# Effects of Socially Stigmatized Crowdfunding Campaigns in Shaping Opinions





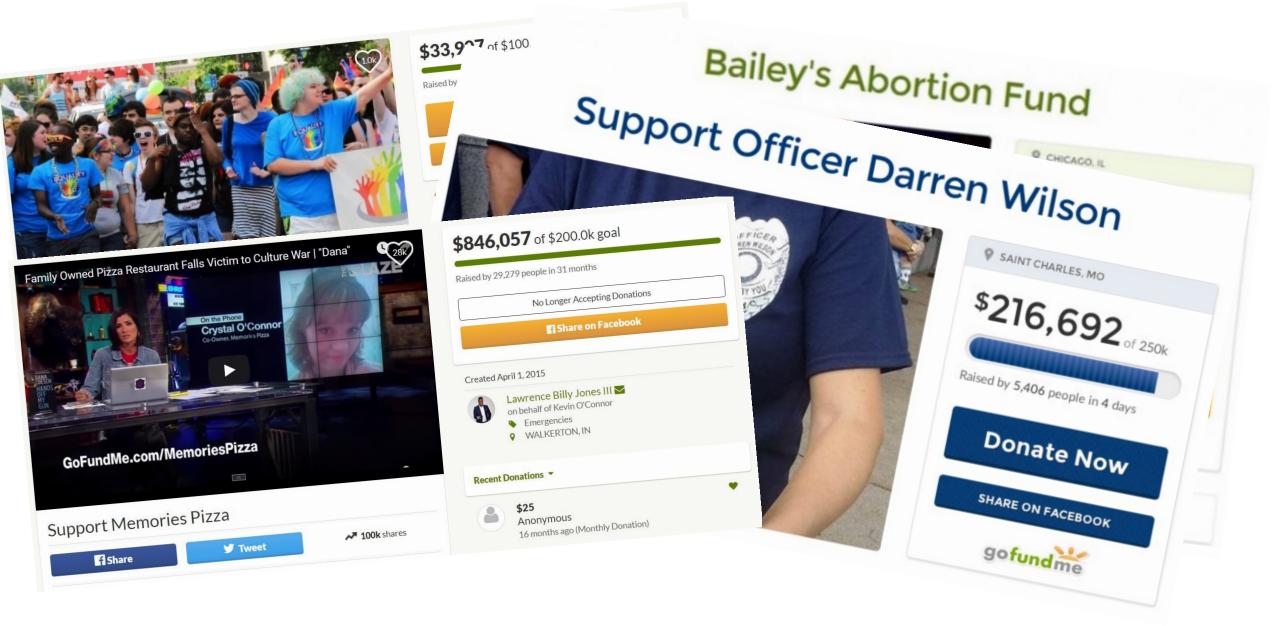


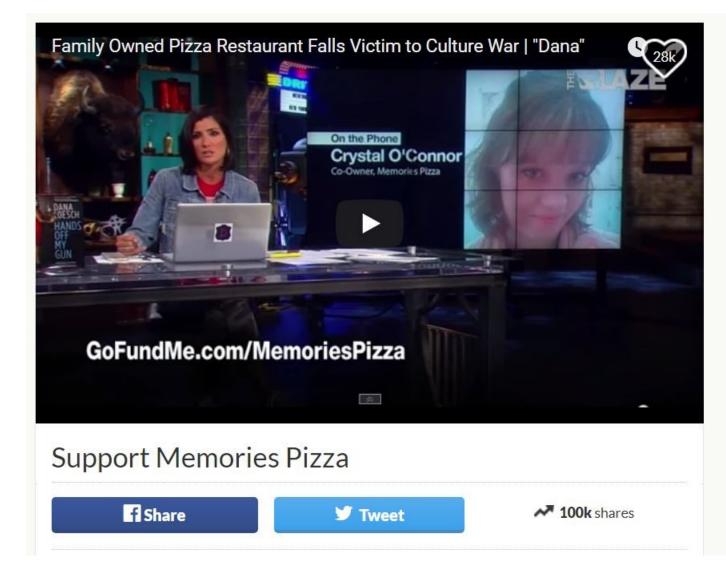
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## Socially Stigmatized Issues







#### \$846,057 of \$200.0k goal Raised by 29,279 people in 31 months No Longer Accepting Donations A Share on Facebook Created April 1, 2015 Lawrence Billy Jones III on behalf of Kevin O'Connor Emergencies WALKERTON, IN Recent Donations \* \$25 Anonymous 16 months ago (Monthly Donation)



🎔 Tweet

f Share

100k shares

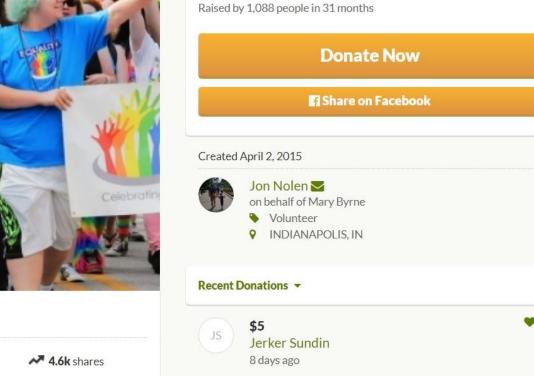




y Tweet

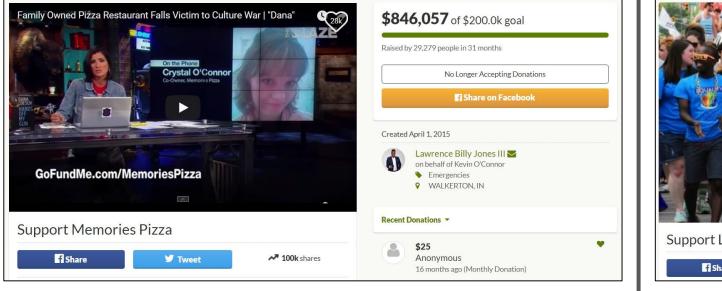
#### Support LGBT Youth In Indiana

**f** Share



\$33,907 of \$100.0k goal

#### **Opposing Equal Rights for LGBTIQ People**



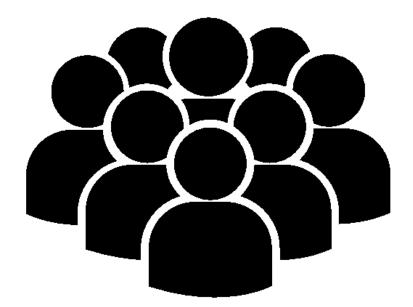
#### Supporting Equal Rights for LGBTIQ People



#### Presenting conflicting Point-of-View Simultaneously

#### Impact of Stigmatized Topics



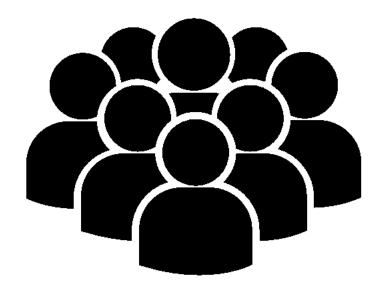


Stigmatized topics related to Core Values and Beliefs

How many people are actively supporting each topic

#### Impact of Stigmatized Topics





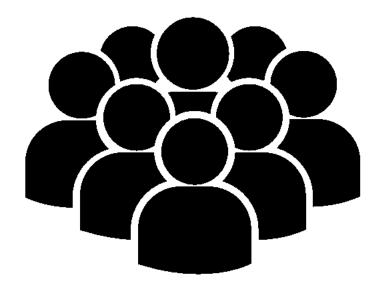
Exposing People to Attitude-Inconsistent Information



A Balanced Point-of-View

# Impact of Stigmatized Topics









#### Research Question 1

#### Attitude-Inconsistent Stigmatized Campaign



#### Social Opinion on Stigmatized Topics

Prior Attitude towards Stigmatized Topic

#### Research Question 1

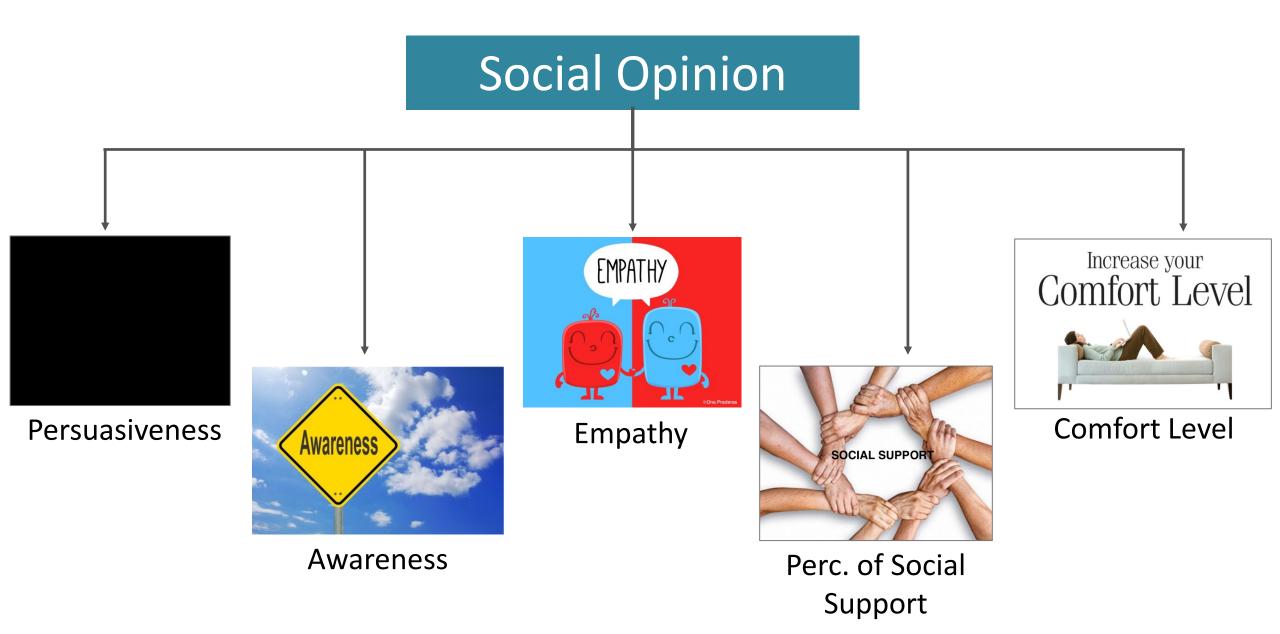
#### Attitude-Inconsistent Stigmatized Campaign



Social Opinion on Stigmatized Topics

Prior Attitude towards Stigmatized Topic

# Study Design

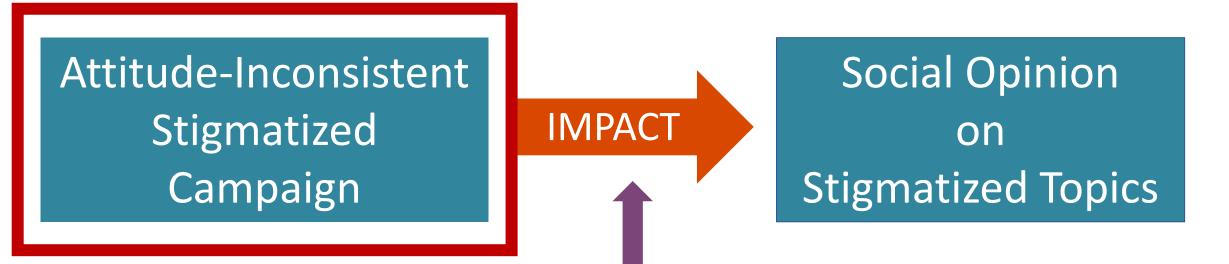


#### Stigmatized Topic

# Fairness and Equality for LGBTIQ people

5678 campaigns found with the keyword LGBTQ

#### Research Question 1



Prior Attitude towards Stigmatized Topic

# Mapping Attitude-Consistent Campaigns



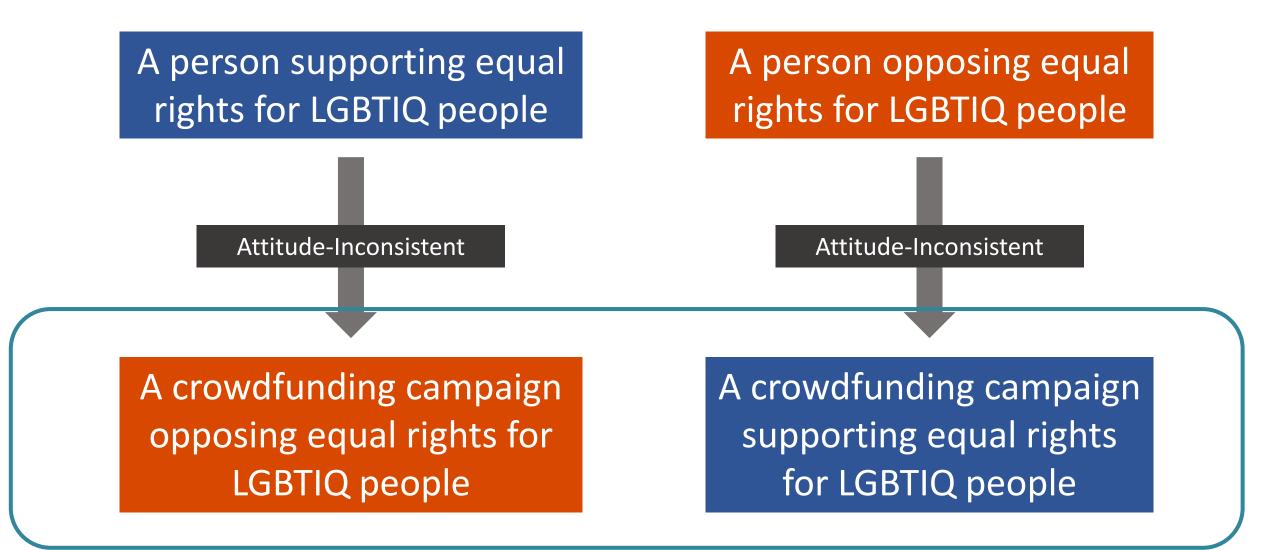
Attitude-Inconsistent

A crowdfunding campaign opposing equal rights for LGBTIQ people A person opposing equal rights for LGBTIQ people

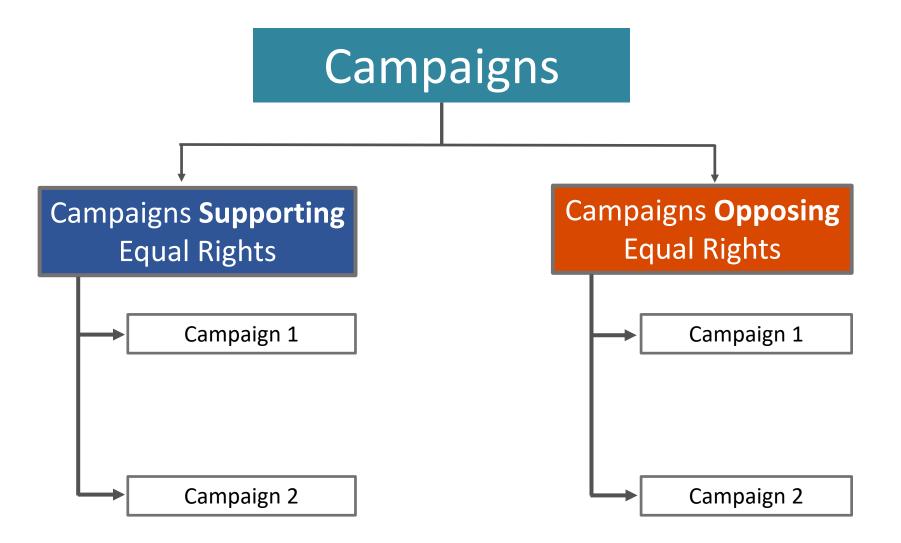
Attitude-Inconsistent

A crowdfunding campaign supporting equal rights for LGBTIQ people

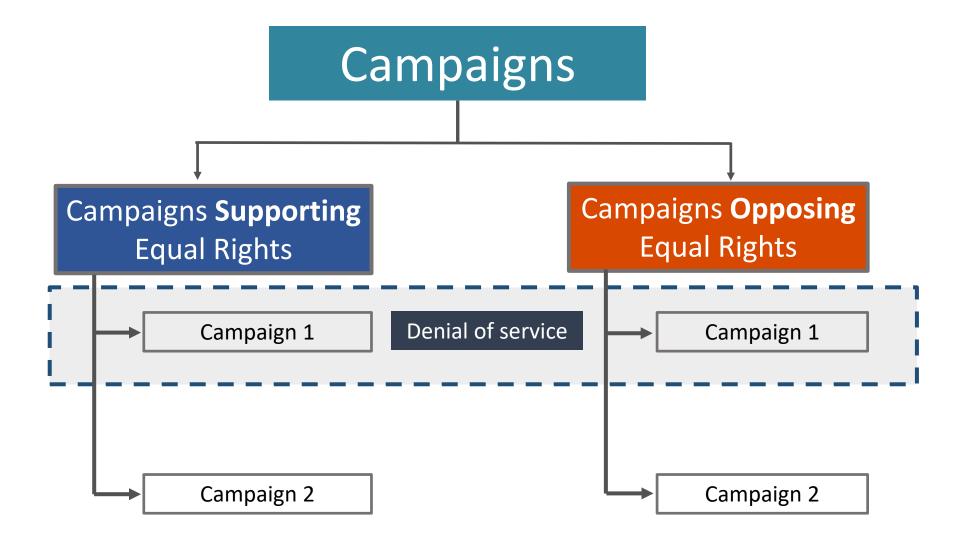
# Mapping Attitude-Consistent Campaigns



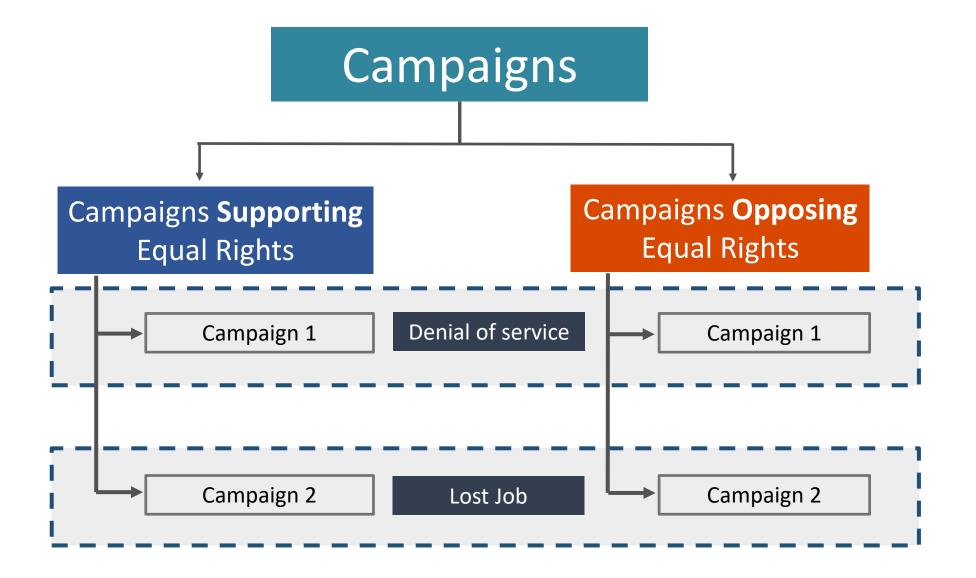
#### Study Materials



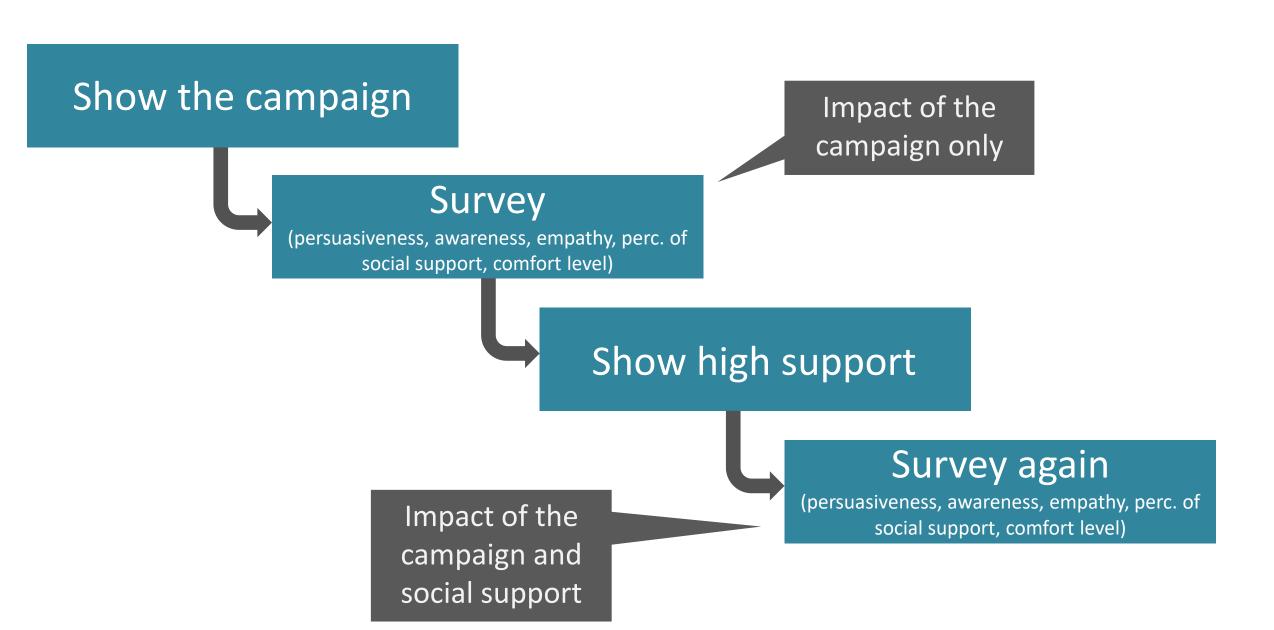
#### Study Materials



#### Study Materials



# Flow of the Study



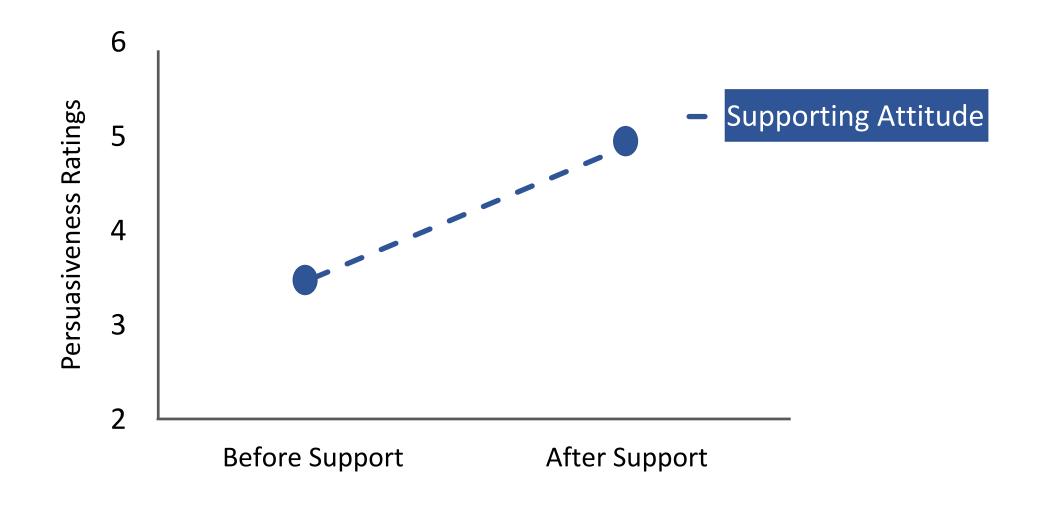
#### Independent Variables

- Pre-existing attitude towards equal rights

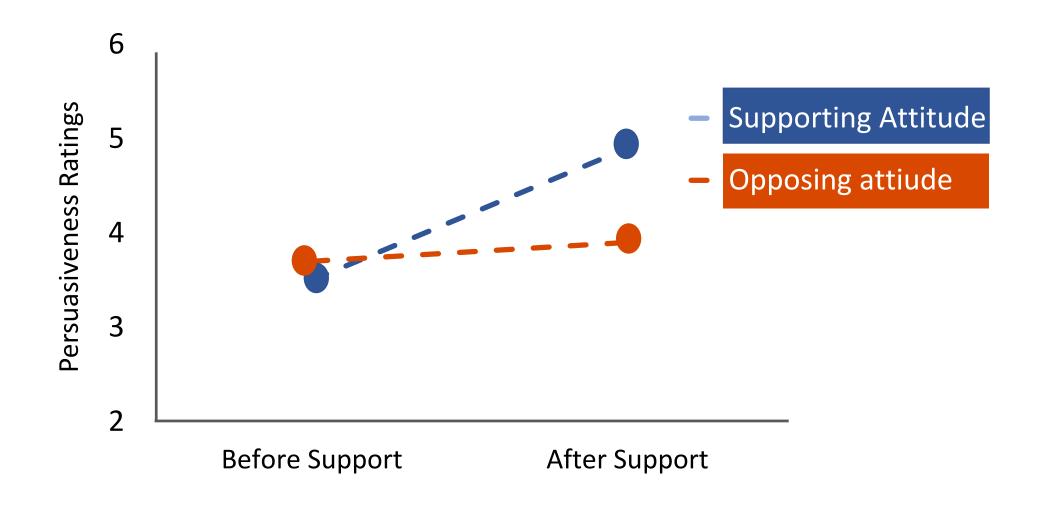
   Between Subject
- 2. The order of the survey
  - Within Subject

#### Dependent Variables

- 1. Personal Opinion
  - a) Persuasiveness
  - b) Awareness
  - c) Empathy
  - d) Perc. Of Social Support
  - e) Comfort Level
- 2. Change of Attitude

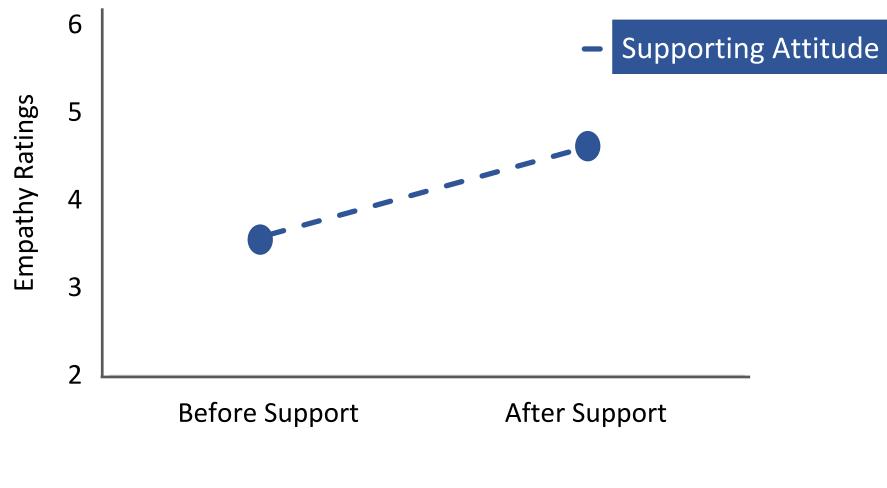


Persuasiveness Ratings

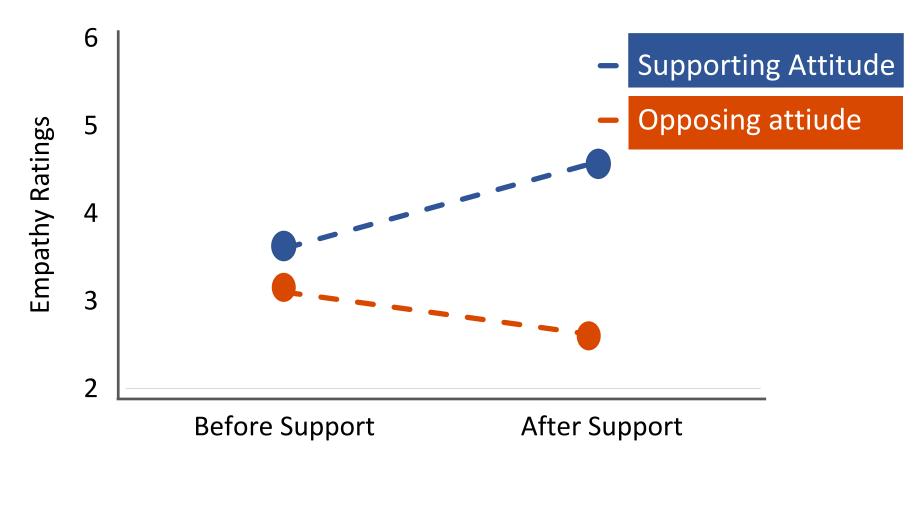


Persuasiveness Ratings

#### Similar pattern observed for awareness factor too

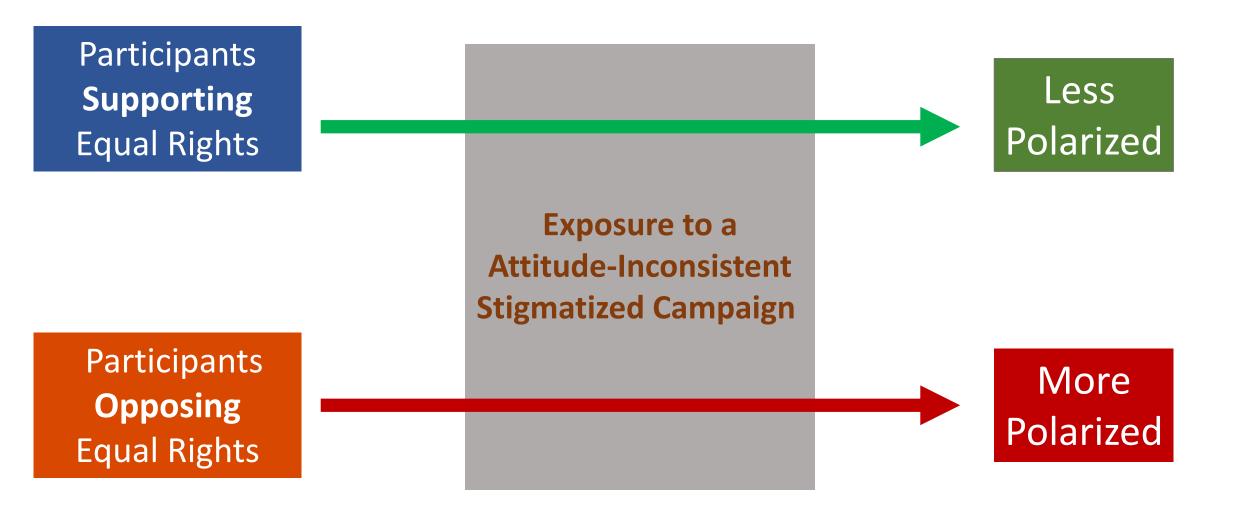


**Empathy Ratings** 



**Empathy Ratings** 

#### Summary of Results



#### Research Question 1: Revisited

#### Attitude-Inconsistent Stigmatized Campaign

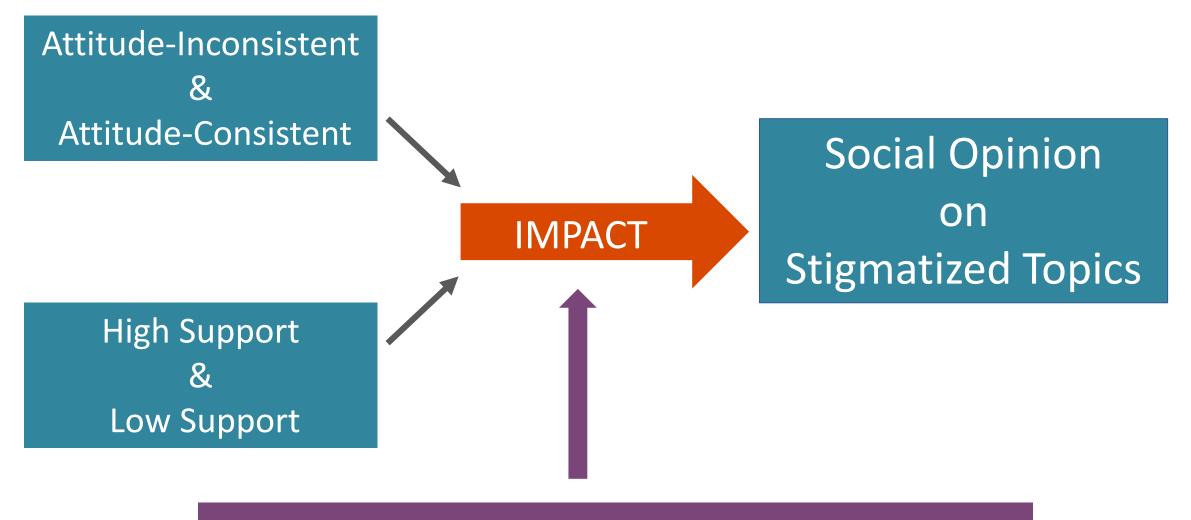


### Social Opinion on Stigmatized Topics

Prior Attitude towards Stigmatized Topic

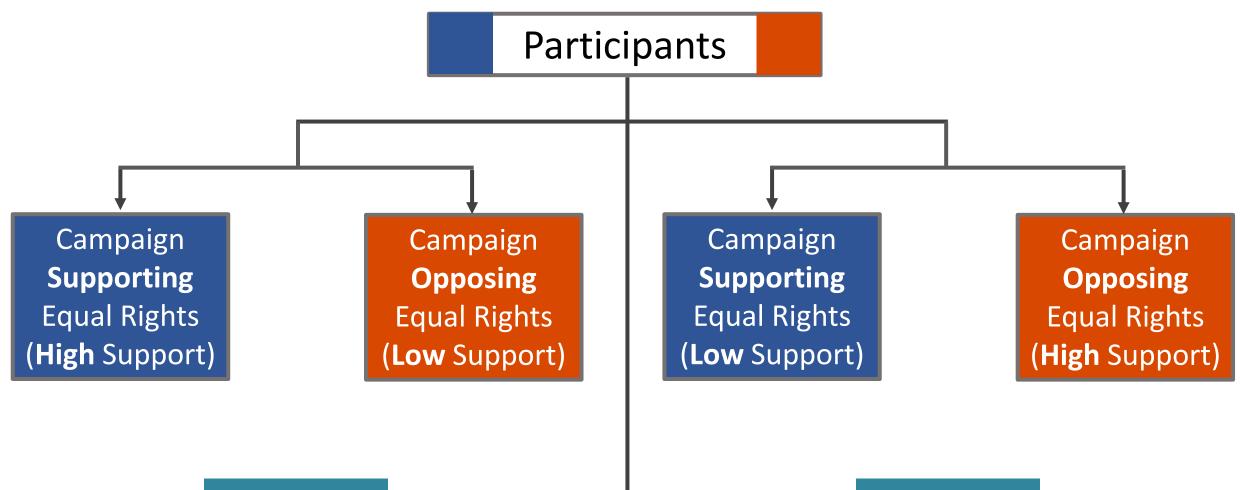


#### Research Question 2



#### Prior Attitude towards Stigmatized Topics

#### Study Procedure: Stage 2

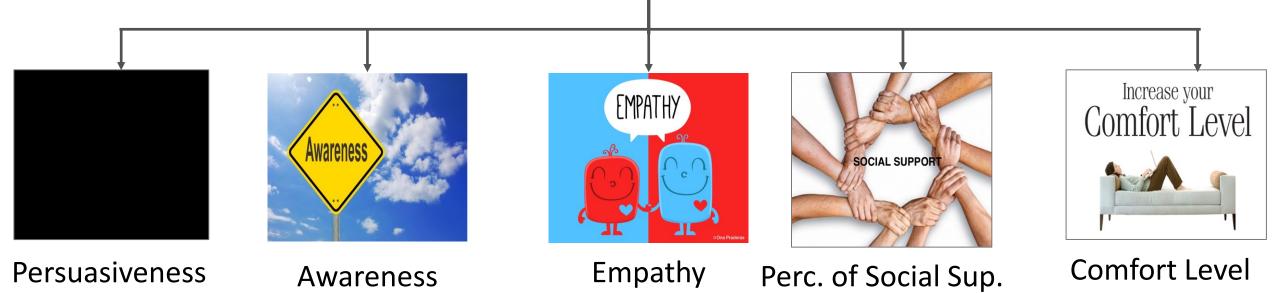


Step 1

Step 2

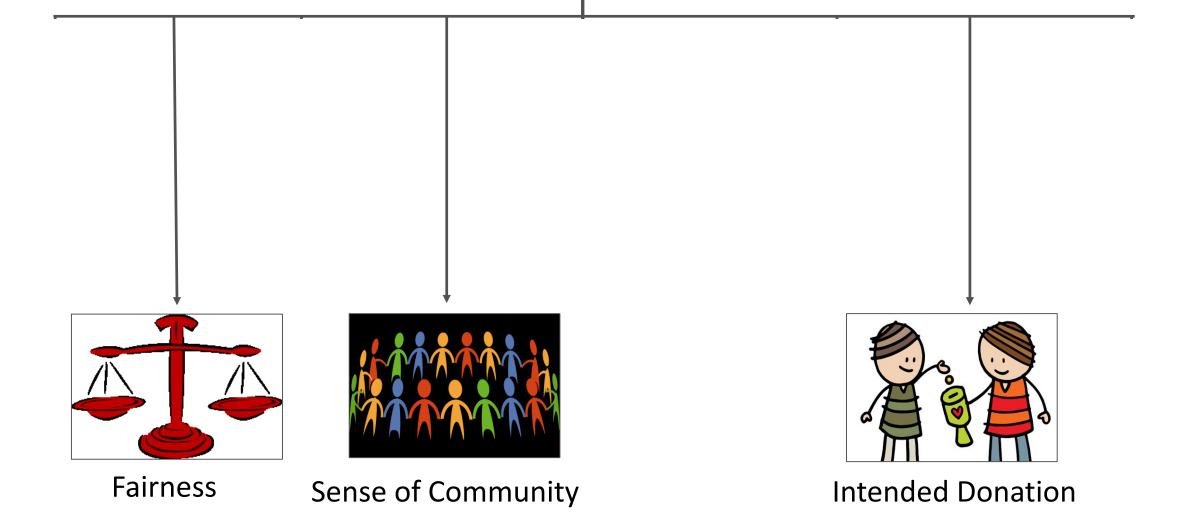
# Study Design: Stage 2

#### **Evaluation Criteria**



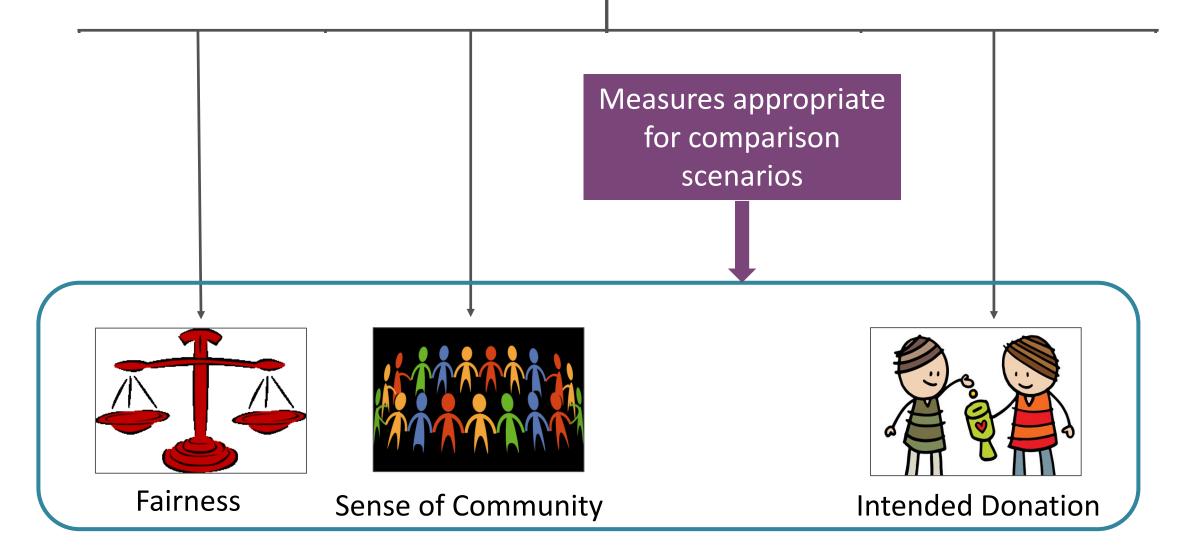
# Study Design: Stage 2

#### **Evaluation Criteria**



## Study Design: Stage 2





## Stage 2: Results

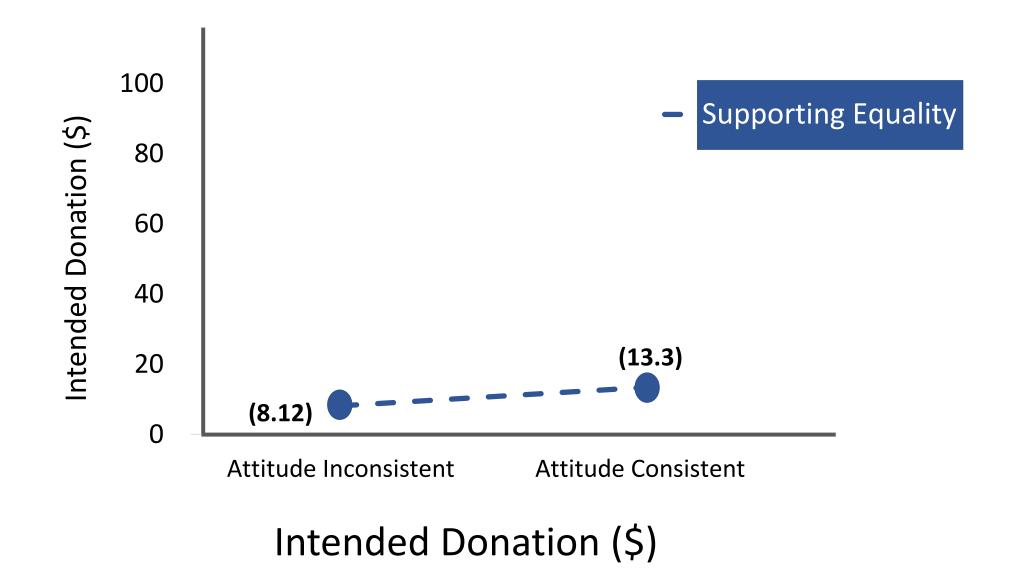
#### Independent Variables

- Pre-existing attitude towards equal rights
   Between Subject
- 2. The type of the campaign - Within Subject
- 3. The amount of support - Within Subject

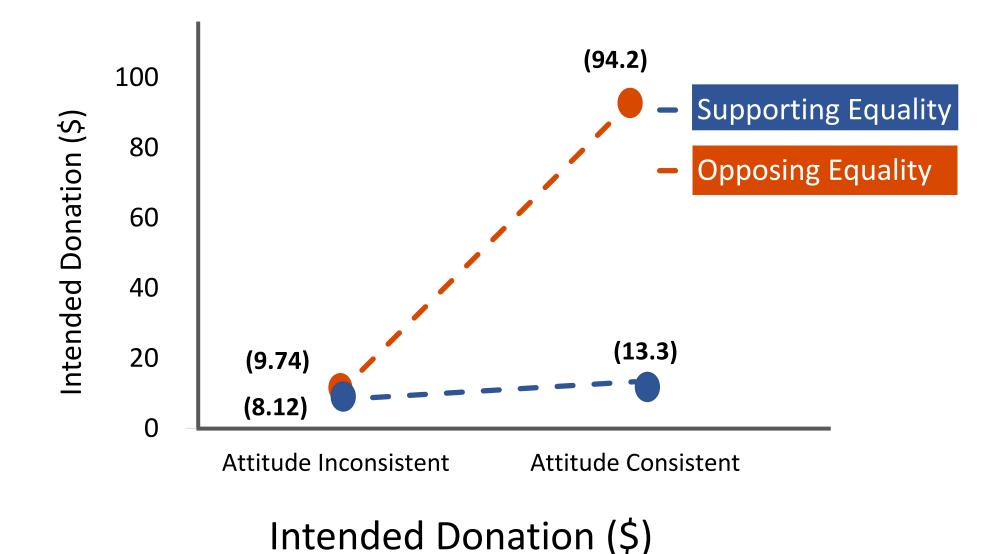
#### Dependent Variables

- 1. Persuasiveness
- 2. Awareness
- 3. Empathy
- 4. Perc. Of Social Support
- 5. Comfort Level
- 6. Fairness
- 7. Sense of Community
- 8. Intended Donation

#### Stage 2: Results



#### Stage 2: Results



#### Stage 2: Opinion Towards Attitude-Inconsistent Campaign

#### Supporting Equality

"On humanitarian ground, I feel sympathetic to the campaign owners, although I do not agree with him." (P12)

#### **Opposing Equality**

"Homosexuality is a sinful act to God. He is just suffering the consequences of his sin." (P39)

## Summary of Results

Participants **Supporting** Equal Rights

Participants **Opposing** Equal Rights Exposure to a Attitude-Inconsistent & Attitude-Consistent Stigmatized Campaign Less Polarized



# Thank You



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Group Website http://cascade.cs.illinois.edu/ Crowdfunding Projects @ UIUC http://crowdfund.cs.illinois.edu/