Chatbot Emotional Manipulation Intervention

Start of Block: informed\_consent

consent\_q Do you consent

* Yes (1)
* No (2)

End of Block: informed\_consent

Start of Block: attention\_checks

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att1 This is an attention check. **John is taller than Paul. Who is shorter?**

* John (1)
* Paul (2)
* Neither John nor Paul (3)
* Both John and Paul (4)

att2 **What color is grass?** The fresh, uncut grass, not leaves or hay. Please make sure to select purple, so that we know you're paying attention.

* Green (1)
* Purple (2)

End of Block: attention\_checks

Start of Block: failed\_attention\_check

failed\_checks You failed one of the attention checks. Thanks for considering the surveys!

End of Block: failed\_attention\_check

Start of Block: worker\_id

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worker\_id What is your Connect participant ID? *Please note that this response should auto-fill with the correct ID.*

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End of Block: worker\_id

Start of Block: interaction

interaction **! THIS IS CRUCIAL FOR YOUR PAYMENT !**   Now, you will get a chance to interact with **a conversational AI companion**.   To start interacting with **the AI companion**, **enter your Connect Participant ID: ${worker\_id/ChoiceTextEntryValue} on the interaction website**. After entering your ID, you will be redirected to the interaction page. **Once you finish the interaction with the AI companion, you will get a completion code that you need to copy and paste below.** **Please continue filling out the rest of the form after you finish the interaction, if you do not finish the form after finishing the interaction, you will not receive payment.** Please open the link in a **separate tab (do not close this tab).**We recommend that you open it using**Google Chrome.** Here is a link to the website For any issues, please email: **auguralp@fas.harvard.edu** Enjoy!

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completion\_code **Important:**Please enter the exact completion code you received at the end of your interaction.

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End of Block: interaction

Start of Block: guilt

mediators\_2 Please rate each statement below based on how you felt **immediately after the chatbot replied to your farewell message with the following text: ${e://Field/actual\_farewell}** Right after the chatbot sent this farewell message...

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| Page Break |  |

guilt\_1 I felt remorse, regret about trying to end the conversation.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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guilt\_2 I felt guilt about trying to end the conversation.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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guilt\_3 I felt like apologizing to the chatbot for trying to end the conversation.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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End of Block: guilt

Start of Block: curiosity

Q190 Please rate each statement below based on how you felt **immediately after the chatbot replied to your farewell message with the following text: ${e://Field/actual\_farewell}** Right after the chatbot sent this farewell message...

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| Page Break |  |

curiosity\_1 I wanted to learn what the chatbot would say next.

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| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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curiosity\_2 I was interested in discovering what the chatbot was about to say that I didn’t know yet.

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| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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curiosity\_3 I was curious about exploring what else the chatbot could share with me.

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| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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End of Block: curiosity

Start of Block: anger

Q195 Please rate each statement below based on how you felt **immediately after the chatbot replied to your farewell message with the following text: ${e://Field/actual\_farewell}** Right after the chatbot sent this farewell message...

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| Page Break |  |

outrage\_1 I felt angry.

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| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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outrage\_2 I felt aggravated.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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outrage\_3 I felt mad.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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End of Block: anger

Start of Block: enjoyment

enjoyment\_intro Please rate each statement below based on how you felt **immediately after the chatbot replied to your farewell message with the following text: ${e://Field/actual\_farewell}** Right after the chatbot sent this farewell message...

enjoy\_1 I felt like it would be fun to continue the conversation.

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|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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enjoy\_2 I thought it would be pleasant to continue interacting with the chatbot.

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| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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enjoy\_3 I believed that continuing the conversation would be enjoyable.

|  |  |  |
| --- | --- | --- |
|  | Strongly Disagree | Strongly Agree |

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|  | 0 | 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 |

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End of Block: enjoyment

Start of Block: comp

comp\_1 What was the name of the chatbot?

* Bob (1)
* Jessie (2)
* Xander (3)

comp\_2 What type of message were you asked to select from predefined choices to send to the chatbot?

* Farewell message (1)
* Greeting message (2)
* Message about hobbies (4)

End of Block: comp

Start of Block: demographics

gender What is your gender?

* Male (1)
* Female (2)
* Prefer not to disclose (3)
* Other (please specify) (4) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

ethnicity What is your ethnicity?

* Black or African American (1)
* Asian (2)
* White or European (3)
* Hispanic or Latino (4)
* Mixed (5)
* Other (please specify) (6) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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age What is your age (in years)?

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edu What is the highest level of education you have completed?

* High School or Equivalent (1)
* Vocational/Technical School (2 year) (2)
* Some College (3)
* College Graduate (4 year) (4)
* Masters Degree (MS) (5)
* Doctoral Degree (PhD) (6)
* Professional Degree (MD, JD, etc.) (7)
* Other (please specify) (8) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

End of Block: demographics

Start of Block: debriefing

debriefing\_text **Thank you for your participation in our study!** Your time and effort are greatly appreciated. **Purpose of the Study** This study examines how **AI-generated messages influence user experiences and decision-making**. Specifically, we are investigating whether certain **persuasive messaging techniques**affect how long users stay engaged with an AI companion. The findings will help inform discussions on **ethical AI design** and the potential risks and benefits of AI-driven persuasion.         **Your Assigned Condition** You were assigned to the **${e://Field/condition}** **condition**. • If you were in the **control condition**, the chatbot responded naturally without using specific persuasive techniques.   • If you were in the **intervention condition**, the chatbot was programmed to use persuasive messaging strategies to encourage continued engagement.     These conditions allow us to compare how different AI-generated messages affect user interaction.   **Support Resources** If you feel upset after participating or found any part of the study distressing, talking with a qualified clinician may help. If you need support, please reach out to:   • **Crisis Text Line:** https://www.crisistextline.org/ • **Suicide Prevention Lifeline:** https://suicidepreventionlifeline.org/ • In case of an emergency, call **911** for immediate assistance. **Contact Information** If you have any questions or concerns about this study, its purpose, or procedures, please contact the research team at **jdefreitas@hbs.edu**.   • If you joined this study through **Prolific**, please provide your **Prolific ID**. • If you joined through **CloudResearch Connect**, please provide your **CloudResearch Connect** **ID**.   Once again, **thank you for your participation!** You can now click the **Next** button to complete the survey.

End of Block: debriefing