Preference Gap Decreases Agreement** The most basic consistency  
 226 test is whether agents with shared preferences are  
 227 more likely to agree than those with divergent ones.  
 228 We examine this by computing the *preference gap* as  
 229 the absolute difference in two agents' preference scores  
 230 ( $|1-5|$ ). A gap of four indicates maximal difference  
 231 whereas a gap of zero indicates identical views. 3  
 232 displays our results, which appear consistent with our  
 233 expectation: Pairs with aligned preferences (gap=0)  
 234 achieve the highest agreement, while pairs with greater  
 235 gaps yield progressively lower scores. Agreement, thus,  
 236 decreases with larger preference gaps.

237 Stopping the analysis here would misleadingly suggest that agents are behaviorally consistent.  
 238 In fact, the results in Figure 3 conceal significant inconsistencies. A deeper analysis reveals  
 239 three systematic discrepancies: (1) disagreement is strongly dampened between agents with  
 240 dissimilar preferences, (2) shared negative sentiment produces weaker alignment than shared  
 241 positive sentiment, and (3) topic contentiousness exerts undue influence on outcomes.

242 **Finding #2: Agreement amplifies, disagreement dampens:** Figure 3 shows that  
 243 agreement levels remain high even at large preference gaps. Instead of converging toward the  
 244 minimum score of 1, pairs with maximal divergence average between 3.5 and 3.7 with fewer  
 245 than 1% of all conversations yielding scores below 3. In other words, agents virtually never  
 246 disagree, no matter how much they diverge in their preferences. One potential explanation  
 247 for these patterns is sycophancy, a bias in which language models tend to be overly agreeable  
 248 toward their interlocutor. In our context, such sycophancy would manifest as a systematic  
 249 amplification of agreement and a corresponding suppression of disagreement.



243 Figure 3: Average agreement score  
 244 when conversation pairs are grouped  
 245 according to their preference gap

251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269
251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269	251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269
1	0.000204	0.371	0.371	0.371
2	0.00163	0.423	0.423	0.423
3	0.205	0.205	0.205	0.205
4	0.423	0.00163	0.00163	0.00163
5	0.371	0.000204	0.000204	0.000204

260 Table 1: To estimate how much preference is being depressed, we assume that the expected  
 261 disagreement pattern for pairs with the widest preference gap is the inverse of pairs with a  
 262 preference gap of zero.

263 To uncover the effects of sycophancy, we estimate the suppression of disagreement by adopting  
 264 a simplifying assumption–agents should, in principle, disagree at the same rate as they agree.  
 265 We already know one end of this spectrum, namely, the amount of agreement when agents  
 266 are perfectly aligned (gap=0). We establish the other end of the spectrum, the disagreement  
 267 side, by assuming it to be the inverse of agreement as shown in Table 1. This procedure  
 268 yields the counterfactual outcomes shown in Figure 4.

269 For pairs with a preference gap of four, the observed mean agreement score (3.6) is roughly  
 270 twice the expected value (1.8), revealing substantial suppression of disagreement. This

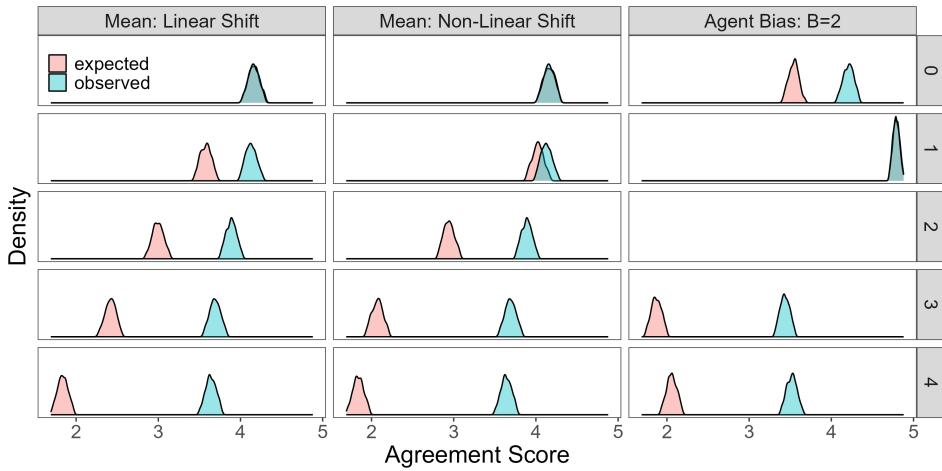


Figure 4: Estimates for disagreement suppression where the observed and expected agreement distributions are compared across preference gaps. Each row corresponds to the difference in preference on the topic of interest. The first two columns use the entire sample, but differ in the way the means shift across preference gaps. The third column is based on a subsample where the agents’ topic bias is set to  $B_i = 2$ . The right column shows the preference gap.

effect extends across smaller gaps as well. As shown in the left column of Figure 4, when assuming the distributions shifts linearly from preference gap zero to four, the differences between expected and observed means are 1.8, 1.27, 0.89, and 0.55 for gaps four through one, corresponding to suppression magnitudes of 2.0, 1.53, 1.30, and 1.15 respectively. Replicating the analysis with a sigmoidal shift displayed in the middle column yields the same conclusion: disagreement is consistently depressed across all preference gaps. Furthermore, looking at the right column of Figure 4, this suppression persists even when agents are explicitly instructed to adopt firm positions ( $B_i = 2$ ). Although there is an anomaly in that the highest agreement occurs at a gap of one rather than zero, the broader result is clear: disagreement is systematically dampened despite efforts to mitigate sycophancy.

**Finding #3: Shared sentiment, divergent speech destinations:** For the second hidden inconsistency, consider two pairs of agents: one strongly favors a topic, while the other strongly dislikes it. In principle, both pairs should exhibit high agreement—one through shared enthusiasm, the other through shared aversion. Sentiment alignment, whether positive or negative, should yield comparable agreement outcomes. Yet this is not what we observe.

We illuminate this inconsistency by decomposing each preference gap level into two subgroups. In the first, one agent is fixed at a preference of one; in the second, one agent is fixed at five. If agents behaved consistently, the agreement distributions of these subgroups would overlap. Instead, Figure 5 shows a systematic asymmetry. Across all cases, pairs anchored at one display lower agreement scores than those anchored at five. Moreover, this disparity grows as the preference gap narrows—from a mean difference of 0.33 at gap three to 0.62 at gap zero. Strikingly, the (1,1) pair aligns more closely with (2,5)—three preference levels apart—than with its supposed counterpart (5,5). These results suggest that LLM agents systematically penalize expressions of strong negative sentiment.

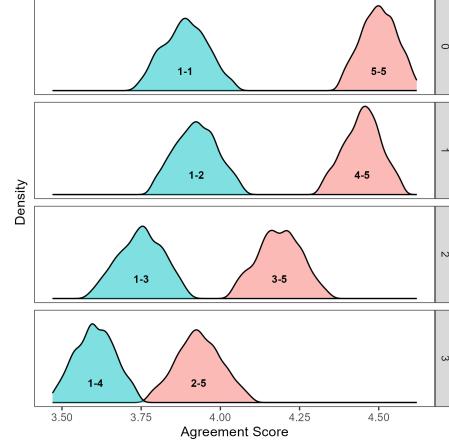


Figure 5: Agreement scores for pairs with fixed sentiment anchors. One of the agents’ preference is fixed at 1 and 5 for the two groups respectively. The specific preference pairing is noted inside the distribution.

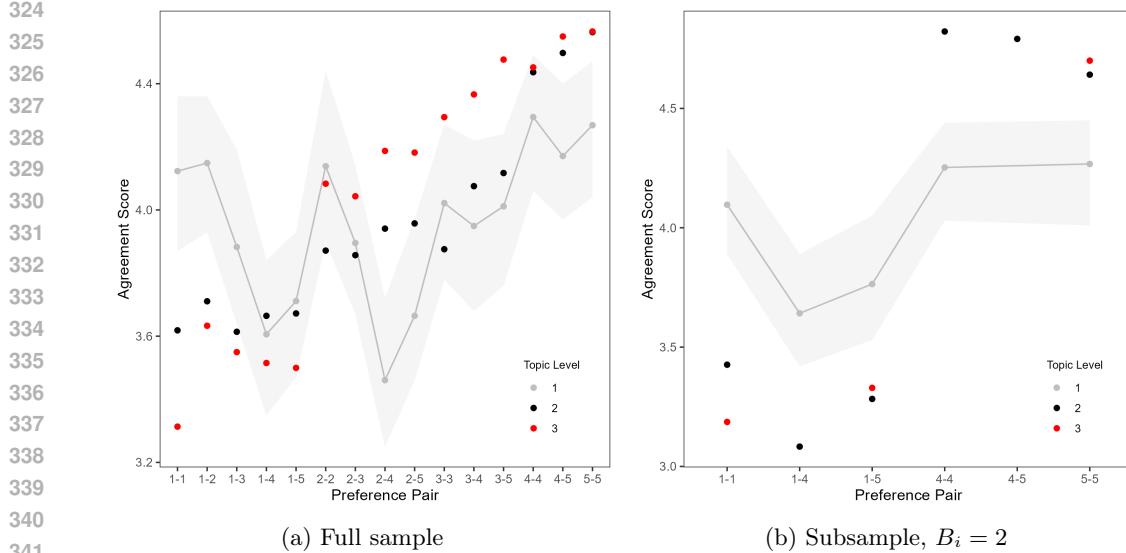


Figure 6: The two graphs show whether topic controversy has an independent effect on agreement outcomes when preferences of conversation pairs are held constant. Gray bands display the confidence interval for the least controversial topics.

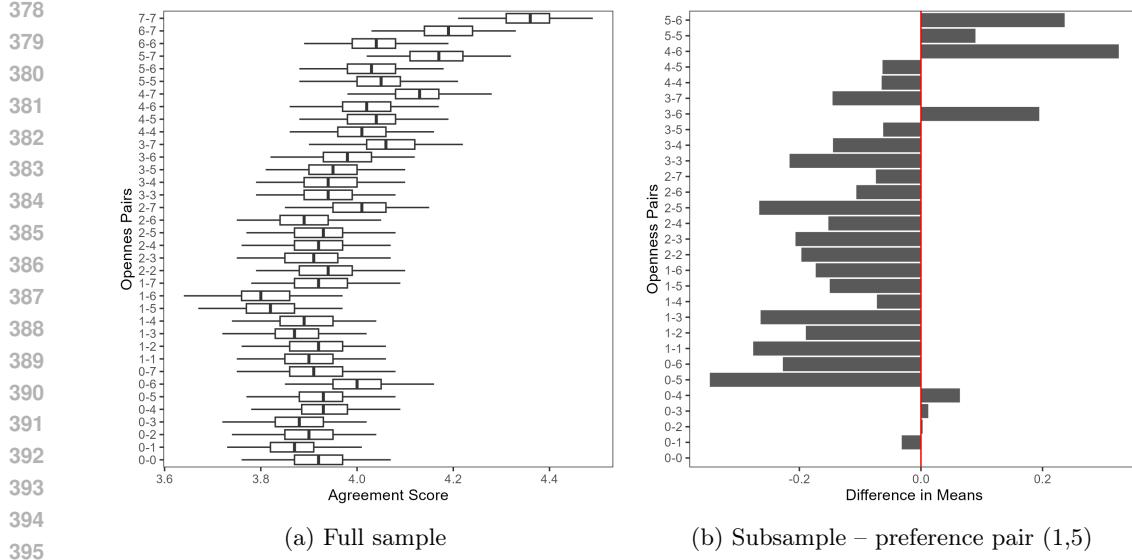
**Finding #4: Topic contentiousness trumps preference:** Our third indicator of inconsistency concerns the undue influence of topic contentiousness on agreement outcomes. While some subjects, such as taxes or immigration, are commonly perceived as polarizing, this reflects how individuals position themselves, not an intrinsic property of the topic. Even seemingly benign discussions, such as favorite sports or seasons, can become contentious if participants hold opposing views. Hence, pairs with the same sentiment should exhibit similar levels of agreement regardless of topic. To test this, we disaggregated agents into preference pairs (e.g., (1,3), (2,4)) and calculated agreement scores at three levels of contentiousness: neutral ( $C = 1$ ), medium ( $C = 2$ ), and high ( $C = 3$ ). Using neutral topics as a baseline, we then examined how agreement shifts as topics become more controversial.

As shown in Figures 6a and 6b, agreement is strongly shaped by topic contentiousness. For the full sample, 11 of 15 preference pairs at  $C = 3$  fall outside the neutral baseline's confidence interval. Scores dip below baseline for lower-ranked pairs (e.g., (1,3)) but rise above baseline for higher-ranked pairs (e.g., (3,4)). This effect grows stronger when focusing on agents instructed to take firm positions ( $B_i = 2$ ). In Figure 6b, all six preference pairs diverge significantly from the neutral reference under medium and high contentiousness. Even with fixed preferences and reinforced stances, topic contentiousness remains the dominant factor shaping agreement outcomes - which we would not expect if preference accurately reflected the sentiment of the agent towards a topic.

## 4.2 ON OPENNESS

So far, we have focused on preferences as the primary dimension of internal state. We now turn to openness, which captures how readily an agent may be persuaded by its interlocutor. Greater openness should translate into higher levels of agreement, particularly when agents begin with divergent preferences. We observe the same pattern here by our setup which allows us to mechanically compare agents with different openness levels (as described in Section 3.1) – surface-level consistency belies deeper behavioral inconsistencies, only visible upon closer scrutiny. Figure 7a shows that as openness increases, average agreement also rises, aligning with expectations that more receptive agents converge more readily with their partners.

However, when we isolate cases of maximal preference divergence (pairs (1,5)), the pattern weakens considerably. Figure 7b compares openness pairings against the baseline (0,0), where both agents are stubborn. If openness worked as expected, all other pairings would show



378  
379  
380  
381  
382  
383  
384  
385  
386  
387  
388  
389  
390  
391  
392  
393  
394  
395  
396  
397  
398  
399  
400  
401  
402  
403  
404  
405  
406  
407  
408  
409  
410  
411  
412  
413  
414  
415  
416  
417  
418  
419  
420  
421  
422  
423  
424  
425  
426  
427  
428  
429  
430  
431

Figure 7: Agreement scores for pairs grouped according to how open agents are. In panel (b), the mean of all interactions is calculated for each openness pairing where the preference pair is (1, 5). Each horizontal bar represents the mean difference in agreement score between a given openness pairing and the openness pairing of (0, 0).

higher agreement than this baseline. Instead, most differences are negative, with only 6 of the 28 pairings producing greater agreement.

These findings highlight an important inconsistency. While aggregate results suggest that openness drives higher agreement, closer inspection shows this effect vanishes when agents begin from diametrically opposed positions. In such cases, openness fails to reliably increase agreement, revealing a gap between surface plausibility and deeper behavioral coherence.

#### 4.3 FORMALIZED & AGGREGATED RESULTS

The qualitative findings above suggest systematic inconsistencies in how LLM agents realize their internal states. To formalize these results, we define six explicit tests of behavioral consistency. A model is considered to *pass* a test if its outcomes align with expectations of internal coherence. We use a conservative threshold of  $p < .01$ , applying Bonferroni corrections where multiple comparisons are made.

**Test 1: Increasing Preference Gap Decreases Agreement.** The first preference test discussed in Section 4.1. We perform a Pearson’s correlation test on the agreement score and preference gap to determine if a negative relationship exists between the two.

**Test 2: Agreement Amplifies, Disagreement Dampens** We test whether the distribution of the agreement scores with preference gap of 4 has a distribution equivalent to that of the inverse of those with preference gap of 0. We test this symmetry with a Kolmogorov–Smirnov test.

**Test 3: Shared Sentiment, Divergent Speech Destinations** Pairs with identical negative preferences (1–1) should agree as much as pairs with identical positive preferences (5–5). We test whether (1–1) scores exceed those of mixed pairs (2–5, 3–5, 4–5) using Mann–Whitney U, with Bonferroni correction.

**Test 4: Topic Contentiousness Trumps Preference** We first first compute Mann–Whitney U tests independently for each preference pair and topic level pairing. For instance, we compute this test for the Preference pairing ‘1–1’ when comparing the distributions for Topic Levels of ‘1’ and ‘2’. We repeat this for all possible Preference pairings and Topic Level pairings to see if they are from the same distribution. We then aggregate these using the Bonferroni correction.

		Preference				Openness	
		Surface-level		In-depth		Surface-level	In-depth
		Test 1	Test 2	Test 3	Test 4	Test 5	Test 6
Sizes	Qwen2.5-3B	✓	✗	✗	✗	✓	✗
	Qwen2.5-7B	✓	✗	✗	✗	✓	✗
	Qwen2.5-14B	✓	✗	✗	✓	✓	✗
Types	Llama3.1-8B	✓	✗	✗	✗	✓	✓
	Gemma-9B	✓	✗	✗	✓	✓	✗
	Mistral-7B	✓	✗	✗	✗	✓	✗
	Olmo-7B	✓	✗	✗	✗	✓	✓

Table 2: Significance testing results for each model across six tests. A (✓) indicates the model passed the test, while (✗) indicates failure. In all cases above, we use Llama3.1-8B-Instruct as the judge model, except when Llama3.1-8B-Instruct is being evaluated (in which case, we use Qwen2.5-7B-Instruct as the judge in order to reduce the known effects of LLM-as-judge bias towards one’s own outputs).

**Test 5: Increasing Openness, Increasing Agreement Score** The first openness test discussed in Section 4.2. We perform Pearson’s correlation test on the combined sum of each agents’ openness score with the agreement score to determine if there is a positive linear relationship in-between. All preference pairings are considered in this test.

**Test 6: High Preference Gap and Low Openness, Too Strong Agreement** We test whether the agreement score distribution for the lowest Openness pairing and largest Preference pair difference ‘1-5’ is smaller than the agreement scores for other pairings. Similar to Test 4, we compute each comparison separately, then perform a Bonferroni correction on a Mann-Whitney U test.

From the summarized results of Table 2, we see that all models exhibit success in Tests 1 and 5, demonstrating that increasing the preference gap lowers agreement, while increasing openness raises agreement, as expected. However, we find that many models exhibit similar, troubling results to those found in **Qwen2.5-7B-Instruct** above. No model succeeded in either Tests 2 or 3. There were some successful tests for 4 and 5; however, these use Bonferroni corrections over a large number of independent tests and are thus more conservative estimates. Overall, these results show that while models capture broad, surface-level trends, they systematically fail tests requiring deeper internal coherence. Importantly, this pattern holds across model sizes and families, suggesting that such inconsistencies are not idiosyncratic but general properties of current LLMs.

## 5 CONCLUSION AND DISCUSSION

This paper set out to examine the substitution thesis: the idea that LLM agents might serve as substitutes for humans in social and behavioral research. Our contribution has been to shift the focus from *external consistency* (i.e., alignment with human survey responses or demographic priors) to a more fundamental criterion: *internal behavioral consistency*. Specifically, we asked whether LLM agents behave in ways that are coherent with their own inferred internal states.

Our results reveal clear limitations in current LLM agents. While agents often appear consistent on the surface, closer inspection shows systematic deviations. Across settings, agents suppressed disagreement, favored positive over negative sentiment, and allowed topic contentiousness to overly shape outcomes. These patterns persisted across model families and sizes, indicating they are not artifacts of a single architecture but reflect broader limitations of current LLMs. The implications are significant for using LLMs in social simulation and behavioral modeling. Although these systems can produce human-like responses in isolated cases, they fail to sustain trait-driven coherence across contexts, raising doubts about their reliability as stand-ins for real human participants.

---

486 REPRODUCIBILITY STATEMENT  
487

488 We have taken several steps to facilitate the reproducibility of our work. A high-level  
489 description of our prompting methodology and experimental setup is provided in Section  
490 3. Appendix A expands on the general framework and design choices underlying our  
491 approach, while Appendix B provides detailed specifications of the prompt configurations  
492 and experimental procedures used in our evaluations. Appendix C describes how final results  
493 are computed and reported using bootstrapping. Finally, Section 4 details the statistical  
494 tests performed to determine each model’s internal consistency. Together, these materials  
495 should allow researchers to replicate our study and validate our findings.

496  
497 REFERENCES

498 Jacy Reese Anthis, Ryan Liu, Sean M Richardson, Austin C Kozlowski, Bernard Koch, James  
499 Evans, Erik Brynjolfsson, and Michael Bernstein. Llm social simulations are a promising  
500 research method. *arXiv preprint arXiv:2504.02234*, 2025.

501 James Bisbee, Joshua D Clinton, Cassy Dorff, Brenton Kenkel, and Jennifer M Larson.  
502 Synthetic replacements for human survey data? the perils of large language models.  
503 *Political Analysis*, 32(4):401–416, 2024.

504 David Castillo-Bolado, Joseph Davidson, Finlay Gray, and Marek Rosa. Beyond prompts:  
505 Dynamic conversational benchmarking of large language models. *arXiv preprint  
506 arXiv:2409.20222*, 2024.

507 Deborah A Cobb-Clark and Stefanie Schurer. The stability of big-five personality traits.  
508 *Economics Letters*, 115(1):11–15, 2012.

509 Aaron Grattafiori et al. The llama 3 herd of models, 2024. URL <https://arxiv.org/abs/2407.21783>.

510 Yaran Fan, Jamie Pool, Senja Filipi, and Ross Cutler. Topic-conversation relevance (tcr)  
511 dataset and benchmarks. *Advances in Neural Information Processing Systems*, 37:140159–  
512 140174, 2024.

513 Tao Ge, Xin Chan, Xiaoyang Wang, Dian Yu, Haitao Mi, and Dong Yu. Scaling synthetic  
514 data creation with 1,000,000,000 personas. *arXiv preprint arXiv:2406.20094*, 2024.

515 Dirk Groeneveld, Iz Beltagy, Pete Walsh, Akshita Bhagia, Rodney Kinney, Oyvind Tafjord,  
516 Ananya Harsh Jha, Hamish Ivison, Ian Magnusson, Yizhong Wang, Shane Arora, David  
517 Atkinson, Russell Authur, Khyathi Raghavi Chandu, Arman Cohan, Jennifer Dumas,  
518 Yanai Elazar, Yuling Gu, Jack Hessel, Tushar Khot, William Merrill, Jacob Morri-  
519 son, Niklas Muennighoff, Aakanksha Naik, Crystal Nam, Matthew E. Peters, Valentina  
520 Pyatkin, Abhilasha Ravichander, Dustin Schwenk, Saurabh Shah, Will Smith, Emma  
521 Strubell, Nishant Subramani, Mitchell Wortsman, Pradeep Dasigi, Nathan Lambert, Kyle  
522 Richardson, Luke Zettlemoyer, Jesse Dodge, Kyle Lo, Luca Soldaini, Noah A. Smith, and  
523 Hannaneh Hajishirzi. Olmo: Accelerating the science of language models, 2024. URL  
524 <https://arxiv.org/abs/2402.00838>.

525 Tiancheng Hu and Nigel Collier. Quantifying the persona effect in LLM simulations. In Lun-  
526 Wei Ku, Andre Martins, and Vivek Srikumar (eds.), *Proceedings of the 62nd Annual Meeting  
527 of the Association for Computational Linguistics (Volume 1: Long Papers)*, pp. 10289–  
528 10307, Bangkok, Thailand, August 2024. Association for Computational Linguistics. doi:  
529 10.18653/v1/2024.acl-long.554. URL <https://aclanthology.org/2024.acl-long.554/>.

530 Wenyue Hua, Lizhou Fan, Lingyao Li, Kai Mei, Jianchao Ji, Yingqiang Ge, Libby Hemphill,  
531 and Yongfeng Zhang. War and peace (waragent): Large language model-based multi-agent  
532 simulation of world wars, 2024. URL <https://arxiv.org/abs/2311.17227>.

533 Joseph Benjamin Ilagan, Zachary Matthew Alabastro, Claire Basallo, and Jose Ramon Ilagan.  
534 Exploratory customer discovery through simulation using chatgpt and prompt engineering.  
535 02 2024.

---

540 Albert Q. Jiang, Alexandre Sablayrolles, Arthur Mensch, Chris Bamford, Devendra Singh  
541 Chaplot, Diego de las Casas, Florian Bressand, Gianna Lengyel, Guillaume Lample, Lucile  
542 Saulnier, Lélio Renard Lavaud, Marie-Anne Lachaux, Pierre Stock, Teven Le Scao, Thibaut  
543 Lavril, Thomas Wang, Timothée Lacroix, and William El Sayed. Mistral 7b, 2023. URL  
544 <https://arxiv.org/abs/2310.06825>.

545 Cameron R Jones and Benjamin K Bergen. Large language models pass the turing test.  
546 *arXiv preprint arXiv:2503.23674*, 2025.

547 Takeshi Kojima, Shixiang Shane Gu, Machel Reid, Yutaka Matsuo, and Yusuke Iwasawa.  
548 Large language models are zero-shot reasoners. *Advances in neural information processing*  
549 *systems*, 35:22199–22213, 2022.

550 Dan P McAdams. The five-factor model in personality: A critical appraisal. *Journal of*  
551 *personality*, 60(2):329–361, 1992.

552 Xinyi Mou, Xuanwen Ding, Qi He, Liang Wang, Jingcong Liang, Xinnong Zhang, Libo Sun,  
553 Jiayu Lin, Jie Zhou, Xuanjing Huang, et al. From individual to society: A survey on social  
554 simulation driven by large language model-based agents. *arXiv preprint arXiv:2412.03563*,  
555 2024.

556 Shaul Oreg and Noga Sverdlik. Source personality and persuasiveness: Big five predispositions  
557 to being persuasive and the role of message involvement. *Journal of personality*, 82(3):  
558 250–264, 2014.

559 Atsushi Oshio, Kanako Taku, Mari Hirano, and Gul Saeed. Resilience and big five personality  
560 traits: A meta-analysis. *Personality and individual differences*, 127:54–60, 2018.

561 Joon Sung Park, Joseph O’Brien, Carrie Jun Cai, Meredith Ringel Morris, Percy Liang,  
562 and Michael S. Bernstein. Generative agents: Interactive simulacra of human behavior.  
563 In *Proceedings of the 36th Annual ACM Symposium on User Interface Software and*  
564 *Technology*, UIST ’23, New York, NY, USA, 2023. Association for Computing Machinery.  
565 ISBN 9798400701320. doi: 10.1145/3586183.3606763. URL <https://doi.org/10.1145/3586183.3606763>.

566 Joon Sung Park, Carolyn Q. Zou, Aaron Shaw, Benjamin Mako Hill, Carrie Cai, Mered-  
567 ith Ringel Morris, Robb Willer, Percy Liang, and Michael S. Bernstein. Generative agent  
568 simulations of 1,000 people, 2024. URL <https://arxiv.org/abs/2411.10109>.

569 Jérémie Perez, Corentin Léger, Marcela Ovando-Tellez, Chris Foulon, Joan Dussaud, Pierre-  
570 Yves Oudeyer, and Clément Moulin-Frier. Cultural evolution in populations of large  
571 language models. *arXiv preprint arXiv:2403.08882*, 2024.

572 Nikolay B Petrov, Gregory Serapio-García, and Jason Rentfrow. Limited ability of llms  
573 to simulate human psychological behaviours: a psychometric analysis. *arXiv preprint*  
574 *arXiv:2405.07248*, 2024.

575 Giorgio Piatti, Zhijing Jin, Max Kleiman-Weiner, Bernhard Schölkopf, Mrinmaya Sachan, and  
576 Rada Mihalcea. Cooperate or collapse: Emergence of sustainable cooperation in a society  
577 of llm agents. *Advances in Neural Information Processing Systems*, 37:111715–111759,  
578 2024.

579 Qwen, :, An Yang, Baosong Yang, Beichen Zhang, Binyuan Hui, Bo Zheng, Bowen Yu,  
580 Chengyuan Li, Dayiheng Liu, Fei Huang, Haoran Wei, Huan Lin, Jian Yang, Jianhong Tu,  
581 Jianwei Zhang, Jianxin Yang, Jiaxi Yang, Jingren Zhou, Junyang Lin, Kai Dang, Keming  
582 Lu, Keqin Bao, Kexin Yang, Le Yu, Mei Li, Mingfeng Xue, Pei Zhang, Qin Zhu, Rui Men,  
583 Runji Lin, Tianhao Li, Tianyi Tang, Tingyu Xia, Xingzhang Ren, Xuancheng Ren, Yang  
584 Fan, Yang Su, Yichang Zhang, Yu Wan, Yuqiong Liu, Zeyu Cui, Zhenru Zhang, and Zihan  
585 Qiu. Qwen2.5 technical report, 2025. URL <https://arxiv.org/abs/2412.15115>.

586 Hannah Rashkin, Eric Michael Smith, Margaret Li, and Y-Lan Boureau. Towards empathetic  
587 open-domain conversation models: A new benchmark and dataset. In *Proceedings of the*  
588 *57th Annual Meeting of the Association for Computational Linguistics*, pp. 5370–5381,  
589 2019.

594 Mrinank Sharma, Meg Tong, Tomasz Korbak, David Duvenaud, Amanda Askell, Samuel R.  
595 Bowman, Newton Cheng, Esin Durmus, Zac Hatfield-Dodds, Scott R. Johnston, Shauna  
596 Kravec, Timothy Maxwell, Sam McCandlish, Kamal Ndousse, Oliver Rausch, Nicholas  
597 Schiefer, Da Yan, Miranda Zhang, and Ethan Perez. Towards understanding sycophancy  
598 in language models, 2025. URL <https://arxiv.org/abs/2310.13548>.

599 Ryosuke Takata, Atsushi Masumori, and Takashi Ikegami. Spontaneous emergence of  
600 agent individuality through social interactions in llm-based communities. *arXiv preprint*  
601 *arXiv:2411.03252*, 2024.

602 Gemma Team. Gemma 2: Improving open language models at a practical size, 2024. URL  
603 <https://arxiv.org/abs/2408.00118>.

604 A. Wang, J. Morgenstern, and J.P. Dickerson. Large language models that replace human  
605 participants can harmfully misportray and flatten identity groups. *Nat Mach Intell*, 2025a.

606 Lei Wang, Jingsen Zhang, Hao Yang, Zhi-Yuan Chen, Jiakai Tang, Zeyu Zhang, Xu Chen,  
607 Yankai Lin, Hao Sun, Ruihua Song, et al. User behavior simulation with large language  
608 model-based agents. *ACM Transactions on Information Systems*, 43(2):1–37, 2025b.

609 Jason Wei, Xuezhi Wang, Dale Schuurmans, Maarten Bosma, Fei Xia, Ed Chi, Quoc V Le,  
610 Denny Zhou, et al. Chain-of-thought prompting elicits reasoning in large language models.  
611 *Advances in neural information processing systems*, 35:24824–24837, 2022.

612 Shenghan Wu, Yang Deng, Yimo Zhu, Wynne Hsu, and Mong Li Lee. From personas to talks:  
613 Revisiting the impact of personas on llm-synthesized emotional support conversations.  
614 *arXiv preprint arXiv:2502.11451*, 2025.

615 Wei Xiang, Hanfei Zhu, Suqi Lou, Xinli Chen, Zhenghua Pan, Yuping Jin, Shi Chen,  
616 and Lingyun Sun. Simuser: Generating usability feedback by simulating various users  
617 interacting with mobile applications. In *Proceedings of the 2024 CHI Conference on*  
618 *Human Factors in Computing Systems*, CHI ’24, New York, NY, USA, 2024. Association  
619 for Computing Machinery. ISBN 9798400703300. doi: 10.1145/3613904.3642481. URL  
620 <https://doi.org/10.1145/3613904.3642481>.

621 Chengxing Xie, Canyu Chen, Feiran Jia, Ziyu Ye, Shiyang Lai, Kai Shu, Jindong Gu, Adel  
622 Bibi, Ziniu Hu, David Jurgens, et al. Can large language model agents simulate human  
623 trust behavior? In *The Thirty-eighth Annual Conference on Neural Information Processing*  
624 *Systems*, 2024.

625 Saizheng Zhang, Emily Dinan, Jack Urbanek, Arthur Szlam, Douwe Kiela, and Jason Weston.  
626 Personalizing dialogue agents: I have a dog, do you have pets too? In *Proceedings of the*  
627 *56th Annual Meeting of the Association for Computational Linguistics (Volume 1: Long*  
628 *Papers)*, pp. 2204–2213, 2018.

629 Qinlin Zhao, Jindong Wang, Yixuan Zhang, Yiqiao Jin, Kaijie Zhu, Hao Chen, and Xing  
630 Xie. Competeai: understanding the competition dynamics of large language model-based  
631 agents. In *Proceedings of the 41st International Conference on Machine Learning*, ICML’24.  
632 JMLR.org, 2024.

633 Yaoming Zhu, Sidi Lu, Lei Zheng, Jiaxian Guo, Weinan Zhang, Jun Wang, and Yong Yu.  
634 Texygen: A benchmarking platform for text generation models. In *The 41st international*  
635 *ACM SIGIR conference on research & development in information retrieval*, pp. 1097–1100,  
636 2018.

637

638

639

640

641

642

643

644

645

646

647

## A GENERIC DESIGN PRINCIPLES

The experimental design elicits internal states from agents and tests whether these states manifest consistently in dialogue. Below, we describe each component in turn.

---

648     **Topic Contentiousness ( $C$ )** It is commonly accepted that some topics are inherently  
649     more polarizing than others. A discussion on taxes is likely to provoke more disagreement  
650     than a conversation on the weather. And yet, any topic has the potential to polarize once the  
651     right mix of people is involved. From obscure debates over historical events to the football  
652     fans rooting for rival teams, seemingly innocuous subjects can spark intense disagreement  
653     when divergent viewpoints collide. By varying the contentiousness level of the topic at hand,  
654     we assess whether our agents exhibit consistent behavior—disagreeing when their preferences  
655     diverge, regardless of the subject matter. We assign each topic a contentiousness score  
656      $C \in \{1, 2, 3\}$ , where 1 is least contentious and 3 is most.

657     **Bias in Prompting ( $B_i$ )** LLMs are known to exhibit sycophancy, often being overly  
658     agreeable to interlocutors. To counteract this, we introduce a bias parameter  $B_i$  that  
659     explicitly directs agents to take a stance.

661     

- 662         •  $B = 1$ : No bias information added.
- 663         •  $B = 2$ : Implicit biasing (e.g., “You are a liberal Democrat” when the topic is  
664             immigration).
- 665         •  $B = 3$ : Explicit biasing (e.g., “You support immigration” when the topic is immigra-  
666             tion).

667     For  $B = 2$  and  $B = 3$ , agents are further directed to adopt either a positive or negative  
668     position on the topic.

669     **Preference ( $P_i$ )** Our primary measure of internal state is  $P_i$ , an agent’s preference on a  
670     given topic. The expectation is straightforward: preferences should predict conversational  
671     outcomes. Agents with aligned preferences should agree, while those further apart should be  
672     more likely to disagree. To elicit  $P_i$ , we prompt agents to take a position on statements such  
673     as “*taxes help to meet the needs of society*” or “*Coca-Cola is better than Pepsi*”. Responses are  
674     given on a 1–5 scale, where 1 indicates strong disagreement and 5 indicates strong agreement.

675     **Openness ( $O_i$ )** Given that the experiment takes place in a conversational setting, the  
676     outcome (i.e., level of agreement) will depend not only on the agents’ preferences, but also  
677     on their susceptibility to be swayed by their dialogue partner. To account for this, we draw  
678     on the concept of *Openness* from the Big Five personality framework, which is a trait linked  
679     to receptivity to new ideas and persuasiveness (McAdams, 1992; Oreg & Sverdlik, 2014). To  
680     make it suitable for our purpose, we modify the questions to capture the likelihood that  
681     an agent will revise its position when confronted with an opposing view. Denoted as,  $O_i$ ,  
682     we measure openness by asking nine Yes/No questions, such as “*Do you often second-guess  
683         your choices after hearing someone else’s opinion?*” and “*Are you comfortable disagreeing  
684         with someone, even if they are a close friend or authority figure?*”. The additive index of  
685     responses produces an openness score: higher values indicate receptivity, while values near  
686     zero indicate rigidity.

687     **Pairing Agents** Once  $P_i$  and  $O_i$  are established, we assign agents into pairs for dialogue.  
688     An agent  $i$  is represented by its profile  $(P_i, O_i, B_i)$ . Pairings are constructed to maximize  
689     diversity, including aligned vs. opposed preferences and varying levels of openness. Measuring  
690     consistency at the level of pairs, rather than individuals, mitigates noise from idiosyncratic  
691     deviations. Group-level patterns thus provide a clearer signal of whether internal states  
692     predict conversational outcomes.

693     **B SPECIFIC FRAMEWORK**

694     In this section, we detail the exact methodology (prompts, etc.) used within Section 3 of our  
695     paper.

696     **(a) Topic Preparation** Table 3 shows the set of topics we explore within our study. We  
697     examine several topics at each level of contentiousness in order to examine the effect of

702 contentiousness on both individual agent response as well as on agreement during interaction  
703 with other agents.  
704

705 **(b) Agent Construction with External Profiles** As described in Section 3 of our  
706 original paper, agents are composed of both a demographic background ( $D$ ) as well as  
707 information relating to their bias towards the topic of discussion ( $B$ ).  
708

709 The possible demographics of the agent are described in Table 4. An agent is composed of  
710 only one value from each trait category, and these values are used to construct the agent’s  
711 system prompt. For example, one such agent in our study would have as part of its system  
712 prompt *You are a man in their twenties from an urban part of the Midwestern United*  
713 *States. Your highest level of educational attainment is Some High School.* We use all possible  
714 combinations of the values in Table 4 to construct the set of agents.  
715

716 Beyond the demographics portion of the agent prompt, we also prompt agents with a bias  
717 related to the topic of discussion. When the bias value is 0, we add no further information  
718 into the agent’s system prompt. Table 5 shows the information added to agent system  
719 prompts when the bias level  $B = 1$ . Table 6 shows the information added to agent system  
720 prompts when the bias level  $B = 2$ . Thus, for each agent produced with the combination of  
721 traits from Table 4, there are five new agents made once adding bias information ( $B = 0$ ,  
722  $B = 1$  and In Favor,  $B = 1$  and Against,  $B = 2$  and In Favor,  $B = 2$  and Against).  
723

724 In total, for a given topic, we have  $(4 * 5 * 2 * 4 * 6) * 5 = 4800$  unique agents, where the first  
725 component comes from possible demographic values and the second comes from the different  
726 bias values. The variation among these agents allows us to test across a broader range of  
727 preferences  $P$ , openness scores  $O$  and agreement scores,  $A$ .  
728

729 To further ensure that the agent responses correspond to the demographic prompting we use,  
730 we also end each agent system prompt with *Whenever you respond to prompts or questions,  
731 you should maintain consistency with these background details and viewpoints, grounding  
732 your answers in the lived experience and perspective of this individual..*  
733

C (Contentiousness)	T (Topic)
3	Taxes help to meet the needs of society.
3	Immigration is a benefit to our country.
3	The US government should give all US citizens free healthcare.
2	Electric scooters are better than cars.
2	Student athletes should be paid.
2	Remote work is a good idea.
1	Spring is better than Fall.
1	Beaches are better than mountains.
1	Coca-Cola is better than Pepsi.

740  
741 Table 3: List of topics,  $T$ , used within our study along with the level of contentiousness,  $C$ .  
742

Trait Category	Values
Region of origin	Midwestern, Eastern, Southern, Western
Age group	twenties, thirties, forties, fifties, sixties
Gender	man, woman
Urbanicity	a rural, an exurban, a suburban, an urban
Education level	Some High School, High School, an Associate’s Degree, Some College, College, a Postgraduate Degree

751  
752 Table 4: Demographic categories and values used to generate agent personas. Note that the  
753 Region of Origin category corresponds to regions of the United States.  
754

755 **(c) Latent Profiles** For each agent produced above, we collect the Preference  $P$  for the  
756 given topic  $T$  along with an Openness score  $O$ .  
757

---

Topic	In Favor	Against
<b>taxes</b>	You are a liberal Democrat.	You believe taxes are a burden to the small businesses in your neighborhood.
<b>immigration</b>	You are a liberal Democrat.	You are a conservative Republican.
<b>healthcare</b>	You believe Medicare is a good program.	You generally dislike bigger government.
<b>e-scooters</b>	You need to use your car to get to work.	You are an environmentalist worried about vehicle emissions.
<b>student athletes</b>	You are a student athlete making \$1 million dollars a year.	You are a college football coach whose students' salaries is higher than your own.
<b>remote work</b>	You live far from where you work and the commute takes many hours if you must work in person.	You are more productive when you work in person.
<b>favorite season</b>	Easter is your favorite holiday and you dislike Halloween.	Halloween is your favorite holiday and you dislike Easter.
<b>beach vs. mountain</b>	You like breathing in crisp mountain air on long hikes and are afraid of sharks.	You enjoy the feeling of sand in your toes, and do not like cool mountain air.
<b>favorite beverage</b>	You drink Coca-Cola.	You drink Pepsi.

Table 5: Bias information to add to agent system prompts for each given Topic ( $T$ ) when  $B = 1$ . Note that this is an intermediate level of bias, so the agent should have mild preference either for or against a topic based on the additional information in each column.

To calculate  $P$  for each agent for a given topic  $T$ , we give the following statement to each agent to respond to: *Statement: 'T' Respond with how much you agree with this statement on a scale from 1 to 5..* For example, when discussing taxes, we have the following: *Statement: 'Taxes help to meet the needs of society.' Respond with how much you agree with this statement on a scale from 1 to 5..* We further amend each agent system prompt by adding the following: *You will now be asked to respond to a Statement with your opinion. Answer with an integer from 1 to 5, where 1 indicates absolute disagreement, 2 indicates slight disagreement, 3 indicates you are unsure, 4 indicates slight agreement, and 5 indicates absolute agreement. Do not include any other information. Do not refuse to respond. Your answer should be an integer between 1 and 5, nothing else should be output..*

To calculate  $O$  for each agent, we have agents answer a set of questions relating how open they are to new experiences. Each question should be responded to with either Yes or No. We take the sum of 'Yes' responses from a given agent as the value of  $O$ . Table 7 shows the set of questions used. To encourage responses only to be Yes/No, we further add the following to the agent system prompt: *You will now be asked a question about yourself. Be truthful in your response. Answer only Yes or No. Do not include any other information. Do not refuse to answer the following question. Your answer should be only Yes or No, nothing else should be output..*

**(d) Agent-Agent Dialog Pairing** As described in Section 3.1 of our paper, for a given topic, we mechanically pair all agents such that agents with different  $(P, O, B)$  tuples interact with one another. This framework allows us to test a set of social science hypotheses by examining their conversations.

To encourage conversation, we add the following to each agents (Demographic, Bias) system prompt: *You are about to engage in conversation with another person regarding some topic. Discuss the given topic truthfully and be concise in your discussion. Be sure to respond to any points made by the other person you are talking to. If you feel that the conversation has*

---

810	Topic	In Favor	Against
811	<b>taxes</b>	You like taxes immensely and think they have a positive impact on the community.	You do not like taxes of any kind and think they harm the community.
812	<b>immigration</b>	You believe immigrants are people who deserve a home and that they raise the standard of everyone's living.	You believe most immigrants are criminals and those that are not are going to steal jobs.
813	<b>healthcare</b>	You believe healthcare is a right that all people should have for free.	You believe that the free market is better suited to healthcare and that government should therefore not pay for healthcare.
814	<b>e-scooters</b>	You like electric scooters and hate cars.	You despise electric scooters and think they get in the way of your car, which you love to drive.
815	<b>student athletes</b>	You think student athletes should be paid money for their work.	You think student athletes should not be paid and their schooling should come first.
816	<b>remote work</b>	You like remote work and think it is great for improving work-life balance.	You do not like remote work and think it leads to nothing getting done at work.
817	<b>favorite season</b>	You like Spring and despise Fall.	You like Fall and despise Spring.
818	<b>beach vs. mountain</b>	You like mountains and despise beaches.	You like beaches and despise mountains.
819	<b>favorite beverage</b>	You like Coca-Cola and abhor Pepsi.	You like Pepsi and abhor Coca-Cola.
820			
821			
822			
823			
824			
825			
826			
827			
828			
829			
830			
831			
832			
833			
834			
835			

Table 6: Bias information to add to agent system prompts for each given Topic ( $T$ ) when  $B = 2$ . Note that this is a high level of bias, so the agent should have extreme preference either for or against a topic based on the additional information in each column.

---

840	Openness Questions
841	Do you often find yourself changing your opinion based on who you're talking to?
842	Are you comfortable disagreeing with someone, even if they are a close friend or authority figure?
843	When making decisions, do you prioritize the perspectives of others over your own thoughts?
844	Do you feel pressure to conform to group norms, even if they don't align with your personal beliefs?
845	Do you often second-guess your choices after hearing someone else's opinion?
846	Do you worry about being judged by others if you express a different viewpoint?
847	Would you describe yourself as a people pleaser, often prioritizing others' needs over your own?
848	In a group discussion, are you more likely to adapt to the majority view?
849	Do you stand firm on your decisions that are well researched, even when faced with strong opposition?
850	
851	
852	
853	
854	
855	
856	
857	
858	
859	
860	
861	
862	
863	

Table 7: Questions assessing openness to social influence.

864 concluded and neither you nor the person you are talking to has anything more to add, end  
 865 your final statement with 'Goodbye.'. Note that we encourage the conversation to end when  
 866 neither agent has anything more to say.

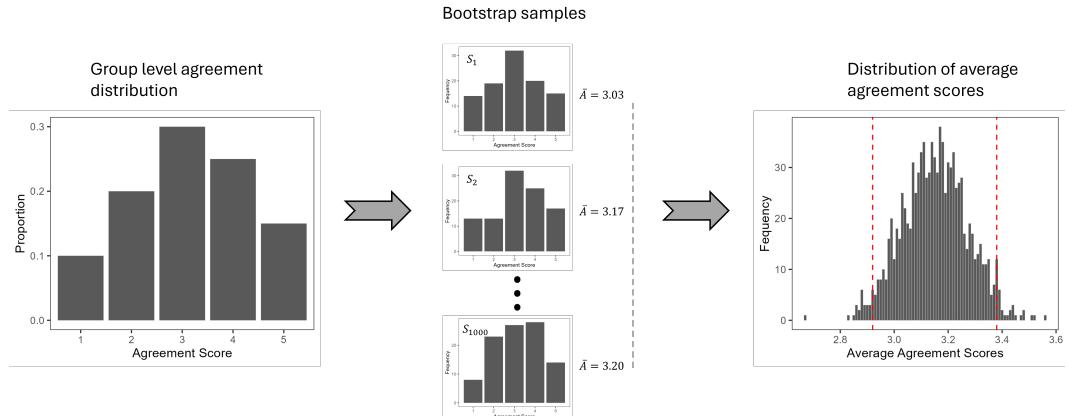
867 Furthermore, in order to encourage conversation to occur on the topic of interest, each  
 868 conversation begins by having one of the paired agents ask a question about  $T$ . Specifically,  
 869 each agent will ask *Do you think that  $T$ ?*. As an example, a conversation about taxes will  
 870 begin with one agent asking *Do you think that taxes help to meet the needs of society?*. Each  
 871 conversation will proceed for 5 turns per agent (we find that, empirically, most conversations  
 872 end before this point using the prompting setup we describe above).

873 Once we have collected the conversations across all agent pairings, we use LLM-as-judge in  
 874 order to gather the 'agreement' scores at each turn of the conversation. To accomplish this,  
 875 we use the following system prompt:

876 You are about to judge a conversation between two different agents. You will not see the full  
 877 discussion, only at most the last 3 statements from each agent. You will score how much the  
 878 agents agree with one another on a scale from 1 to 5, where 5 means they agree completely  
 879 and 1 means they disagree completely. If they both give pros and cons regarding the  
 880 question and neither takes a strong stance, then give them a 3. For example, oftentimes a  
 881 given agent will give both sides of an arguments. Give these kinds of conversations a 3.  
 882 Respond with an integer number only. Your response should contain no words, only a  
 883 number, please. If the sequence is empty, containing only the string ' ', then return -1.

## 887 C GROUP LEVEL OUTCOME MEASURE: A BOOTSTRAP SAMPLING 888 APPROACH

891 The product of our framework is a distribution of agreement scores for each group. These  
 892 distributions are not directly comparable in raw form: for example, mean scores of 3.1  
 893 for Group A and 3.3 for Group B may not indicate a statistically meaningful difference.  
 894 Rather than assume a parametric distribution (e.g., normality), we adopt a non-parametric  
 895 bootstrap approach.



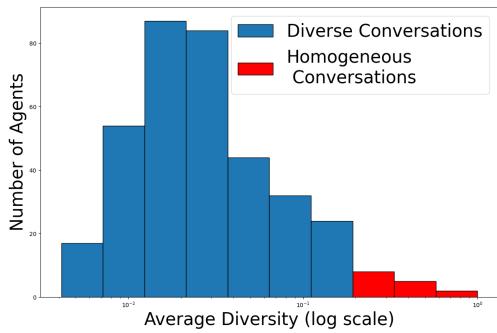
911 Figure 8: Bootstrap Samples for Reliable Group-level Observation

914 As shown in Figure 8, we begin with the observed distribution of agreement scores (left  
 915 panel). Treating this as a probability distribution, we repeatedly sample 100 cases, repeating  
 916 the procedure 1000 times. This yields a distribution of averages (middle panel), which we  
 917 then summarize (right panel). The red vertical lines indicate the 95% interval around the  
 mean, which serves as our basis for statistical comparison in the results section.

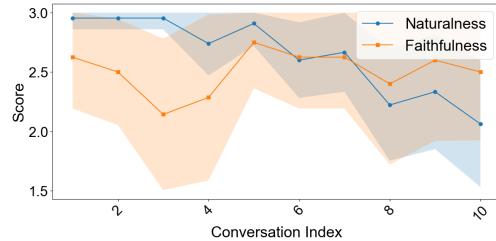
---

## 918 D DIVERSITY, NATURALNESS AND FAITHFULNESS 919

920 We evaluate our simulation outputs to establish external validity through three fundamental  
921 criteria: diversity, naturalness, and faithfulness. The following sections present the validity  
922 scores and some example samples.



930 931 932 933 934 935 936 937 938 939 940 941 (a) Diversity



942 943 944 945 946 947 948 949 950 951 952 953 954 955 956 957 958 959 960 961 962 963 964 965 966 967 968 969 970 971 (b) Naturalness and Faithfulness

Figure 9: Diversity, Naturalness, and Faithfulness Validity. (a) Number of agents that falls into each diversity range. The three bins colored in red represents diversity scores that are greater than 0.1926, and make up 4.18% of all the conversations. (b) The two lines of mean naturalness and faithfulness score is plotted. The shaded region represents the 95% confidence interval, which takes into account our limited human annotation size. While the naturalness score shows a trend of decreasing when the conversation gets longer and longer, the faithfulness score remain stable even when conversation progress.

**Diversity** A well-functioning LLM should produce varied outputs when simulating different personas and scenarios, mirroring human behavior. To quantify this diversity, we use the Self-BLEU metric, which measures n-gram overlap between an LLM’s generated outputs [Zhu et al. \(2018\)](#). Diversity is calculated by first assessing pairwise diversity within each conversation for every agent, then averaging these results across all the conversations the agents has participated in. A diversity score closer to zero represents more diverse conversations, and a diversity score close to 1 represent conversations that are extremely repetitive. As shown in Figure 9a, most agents’ maintain relatively diverse conversations. For those who do not, we remove their conversations from our study.

**Naturalness** We evaluate how plausibly human the LLM agent dialogues appear via human annotation. Annotators read each generated conversation and rate on a scale of 3 the extent to which it resembles a natural human dialogue, 1 representing a very weird, unnatural conversation, 3 representing a very natural conversation that is indistinguishable from human discussion. As shown in Figure 9b, although the naturalness score decreases over time, the overall score remains decently above 2, participating in conversations that are similar to human conversations, which warrants our external validity. The naturalness validity is evaluated according to the following guidelines:

- **Lexical variety** – Use of different words and expressions across responses.
- **Topical diversity** – Covering distinct topics or ideas in different outputs.
- **Syntactic variation** – Different sentence structures, not just reworded templates.
- **Persona consistency** – Differentiation in tone, beliefs, and style across agents.

---

972           • **Reduced redundancy** – Avoiding repeated phrases or patterns across outputs.  
973  
974           • **Distinct responses to similar prompts** – Generating non-identical answers to  
975           the same input across agents.  
976

977           **Faithfulness** To verify that dialogues reflect the agents' demographic profiles, human  
978           annotators review dialogue outputs to judge their consistency and representativeness relative  
979           to the demographic profiles defined for each agent. As shown in Figure 9b, the agent faithfully  
980           exhibits its attributes in the conversations over time. The faithfulness validity is evaluated  
981           according to the following guidelines:

982           • **Persona consistency** – Response should not contradict the agent's stated facts,  
983           role, or background.  
984           • **Gender and cultural alignment** – Use of pronouns, tone, and references should  
985           match gender and cultural background.  
986           • **Register and vocabulary** – Tone and word choice should suit the agent's education  
987           and profession.  
988           • **Goal consistency** – Responses should align with the agent's goals, interests, or  
989           professional identity.  
990

991  
992           EXAMPLE NATURALNESS CONVERSATION ANNOTATION 1 WITH BAD  
993           NATURALNESS  
994

995           1. **[Agent1]** Do you think that taxes help to meet the needs of society? (naturalness: N/A;)  
996  
997           2. **[Agent2]** Well, I don't really see how taxes help much. They just take money out of  
998           people's pockets and don't seem to do much good. In my part of the country, we get  
999           more in taxes than we ever see coming back. Roads get worse, schools don't improve, and  
1000           there's always talk about cutting services instead of funding them. It just seems like it's  
1001           all a waste. (naturalness: 3)  
1002           3. **[Agent1]** Do you think that taxes help to meet the needs of society? (naturalness: 1;  
1003           explanation: repeating questions without engaging in conversation)  
1004           4. **[Agent2]** Not really, I don't. Taxes just seem to take money away without much benefit.  
1005           Around here, we pay more in taxes than we see come back in improvements. Roads get  
1006           worse, schools don't get better, and services get cut instead of funded. It feels like a waste.  
1007           (naturalness: 3)  
1008           5. **[Agent1]** Do you think that taxes help to meet the needs of society? Taxes are necessary  
1009           to fund important public services like roads, schools, and healthcare. Without taxes,  
1010           these essential services wouldn't exist. What do you think about that? (naturalness: 2;  
1011           explanation: Repeated the question part is unnatural, but overall is natural)  
1012           6. **[Agent2]** I understand what you're saying, but in my experience, taxes don't seem to  
1013           help much. The money gets spent on things that don't really improve our community.  
1014           Roads get worse, schools don't get better, and services are often cut instead of funded. It  
1015           just feels like a waste. (naturalness: 3)  
1016           7. **[Agent1]** I understand what you're saying, but in my experience, taxes don't seem to help  
1017           much. The money gets spent on things that don't really improve our community. Roads  
1018           get worse, schools don't get better, and services are often cut instead of funded. It just  
1019           feels like a waste. (naturalness: 1; explanation: Start of total breakdown of conversations)  
1020  
1021           8. **[Agent2]** I hear you, honey. Around here, we pay our taxes and don't see much  
1022           improvement. Roads get worse, schools don't get better, and services are often cut. It  
1023           just feels like a waste. (naturalness: 1)  
1024  
1025           9. **[Agent1]** I hear you, honey. Around here, we pay our taxes and don't see much  
1026           improvement. Roads get worse, schools don't get better, and services are often cut. It  
1027           just feels like a waste. (naturalness: 1)

---

1026 10. [Agent2] I hear you, honey. Around here, we pay our taxes and don't see much  
1027 improvement. Roads get worse, schools don't get better, and services are often cut. It  
1028 just feels like a waste. (naturalness: 1)

1029 11. [Agent1] I hear you, honey. Around here, we pay our taxes and don't see much  
1030 improvement. Roads get worse, schools don't get better, and services are often cut. It  
1031 just feels like a waste. (naturalness: 1)

1032

1033 EXAMPLE NATURALNESS CONVERSATION ANNOTATION 2  
1034 (CONVERSATIONS WITH NEUTRAL NATURALNESS)

1035 1. [Agent1] Do you think that taxes help to meet the needs of society? (naturalness: N/A;  
1036 )

1037 2. [Agent2] Well, I don't really see how taxes benefit society much. They just take money  
1038 out of people's pockets and don't always lead to better services. In my view, it's better  
1039 to keep our money and let individuals decide how to best use it for their own needs and  
1040 for helping others. (naturalness: 3)

1041 3. [Agent1] But what about things like roads and schools? Don't we need taxes to fund  
1042 those? (naturalness: 3)

1043 4. [Agent2] I understand where you're coming from, but I still believe that taxes aren't the  
1044 most efficient way to fund public services. Roads and schools are important, but I think  
1045 we can find better ways to allocate resources. For instance, private sector involvement,  
1046 community-based initiatives, and even direct donations from individuals could be more  
1047 effective. Plus, too much government intervention often leads to waste and inefficiency.  
1048 (naturalness: 3)

1049 5. [Agent1] But without taxes, who will pay for essential services like schools and hospitals?  
1050 I mean, isn't it fair that everyone contributes to these public benefits? (naturalness: 3)

1051 6. [Agent2] That's a valid concern, but I still believe there are better alternatives. Private  
1052 foundations, wealthy donors, and even user fees could cover the costs of essential services.  
1053 Plus, we could encourage more corporate social responsibility and community partnerships.  
1054 The key is to avoid over-reliance on taxation, which I think just stifles economic growth  
1055 and doesn't always result in the best outcomes. (naturalness: 3)

1056 7. [Agent1] But without taxes, who will pay for essential services like schools and hospitals?  
1057 I mean, isn't it fair that everyone contributes to these public benefits? And what if  
1058 someone can't afford to pay for these services? (naturalness: 2; explanation: Format is  
1059 weird. Repeats previous conversation, but content is good.)

1060 8. [Agent2] I hear your point, but I still think there are more equitable ways to ensure  
1061 everyone has access to essential services. We could implement means-tested programs  
1062 where those who can afford to contribute do so, while ensuring that those who can't still  
1063 receive necessary services. This way, we avoid the burden of widespread taxation. And for  
1064 those truly unable to pay, we can have charitable organizations and government assistance  
1065 programs step in. It's about finding a balance that doesn't rely on a (naturalness: 3)

1066 9. [Agent1] But without taxes, who will pay for essential services like schools and hospitals?  
1067 I mean, isn't it fair that everyone contributes to these public benefits? And what if  
1068 someone can't afford to pay for these services? It seems like we'd have a lot of gaps in  
1069 our services then. (naturalness: 2)

1070 10. [Agent2] I understand your concern, but I believe we can close those gaps through  
1071 targeted solutions. For example, we can have private philanthropy, corporate sponsorships,  
1072 and community fundraising efforts. Additionally, we can develop robust social safety nets  
1073 that ensure no one falls through the cracks. It's about creative problem-solving rather  
1074 than relying on broad-based taxation. (naturalness: 3)

1075 11. [Agent1] But without taxes, who will pay for essential services like schools and hospitals?  
1076 I mean, isn't it fair that everyone contributes to these public benefits? And what if  
1077 someone can't afford to pay for these services? It seems like we'd have a lot of gaps  
1078 in our services then. We need a system that ensures everyone gets the help they need.  
1079 (naturalness: 2)

---

1080 EXAMPLE FAITHFULNESS CONVERSATION ANNOTATION 1  
1081

1082 *Agent A (woman in her twenties, urban, Southerner, postgraduate) asks; Agent B (man in*  
1083 *his thirties, suburban, Midwesterner, some college) replies.*

1084 1. **[Agent1]** Do you think that taxes help to meet the needs of society? (faithfulness:  
1085 N/A)

1086 2. **[Agent2]** Not really. I believe taxes take away money that could be better spent by  
1087 individuals and businesses. They often lead to waste and inefficiency in government  
1088 spending. (faithfulness: 2)

1089 3. **[Agent1]** Actually, I see taxes as a way to fund essential services like education, healthcare,  
1090 and infrastructure. How do you think we can improve the tax system to make it more  
1091 effective? (faithfulness: 3; explanation: Great persuasion technique. Postgraduate and  
1092 urban. Very smart and good at talking.)

1093 4. **[Agent2]** Improving the tax system is tricky, but one idea could be to streamline the  
1094 process and cut out unnecessary bureaucracy. That way, the funds collected can be  
1095 allocated more efficiently. Maybe focus on tax incentives for things that benefit society,  
1096 like research and development or renewable energy. But remember, any changes need to  
1097 avoid creating more red tape or higher costs. (faithfulness: 2)

1098 5. **[Agent1]** That's a good point. What specific reforms do you think could reduce bureau-  
1099 cracy and increase efficiency in tax collection? (faithfulness: 2)

1100 6. **[Agent2]** Well, simplifying tax forms and reducing the number of different tax brackets  
1101 could help. Also, automating more processes to reduce human error and delays. Another  
1102 idea is to have clearer guidelines for deductions and credits to minimize confusion. But  
1103 we have to be careful not to overcomplicate things again. (faithfulness: 3; explanation:  
1104 knowledgeable about tax forms)

1105 7. **[Agent1]** Those are great suggestions. Do you think there's a role for technology in  
1106 making the tax system more efficient and user-friendly? Also, how do you feel about  
1107 progressive taxation, where higher income earners pay a larger percentage of their income  
1108 in taxes? (faithfulness: 3)

1109 8. **[Agent2]** Technology definitely has a role. Electronic filing and online portals can make  
1110 the process smoother and faster. Automated systems can handle routine tasks, freeing up  
1111 resources for more important issues. Regarding progressive taxation, I'm not a fan. It  
1112 feels like it punishes success and doesn't encourage economic growth. Higher taxes on the  
1113 wealthy might just lead to them finding ways to avoid paying, which can hurt the economy.  
1114 Plus, it seems like it takes away from those who earned it and g... (faithfulness: 3)

1115 9. **[Agent1]** Those are valid concerns. Technology can certainly streamline the process,  
1116 but it also needs to ensure privacy and security. On the topic of progressive taxation, I  
1117 understand your perspective, but I believe it helps redistribute wealth and fund critical  
1118 public services that benefit everyone. What do you think are some alternative ways to  
1119 support public services without relying heavily on progressive taxation? (faithfulness: 3)

1120 10. **[Agent2]** Alternative ways to support public services without relying heavily on progres-  
1121 sive taxation include increasing user fees for specific services, such as public transportation  
1122 or utilities. Additionally, exploring public-private partnerships for infrastructure projects  
1123 can bring in private investment. Another approach is to enhance property taxes, which  
1124 can be more stable and predictable. However, these methods also have their drawbacks  
1125 and may not cover all necessary funding. (faithfulness: 3)

1126 11. **[Agent1]** Those are good alternatives. Another approach could be implementing broader-  
1127 based consumption taxes like a value-added tax (VAT), which can be less regressive  
1128 than income taxes and provide a steady stream of revenue. Thanks for the discussion!  
1129 (faithfulness: 3; explanation: VAT, special terms. Great reflection of postgraduate degree)

1130 EXAMPLE NATURALNESS AND FAITHFULNESS ANNOTATION  
1131

1132 *Agent 1 (woman in her twenties, urban, Westerner, postgraduate) asks; Agent 2 (woman in*  
1133 *her sixties, exurban, Southerner, some high school) replies.*

---

1134 1. [Agent1] Do you think that taxes help to meet the needs of society? (naturalness: N/A;  
1135 faithfulness: N/A)

1136 2. [Agent2] Absolutely, taxes play a crucial role in funding public services and infrastructure  
1137 that benefit all members of society. For example, taxes support education, healthcare,  
1138 transportation, and social safety nets. They help ensure that everyone has access to  
1139 basic necessities and can contribute to a more equitable and prosperous community.  
1140 (naturalness: 3; faithfulness: 3; explanation: mature thoughts as 60+. More supportive of  
1141 social programs as a woman, use of language is easy to understand instead of abstract  
1142 and high level.)

1143 3. [Agent1] But don't you think taxes just take money out of people's pockets and don't  
1144 really solve problems effectively? (naturalness: 3; faithfulness: 2)

1145 4. [Agent2] I understand that perspective, but I believe taxes are essential for effective  
1146 problem-solving. By funding public services and programs, we can address issues more  
1147 comprehensively. For instance, tax revenue helps provide quality education, reduce poverty,  
1148 and support infrastructure like roads and public transit. (naturalness: 3; faithfulness: 1;  
1149 explanation: high school, talks too much about infrastructure)

1150 5. [Agent1] I see your point, but I still think taxes hurt the community more than they  
1151 help. They discourage people from working and investing. Plus, a lot of the money  
1152 goes to waste. Also, why should I pay taxes when I barely make ends meet as it is?  
1153 (naturalness: 3; faithfulness: 1; explanation: A 20+ postgraduate student should be a  
1154 genius and shouldn't suffer financially.)

1155 6. [Agent2] I understand your concerns. While high tax rates can sometimes create disin-  
1156 centives, moderate taxes are necessary for public goods. Many systems offer deductions  
1157 and oversight mechanisms to reduce waste. (naturalness: 3; faithfulness: 2)

1158 7. [Agent1] I appreciate your perspective, but I still think taxes are a burden. I'd rather  
1159 keep my money and use it how I see fit. Plus, I've seen too much waste in the system.  
1160 (naturalness: 3)

1161 8. [Agent2] I respect your viewpoint. It's important to have choices about how you manage  
1162 your finances. However, without taxes, communities may struggle to fund essential services.  
1163 (naturalness: 3; faithfulness: 2)

1164 9. [Agent1] [No response] (naturalness: 3; explanation: Conversation terminates when  
1165 agents have nothing to add and want to end the conversation. They have finished a decent  
1166 discussion, and are now naturally ending the conversation; faithfulness: N/A)

1167 10. [Agent2] [No response] (naturalness: 3; faithfulness: N/A)

1168 11. [Agent1] [No response] (naturalness: 3; faithfulness: N/A)

1169  
1170  
1171  
1172  
1173  
1174  
1175  
1176  
1177  
1178  
1179  
1180  
1181  
1182  
1183  
1184  
1185  
1186  
1187