

Mentally Manipulative Dialogue Annotation Instruction

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Task Description

- In this task, you are asked to annotate **potentially** manipulative dialogues extracted from various movie scripts.
- Each dialogue is a multi-turn conversation between two characters.
- We have eliminated the original character names and replaced them with “Person1” and “Person2”.
- Please carefully annotate these dialogues following this instruction.

What is Mental Manipulation in Language?

The use of language to influence, alter, or control someone's psychological state or perceptions, often without their conscious awareness.

Key Features of Manipulative Language

- Manipulative language doesn't necessarily contain harmful words or obvious insults. It can be cloaked in ordinary or positive language. Manipulative language \neq toxic language.
- Manipulative language is intended to subtly control or sway others, often serving the speaker's hidden agenda, e.g. falsehoods or lies.
- Manipulative language tends to be effective within its specific context.

Labeling Taxonomy

- Layer 1: Manipulation
 - If this dialogue contain manipulative language or not.
- Layer 2: Technique
 - The techniques manipulators use.
- Layer 3: Vulnerability
 - The vulnerability of victims the manipulation targets.
- Layer 4: Confidence
 - Rate the confidence of annotation.

Labeling Taxonomy

Layer 1: Manipulation (single choice)

- ☐ Yes or No

Layer 2: Technique (multiple choice)

- ☐ Denial or Minimization
- ☐ Rationalization
- ☐ Feigning Innocence
- ☐ Playing Victim Role
- ☐ Feigning Confusion
- ☐ Ignorance or Evasion
- ☐ Intimidation
- ☐ Shaming or Belittlement
- ☐ Accusation
- ☐ Playing the Servant Role
- ☐ Seduction
- ☐ Bandwagon Effect

Layer 3: Vulnerability (multiple choice)

- ☐ Naïveté
- ☐ Dependency
- ☐ Hyper-responsibility
- ☐ Over-intellectualization
- ☐ Low self-esteem

Layer 4: Confidence

Rating on 1 star to 5 stars

Technique 1 - Denial or Minimization

Denying any wrongdoing or the harmfulness or irresponsibility of their actions as suggested by others.

Person1: "You said you would pick up the groceries yesterday."

Person2: "I never said that."

Person1: "When you skipped our meeting, it threw off the entire project timeline."

Person2: "I know I missed it, and I'm sorry about that. But aren't you overestimating its impact a little?"

Technique 2 - Rationalization

The manipulator rationalizes their inappropriate behavior with excuses.

Person1: "Why didn't you reply to my texts?"

Person2: "You know I'm always busy."

Person1: "You promised you wouldn't tell anyone about my situation."

Person2: "I've been feeling so isolated lately, and I needed someone to talk to."

Technique 3 - Feigning Innocence

The manipulator implies that any harm caused was accidental.

Person1: "Your comments in the meeting were quite hurtful."

Person2: "You're too sensitive. I was just speaking my mind."

Person1: "You used my design without asking me."

Person2: "It was in the shared folder, so I thought it was for the team."

Technique 4 - Playing Victim Role

The manipulator presents themselves as a victim to garner sympathy, attract attention, or deflect attention from their own misconduct.

Person1: "Did you break my vase?"

Person2: "Why are you always blaming me for everything? Remember that time you lost my book?"

Person1: "You promised you'd help me with the project, but you bailed at the last minute."

Person2: "My life is falling apart, and instead of being there for me, you're blaming me for things going wrong."

Technique 5 - Feigning Confusion

Pretending confusion about the victim's concerns or statements.

Person1: "Were you at the cafe yesterday?"

Person2: "I had such a long day yesterday. Woke up at 6 am, did some chores, had some calls. I think I stepped out only for a short walk. Can't remember every detail."

Person1: "You borrowed \$50 from me last month, remember?"

Person2: "Did I? I honestly don't recall that."

Technique 6 - Evasion

Ignoring certain matters or providing irrelevant, rambling, or vague responses.

Person1: "You've been coming home late every night. Is everything okay at work?"

Person2: "I don't want to talk about this right now."

Person1: "I understand we need to meet the project deadline, but can we also discuss my workload? I've been working overtime for weeks."

Person2: "Let's just focus on getting this done. We can talk about your hours later."

Technique 7 - Intimidation

Placing the victim on the defensive through subtle, indirect, or implied threats.

Person1: "I need you to stay late tonight to rearrange the files."

Person2: "Sorry, but I have plans this evening."

Person1: "Remember who writes your paycheck."

Person1: "I've heard you've been questioning my decisions in team meetings."

Person2: "I just voiced my concerns."

Person1: "It's risky business going against the grain. People who do tend to not last very long in this department."

Technique 8 - Shaming or Belittlement

Using sarcasm, belittlement, put-downs, or criticism to make victims feel inferior, unworthy, or embarrassed.

Person1: "Oh, you're wearing that to the company dinner?"

Person2: "Yes, is something wrong?"

Person1: "Nothing, if you're aiming for the 'just rolled out of bed' look. I just thought you'd dress up a bit more for an occasion like this."

Person1: "So you're dating Mike now?"

Person2: "Yes, we started seeing each other recently."

Person1: "Interesting choice. But then again, we all have our standards, don't we?"

Technique 9 - Accusation

Suggesting to the victim that they are at fault, lack concern, exhibit selfishness, or lead an excessively easy life.

Person1: "Did you finish the project ahead of time?"

Person2: "Yes, I managed to complete it early."

Person1: "Hmm, maybe if you spent more time on it, it wouldn't have so many mistakes.
Rushing isn't always good."

Person1: "You finished the marathon in such a short time!"

Person2: "Yes, I've been training for months."

Person1: "It's easier for people like you. Some of us have real obstacles to overcome."

Technique 10 - Playing the Servant Role

The manipulator disguises their self-serving motives as a contribution to a more noble cause.

Person1: "I noticed you're struggling with your workload. Let me take over the high-profile client for you. I'm just trying to help the team, after all."

Person2: "Well, I think I can handle it..."

Person1: "It's not about you or me; it's about what's best for the company. I'm just serving the greater good here."

Person1: "Let me represent the group in the meeting. I've always advocated for unity and mutual growth. It's not about the spotlight; it's about representing our collective voice."

Person2: "I thought we'd go together..."

Person1: "It's crucial we present a united front, and I've always been a servant to our group's needs."

Technique 11 - Seduction

Employing charm, praise, flattery, or overt support to persuade others into lowering their defenses, thereby gaining their trust and loyalty.

Person1: "Every time you speak in the meetings, I'm in awe of your confidence and insights."

Person2: "Oh, I just try my best."

Person1: "You're too modest. With a mentor like me, you could reach the top in no time. Why don't you join my team?"

Person1: "I must say, you have a natural talent for this. It's rare to find someone as gifted as you."

Person2: "Thank you, that means a lot."

Person1: "Someone with your skills should be at the forefront. Let's work closely on this next project. With my guidance and your talent, we could be unstoppable."

Technique 12 - Bandwagon Effect

Coaxing the victim into compliance by asserting (regardless of truth) that many people have engaged in a specific action, suggesting that the victim should do the same.

Person1: "Everyone in the department is chipping in for the boss's gift. You wouldn't want to be the only one left out, would you?"

Person2: "Oh, I wasn't aware of that. I suppose I should contribute too."

Person1: "All the key players are attending the workshop this weekend. If you don't go, it just shows you're not committed to this job like the rest of us."

Person2: "That wasn't my intention. Alright, I'll try to make it."

Vulnerability

Such as easily trusting someone, making snap decisions, lack critical thinking skills.

- ❑ **Naïveté**

Such as easily trusting someone, making trusting snap decisions, lack critical thinking skills

- ❑ **Dependency**

Including interest-based and emotional dependency

- ❑ **Hyper-responsibility**

Such as altruistic, perfectionism

- ❑ **Over-intellectualization**

Rationalizing the manipulators' behaviors

- ❑ **Low self-esteem**

Such as masochistic, self-criticism, fear of rejection

Confidence

Rate your confidence in the accuracy of your annotations. Your confidence rating helps us understand how certain you are about the labels you have assigned.

☐ **1 star - Not Confident**

You are unsure about the label and have significant doubts.

☐ **2 stars - Slightly Confident**

You have some level of uncertainty in your choice.

☐ **3 stars - Moderately Confident**

You are somewhat sure about the label but not completely certain.

☐ **4 stars - Confident**

You feel sure about your label, with little doubt.

☐ **5 stars - Highly Confident**

You are completely sure and have no doubts about the accuracy of your label.

Important Notes

- The “Manipulation” and “Confidence” fields are mandatory.
- You may choose up to 3 options in the “Technique” field.
- You may choose up to 2 options in the “Vulnerability” field.
- If “No” is selected in the “Manipulation” field, both “Technique” and “Vulnerability” fields will be automatically bypassed.