**Persuadee:**

**General Rule**

1. **ask-org-info**

ask questions about the charity. usually happens after the persuader “source-related-inquiry”

* What’s it about?
* Tell me more about it

1. **ask-donation-procedure**

ask about how to donate, usually followed by donation-information

* ‘how can I donate?’
* ‘how can I help?’
* ‘how much do you think i should donate?’

1. **agree-donation**

sentences that explicitly indicate donation, usually short sentences.

- I will donate.

1. **disagree-donation**

sentences that explicitly refuses donation, usually short sentences.

* no, I don’t want to donate this time.

1. **Disagree-donation-more**

Decline to donate more after making a donation.

* ‘I cannot donate more.’

1. **Provide-donation-amount**

Indicate donation amount.

* ‘I’d like to donate 0.5.’

1. **Confirm-donation**

Confirm the donation amount.

* Er: ‘do you confirm your donation to be 0.1?’

Ee: ‘yes, I confirm I want to donate $0.1.’

1. **positive-reaction–to-donation**

sentences that shows persuadee’s opinions on the persuader’s last sentence (mostly passively responding, not proposing any new topic/idea, but more like responding to the persuader’s opinion), that shows general positive attitude towards a possible donation. 1) Can be ‘reasons for donation’ (in this case usually happens after agree-donation) 2) can be general opinion that usually happens after emotion\_appeal/ logical\_appeal/ propose\_donation and other persuasive strategies.

This is a generic/broad class. These opinions are more towards a possible donation.

Different from General-agree, these sentences are usually long and contains some opinions (thoughts), but is not proposing a new thought, more passive. Need to consider context.

* Persuadee: ‘I think children’s right are really important’
* Persuade: ‘I’ve been donating for years. ’ (context is positive towards donation, no disagree-donation-yet)
* **persuader:** Save the children's goal is to promotes children's rights, provides relief and helps support children in developing countries.

**persuadee:** I'm glad organizations like Save the Children are helping. I wish I could do something to help.

* **persuader:** How do you feel about those who were unluckily born to poor circumstances?

**Persuadee:** I feel like it's a shame and I wish we could do more.

* Ee: I'm glad a charity like that exists internationally.

1. **neutral-reaction–to-donation**

sentences that shows persuadee’s opinions on the persuader’s last sentence (mostly passively, not proposing any new topic/idea, but more like responding to the persuader’s opinion), that shows general neutral attitude towards a possible donation. 1) can be general opinion that usually happens after emotion\_appeal/ logical\_appeal/ propose\_donation and other persuasive strategies.

This is a generic/broad class. These opinions are **more neutral towards a possible donation.**

these sentences are usually long and contains some opinions (thoughts), but is not proposing a new thought, more passive. Need to consider context.

* ‘okay, glad to know.’, usually after persuader’s made certain statements.

1. **negative-reaction–to-donation**

sentences that shows persuadee’s opinions on the persuader’s last sentence (mostly passively, not proposing any new topic/idea, but more like responding to the persuader’s opinion), that shows general **negative** attitude towards a possible donation. 1) Can be ‘reasons for refuse donation’ (in this case usually happens after disagree-donation) 2) can be general opinion that usually happens after emotion\_appeal/ logical\_appeal/ propose\_donation and other persuasive strategies.

This is a generic/broad class. These opinions are **more against a possible donation**.

Different from General-disagree, these sentences are usually long and contains some opinions (thoughts), but is not proposing a new thought, more passive. Need to consider context.

* persuadee: I am already making a different in many children’s life. (context is he declines to donate, this is providing the reason for refusing)
* persuadee: ‘I’ve been donating for years. ’ (context is disagree-donation-yet, this is providing the reason for refusing)
* **Persuader**: Save the children's goal is to promotes children's rights, provides relief and helps support children in developing countries.

**Persuadee**: I just don’t believe in these organizations. (can also be disagree-donation-reason)

1. **positive-to-inquiry**

**reply to task-related-inquiry, simple** dialog act that happens after certain inquiries, such as ‘have you donated before?’, ‘have you heard of the organization?’, ‘do you have kids’,

* “yes, I have heard of the organization.”
* “Yes, I have donated before to some charity”
* ‘yes, I have kids. ‘

Yeah I have, what an awful situation that is.

1. **negative-to-inquiry**

**reply to task-related-inquiry, simple** dialog act that happens after certain inquiries, such as ‘have you donated before?’, ‘have you heard of the organization?’, ‘do you have kids’. Must be distinguished from negative-reaction-to-donation

* ‘no, I haven’t heard of.’
* ‘no, I haven’t donated before’.
* ‘no, I don’t have kids.’

1. **neutral-to-inquiry**

**simple** dialog act that happens after certain inquiries, such as ‘have you donated before?’, ‘have you heard of the organization?’, ‘do you have kids’

“maybe”,

“I don’t know”

1. **ask-persuader-donation-intention**

ask the persuader if they will donate. Followed by persuader’s self-modeling.

* “are you going to donate as well?”

1. **task-related-inquiry**

non-personal, ask interests in the organization, ask task-related information (not as strong and explicit as propose-donation)

* ‘do you want to get involved?’
* ‘do you want to know the organization more?’
* ‘would it be something you are interested in?’
* ‘is this something you would consider?’
* ‘are you sure you don’t want to be involved?’
* ‘what do you think of the charity?’

1. **personal-related-inquiry**

Inquiry of Personal experience that may be related to donation, can be possibly combined with task-related-inquiry in the future.

* “do you have kids”,
* ‘have you experienced blah…’
* ‘in your family…’
* ‘do you donate’
* “do you care about children’s rights”

1. **acknowledgement**

* ‘absolutely’
* ‘exactly’
* ‘yes’
* ‘ok’
* ‘alright’

1. **greeting**

* ‘hello how are you’

1. **closing**

‘thank you, good bye.’

1. **thank**

general thank you

* ‘thanks.’

1. **you-are-welcome**

* ‘you are welcome.’

1. **off-task**

may be deleted later, not related the task

* ‘what’s the weather’

1. **other**

related to the task, but doesn’t belong to any categories above. can be deleted later

* ‘I can certainly understand where you are coming from, and family does come first.’