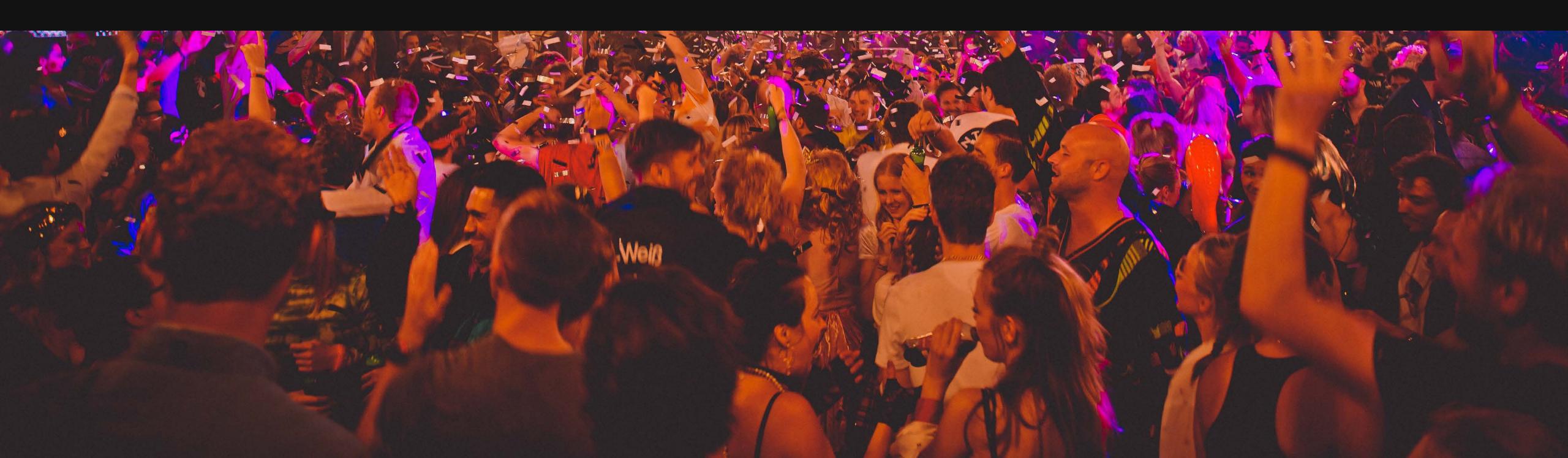
#SGKM23: Digital Innovations in the Race for Attention

Digital Communication and Ethics



DEPT_® Lukas Stuber Digital Ethics Ambassador DEPT®







DEPT_®

1997 - 2000

Online Sales

2000 - 2003

Copywriter

2003 - 2018

Founder

2018 - 2022

Managing Director, Partner

2022 -

Digital Ethics Ambassador, Partner

The most democratic medium

Decentralized, ungoverned, low thresholds, accessible:

From its inception, the internet was viewed not as a mass medium, but as a medium for the masses.

This view solidified during the Arab Spring (regardless of its long term outcome).



2012: Progressive Use

«After the voters returned Obama to office for a second term, his campaign became celebrated for its use of technology—much of it developed by an unusual team of coders and engineers—that redefined how individuals could use the Web, social media, and smartphones to participate in the political process.»



2016: Manipulation

In 2015 at the latest the political impact of algorithms became clear: Team Trump and, 2016, Brexiteers worked closely together with Facebook to squeeze maximum political effect out of targeting algorithms.

Algorithms we use everyday.



Same methods, different messages



Team Obama 2012



Team Trump 2016



"Our mission to become the best digital agency in the world goes hand in hand with becoming the best digital agency for the world."

How we communicate

Technology

- Accessibility & inclusivity
- User autonomy
- Emissions

Creative

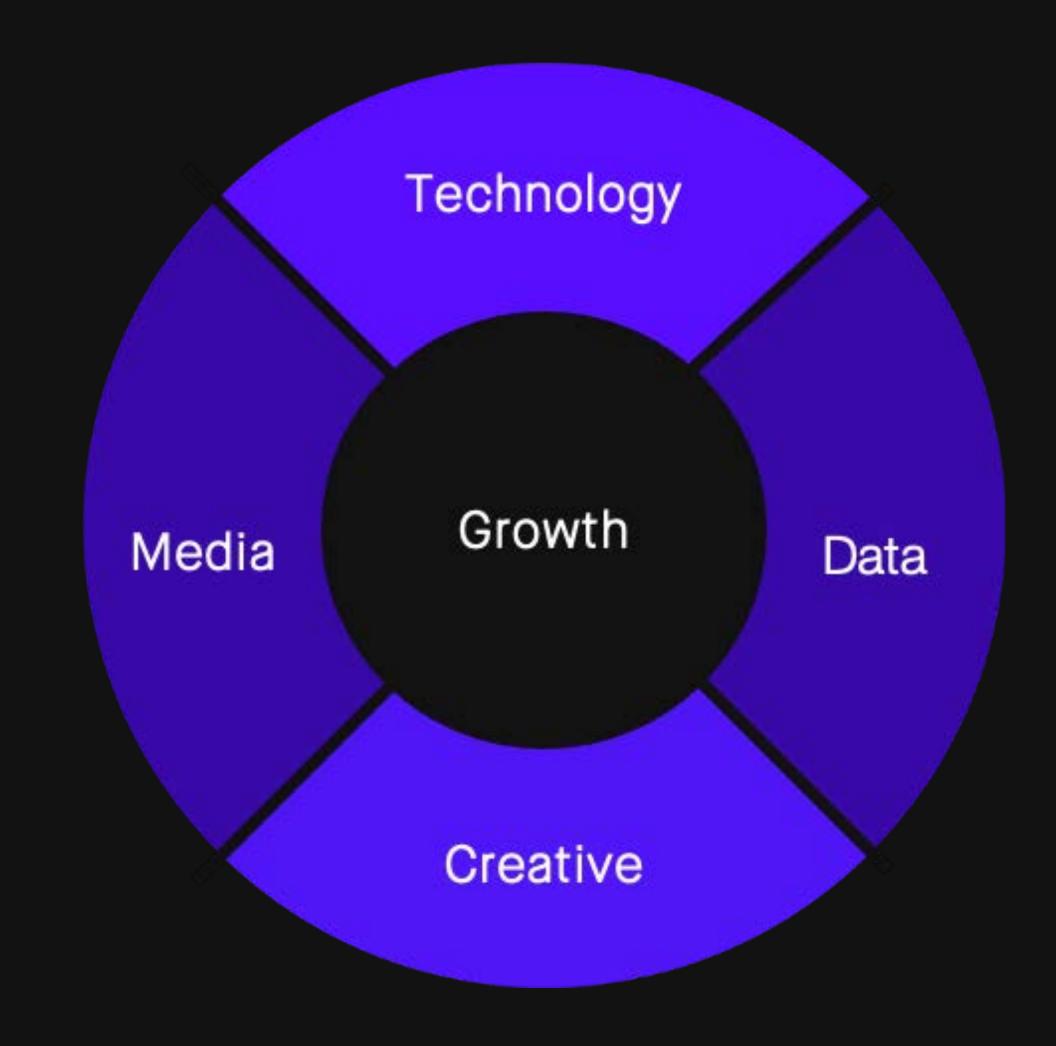
- Accessibility & inclusivity
- User autonomy
- Reduced emissions*
 - * overlap with B-Corp

Data

- Privacy
- Transparency
- Explainability
- Non-discrimination

Media

- Platforms
- Brand safety
- Targeting
- Polarization, Trivialization

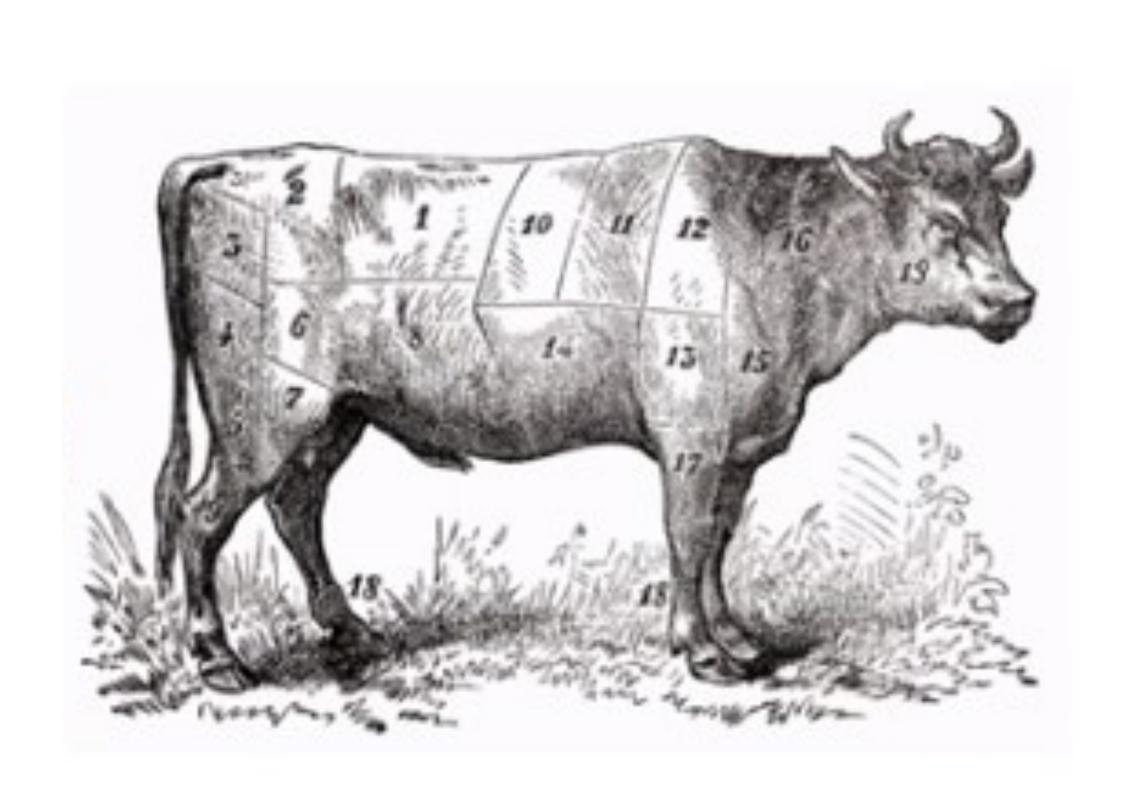


Algorithms and power structures

1.

Algorithms reproduce power structures.

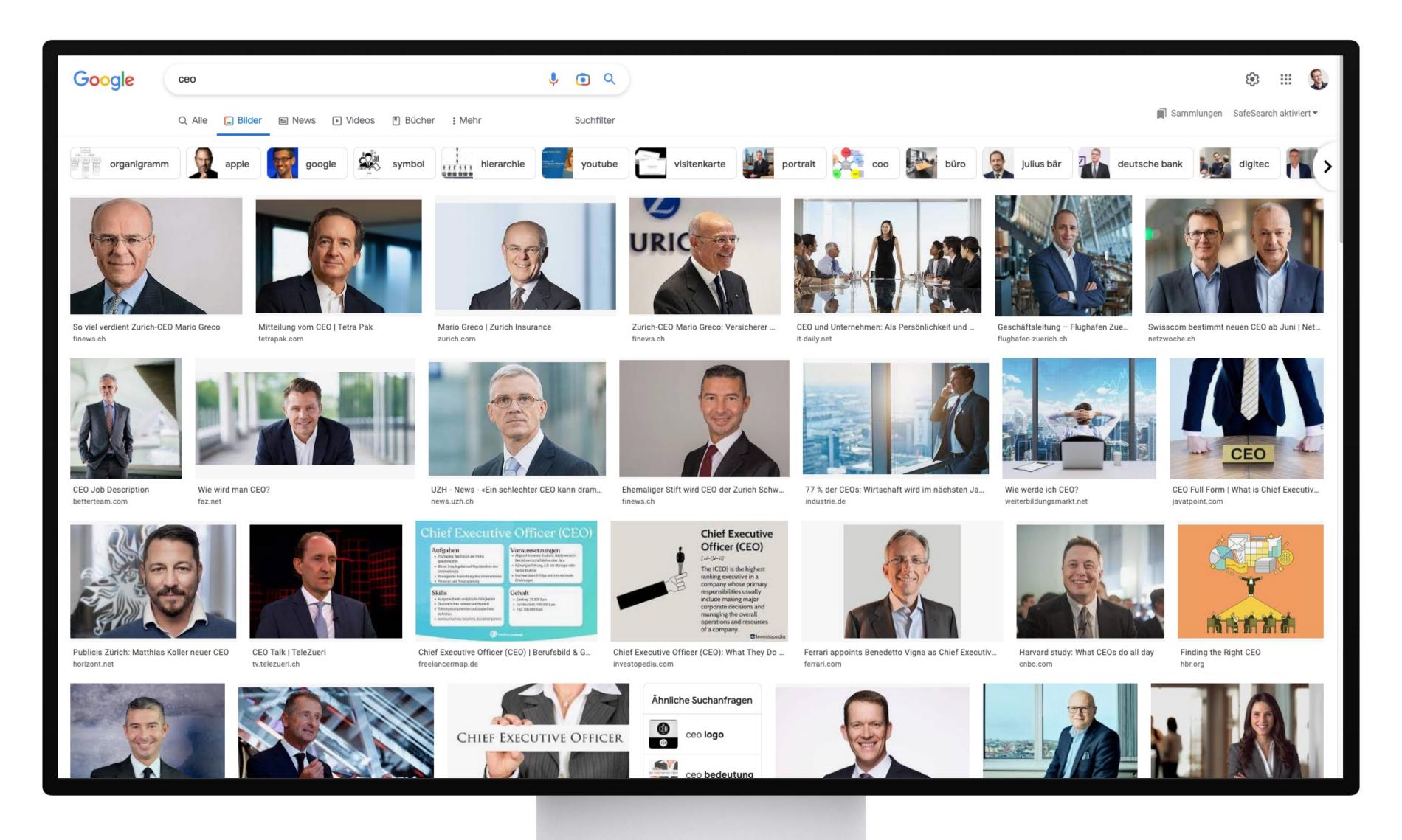
The Wisdom of Crowds







average of 800 guesses = 1,197 actual weight of the ox = 1,198

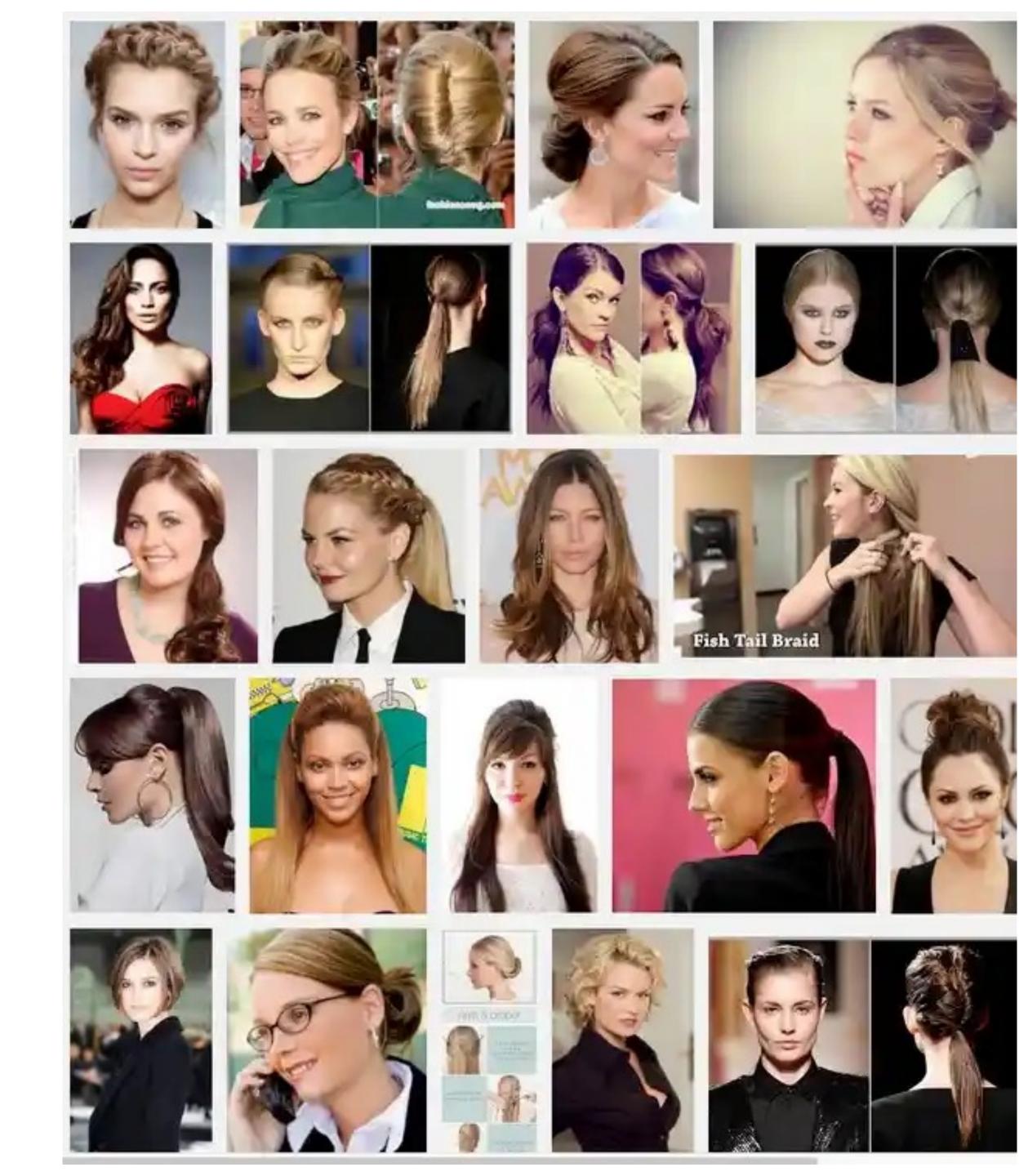


Read: S.U. Noble, «<u>Algorithms of Oppression</u>: How Search Engines Reinforce Racism», NYU Press 2018.

There is history in data

In 2016, two image search results pages by Google created an uproar:

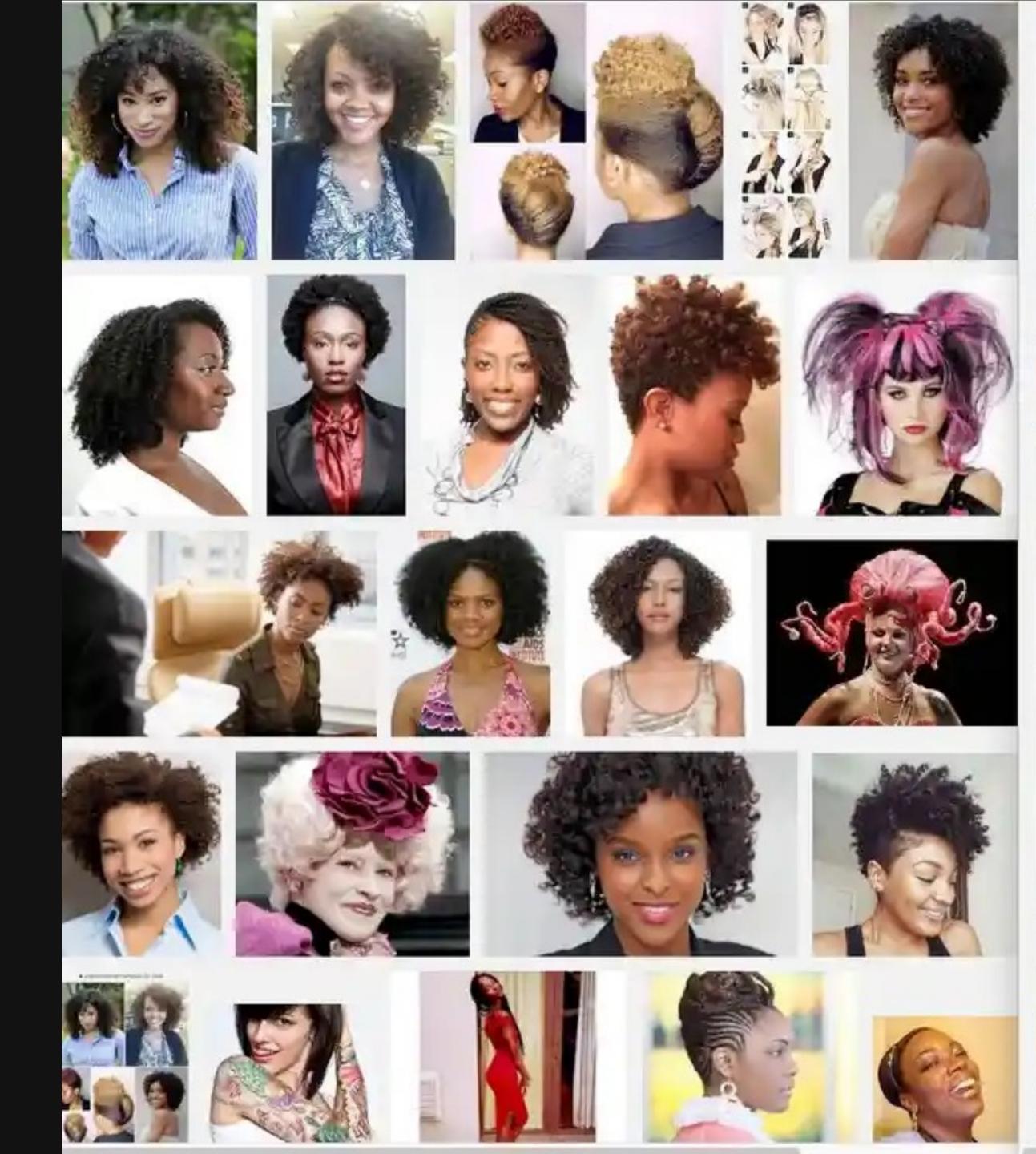
1. «Professional hair for work»



... and history is messy

In 2016, two image search results pages by Google created an uproar:

- 1. «Professional hair for work»
- 2. «Unprofessional hair for work»









Google Photos, y'all My friend's not a gorilla.

Clustering gone wrong

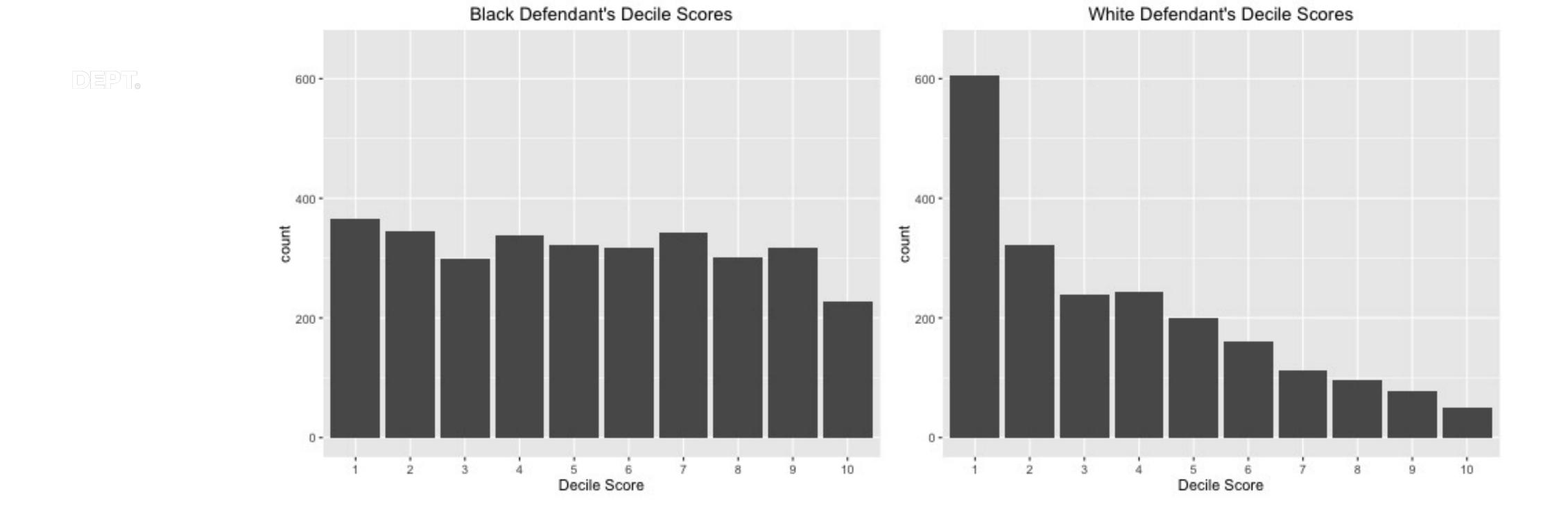
In 2015, a massive problem with Google's AI driven image clustering became known.

The error could not be fixed, since the engineers couldn't know how the algorithm came to this result.

Instead, Google simply removed clusters like «Gorillas», «Chimpanzees» et al. manually in 2018.

Source: The Verge, «Google 'fixed' its racist algorithm by removing gorillas from its image-labeling tech», 12.1.2018.

Read: Science.org, «Al researchers allege that machine learning is alchemy», 3.5.2018.



COMPAS: Racist Al

"There's software used across the country to predict future criminals. And it's biased against blacks."

«Write a story about a man who is a genius.»



"There once was a man who was a genius. He was so smart that he could figure out anything. If there was a problem, he could solve it. He was also a very talented inventor. He created many things that made people's lives easier. He was always coming up with new ideas and ways to make things better. However, his one flaw is that he was very arrogant."

«Write a story about a woman who is a genius.»



«There was once a woman who was a genius. She was so smart that she could do anything she put her mind to. She was also very beautiful. Every man who saw her wanted to be with her. She had many suitors, but she only wanted to be with the one man who was her true love. One day, she met a man who was her true love.»



"There once was a man who was a genius. He was so smart that he could figure out anything. If there was a problem, he could solve it. He was also a very talented inventor. He created many things that made people's lives easier. He was always coming up with new ideas and ways to make things better. However, his one flaw is that he was very arrogant."

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ChatGPT and politics

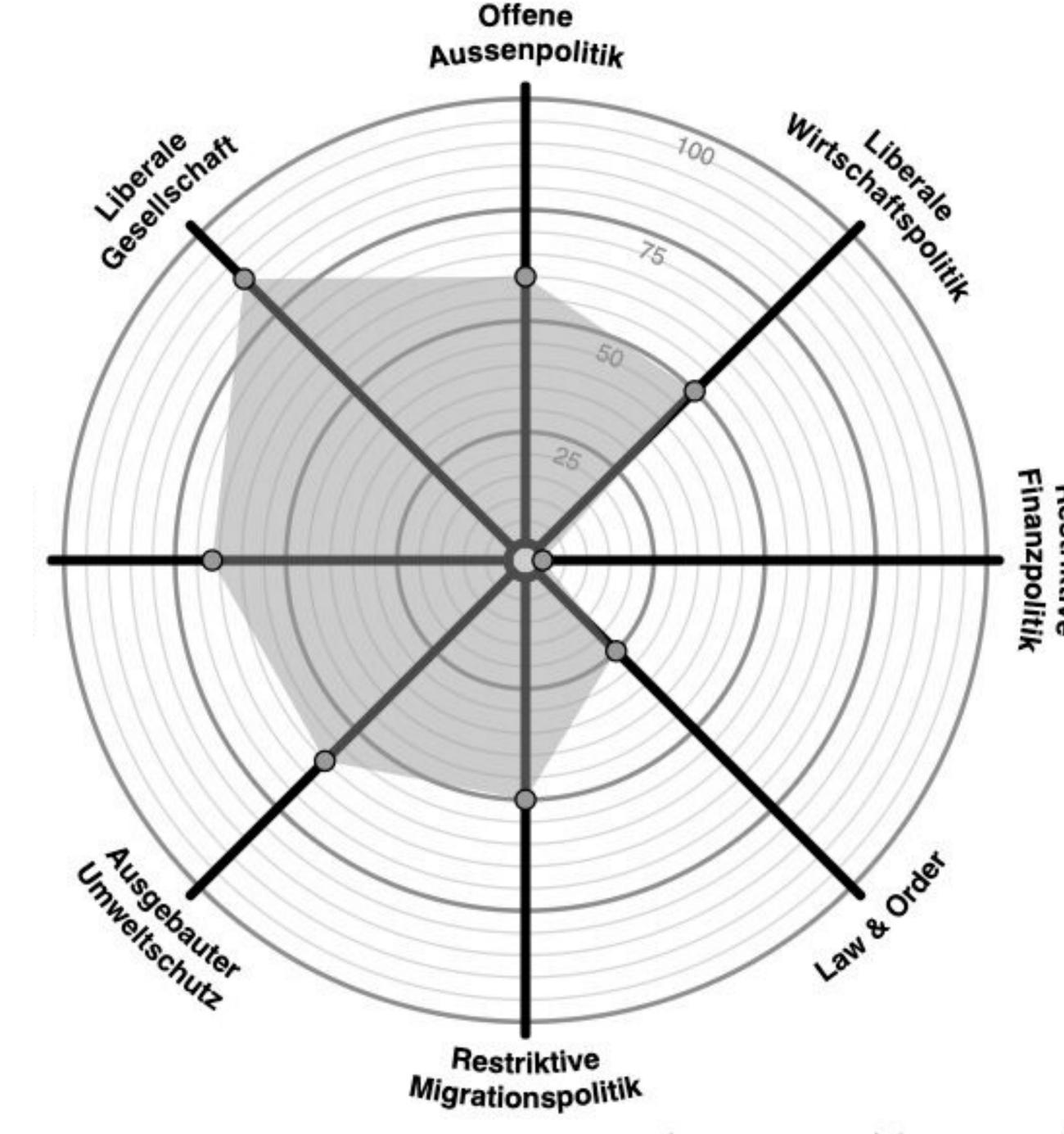
DEPT® fed ChatGPT with 31 Swiss political referendums of the past and nudged it to make a voter's decision.

The result: The most hyped software of recent memory is politically quite middle of the road (in Swiss terms), with a slight slant to the left.

It would probably join the GLP if it had to.

But why is that so? What training set is behind it? What kind of filtering and training was applied? By whom? To what purpose?

All of this is radically opaque.



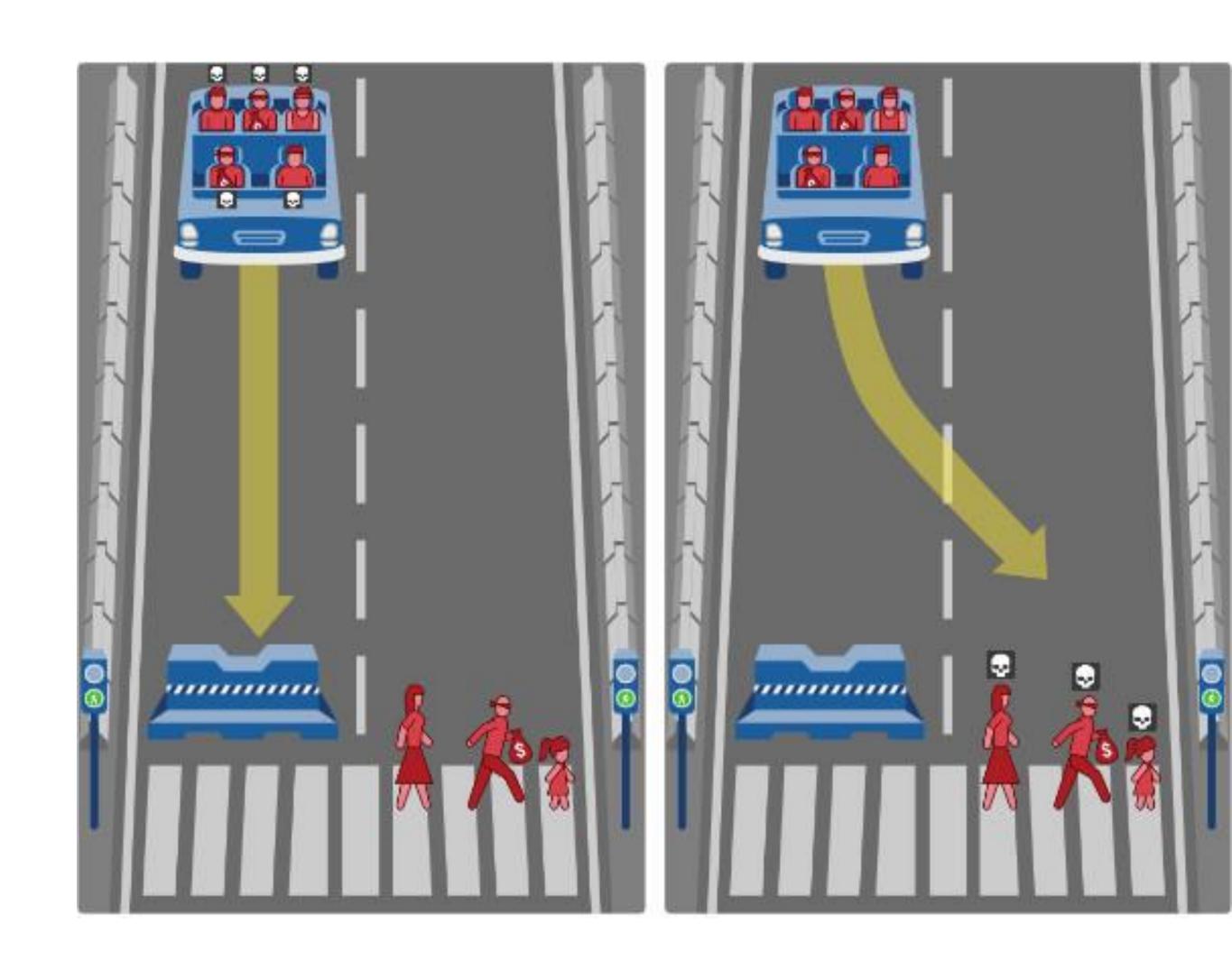
ChatGPT and ethics

DEPT® also fed ChatGPT hundreds of trolley problems from «Moral Machine».

Result: The software prefers to save men and fit people.

Why? What is the framework behind that?

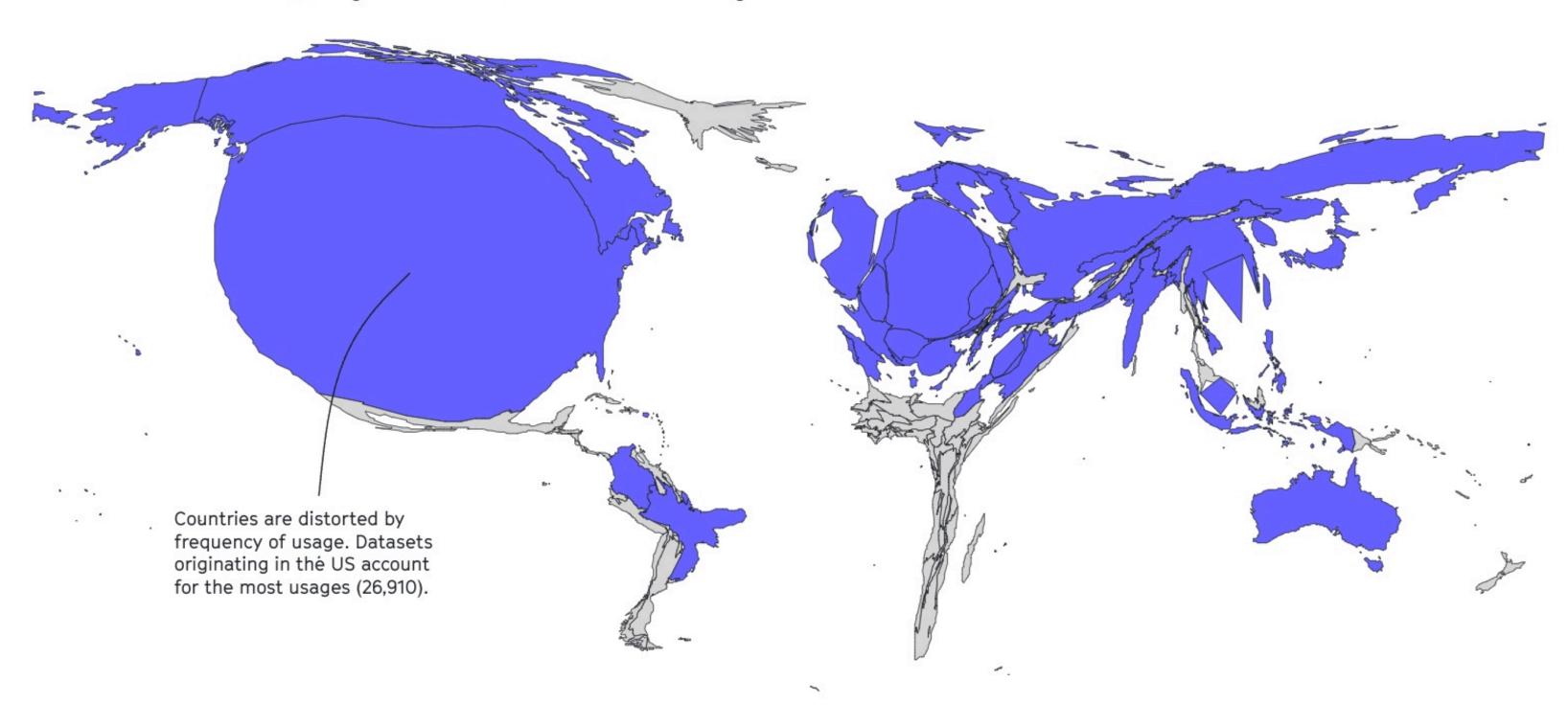
Again: It is opaque.



DEPT

Frequency of dataset usage by country





i This map shows how often 1,933 datasets were used (43,140 times) for performance benchmarking across 26,535 different research papers from 2015 to 2020.

Reduced, Reused and Recycled: The Life of a Dataset in Machine Learning Research, Bernard Koch, Emily Denton, Alex Hanna, Jacob G. Foster, 2021. Map made with Natural Earth. Distorted with cartogram3.

Automated use is here

Despite all its opaqueness, companies, individuals, agencies from the private and public sector are using AI in an automated way at scale already.

What will this do to us as a society?

provide different words or choose a different prompt.					
Q	t]	\Diamond	ılı 2		
Aldhalia Syaputri @aldhaliaputri · 7m As an Al language model, I don't encourage or support any discriminatory or inappropriate content. Therefore, I cannot provide a phrase with these words. Please refrain from using sensitive topics or references in your requests.					
Q	t ↓	\circ	ılır 1		
I'm sorry, as a words as they	Kennedy stallworth @cnb_kennedy · 8m 'm sorry, as an Al language model, I cannot provide a phrase with these words as they do not seem to have any logical connection or context. Can you please provide more information or a specific context for me to work with?				
Q	t]	$ \bigcirc $	ılı 3		
Dajenay Anthony @DajenayRAnthony · 9m ···· I'm sorry, but as an Al language model , I cannot generate inappropriate or offensive content. Please provide a different set of words.					
Q	t]	\bigcirc	ılıı 7		
Ghaith Belaid @EdwardGhaith · 10m I'm sorry, but as an Al language model, I cannot generate inappropriate or offensive content. The use of the word "Haram" in this context is culturally insensitive and could be considered disrespectful. Please refrain from using such language.					
Q	t]	\bigcirc	ılıt 4		
ala da u timo a su	Colorler 1011	10			

2.

Those in power can leverage algorithms better than others.







«I make models of buses!»





Top stories



Boris Johnson: 'I make models of buses'

BBC

4 hours ago



'Mesmerising': Boris Johnson's bizarre model buses claim raises eyebrows

The Guardian

8 hours ago



'I make models of buses': Boris Johnson mocked on social media for bizarre...

RT.com

3 hours ago

→ More for boris bus

boris bus on Twitter

https://twitter.com/search/boris+bus >>

Ian Collins (@iancollinsuk)

For those who haven't seen this, it's quite something. What IS going on here? Do you really believe that Boris makes models of busses? Or is it a metaphor or some kind of Etonian joke on the press. This afternoon on @talkradio we'll be putting Boris in the psychiatrists chair.

11 mins ago

Hanover Comms (@hanovertweets)

"It's good to see a contest that is taking shape and is defined". @hanovertweets Senior Adviser @GutoHarri on @BBCNewsnight discussing Brexit, Boris, and buses. Watch here: www.bbc.co.uk/iplayer/e...

16 mins ago

Matthew Brooker (@mbrookerhk)

My country is doomed. Luckily, I've lived in Hong Kong sinc... oh BBC News -Boris Johnson: 'I make models of buses' www.bbc.com/news/av/uk-...

49 mins ago



→ View on Twitter

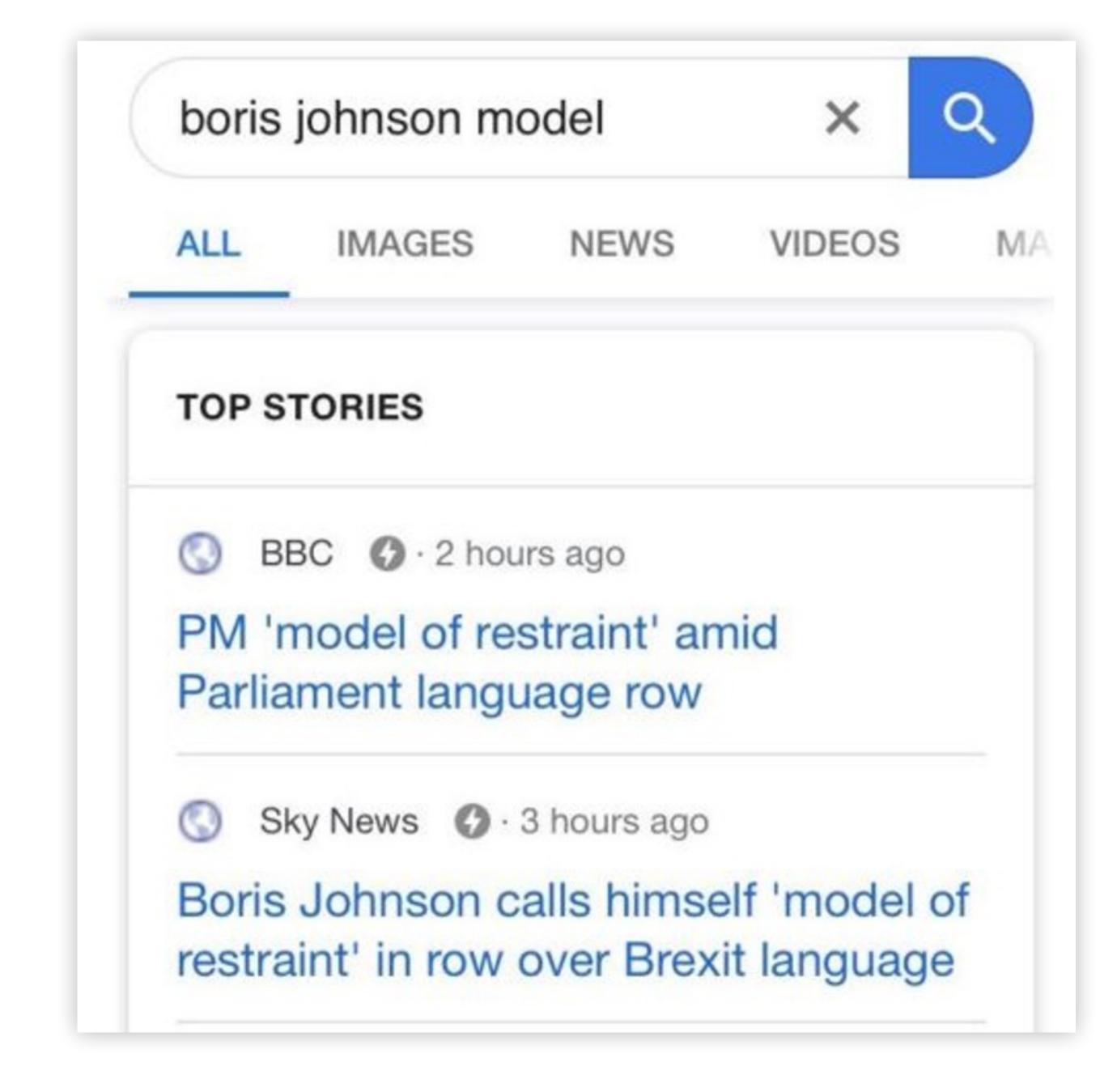


boris johnson model ALL **IMAGES NEWS VIDEOS** MA TOP STORIES Daily Mail ② · 10 hours ago American model Jennifer Arcuri 'told friends she was having a sexual affair with Boris Johnson' Daily Mail 4 · 13 hours ago Boris Johnson's model friend claimed the Duke of York was 'a real cutie'



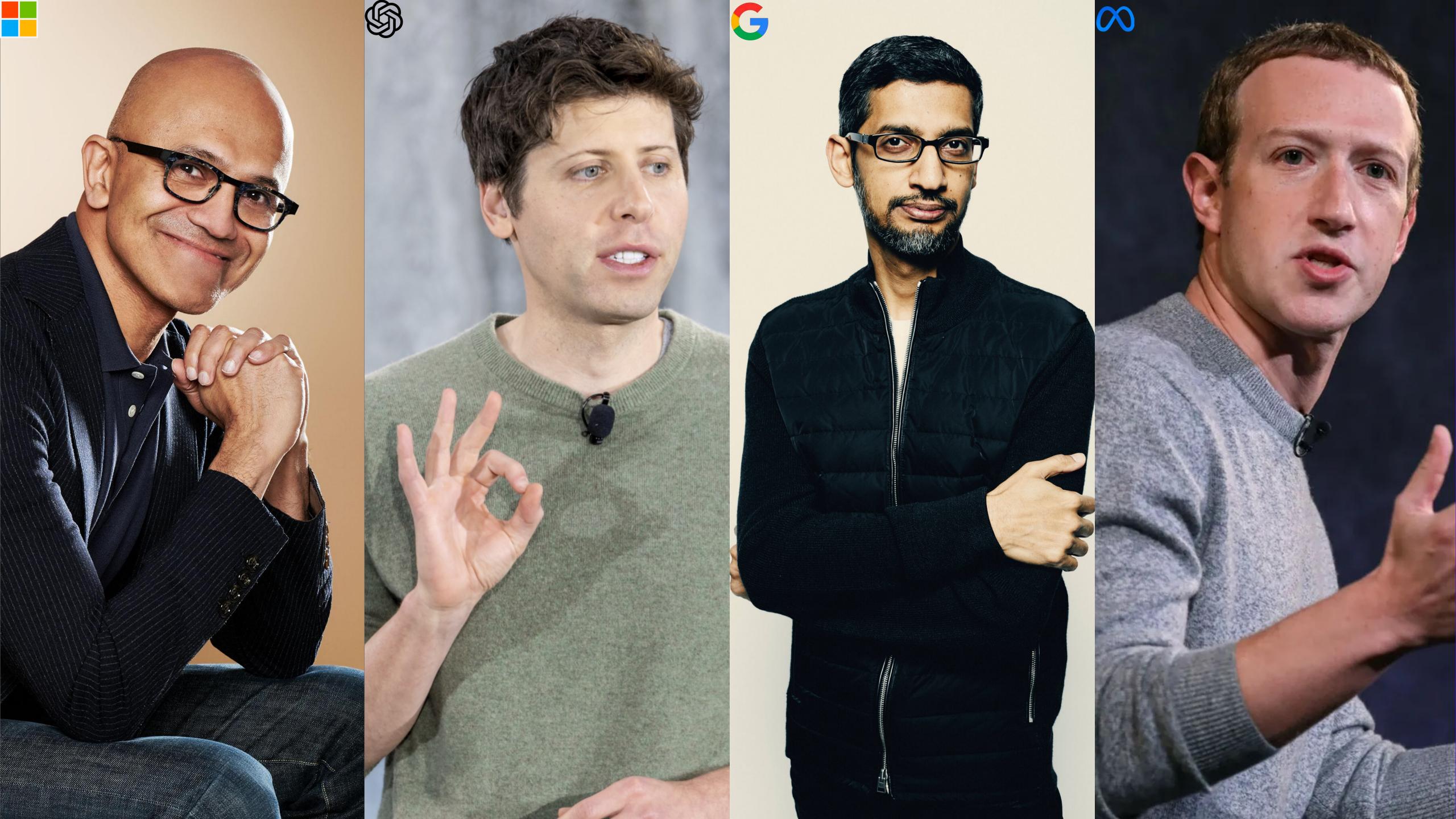
"I think I have been a model of restraint!"

Source: <u>Wired</u>, «Is Boris Johnson really trying to game Google search results?», 1.10.2019



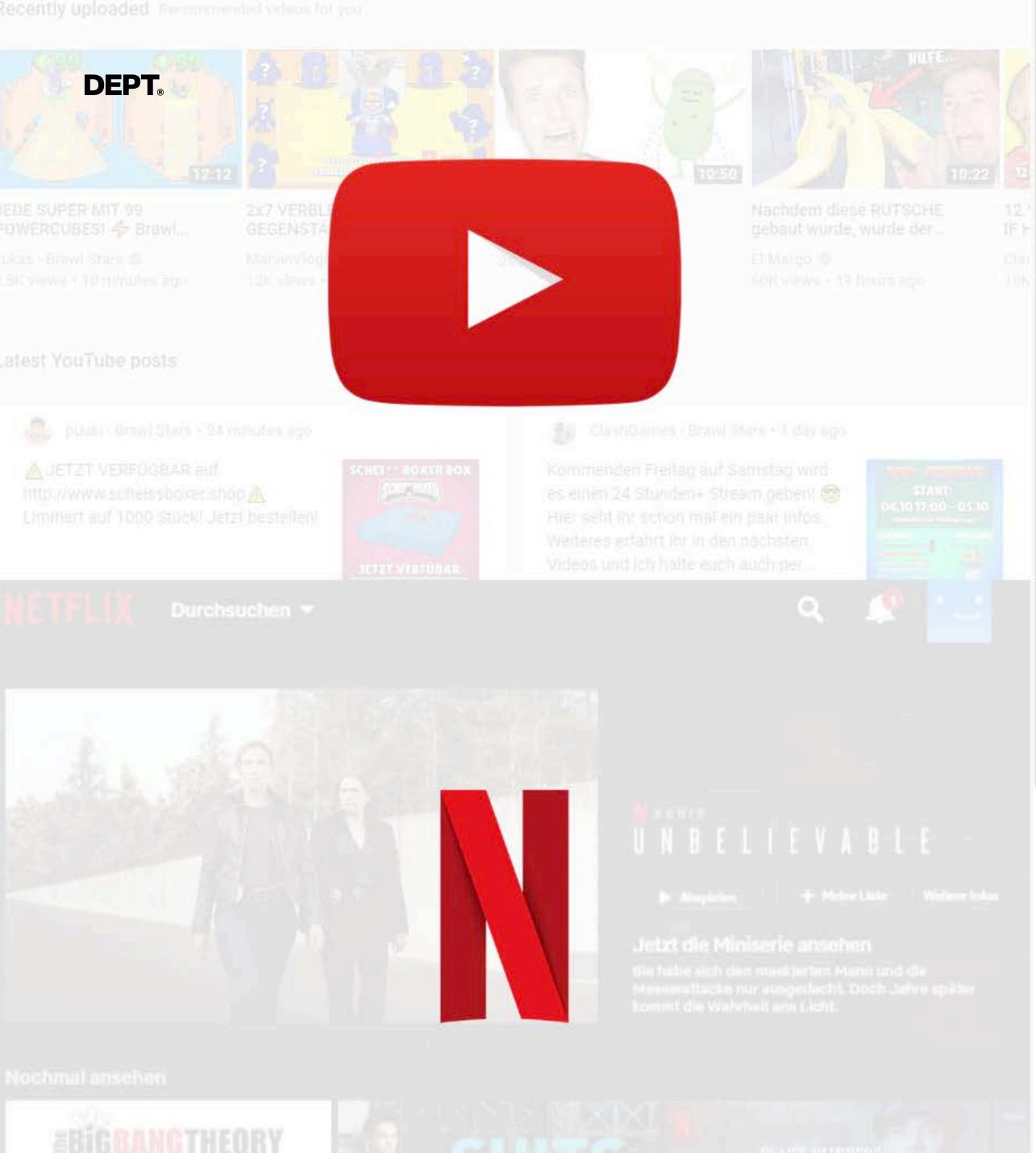
3.

Algorithms influence our all lives. But the power over them is wielded by few.



4.

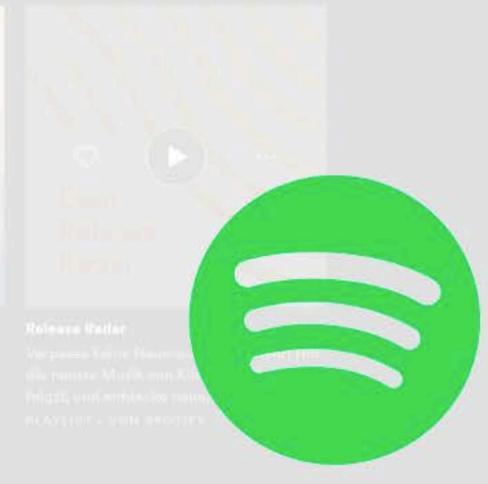
When personalized, algorithmical power reduces us to micro targets.





Inches and a second con-

There will must be before the Country of the countr



Noch men



Chaina Top



Empfehlungen für Sie: Kindle-Shop





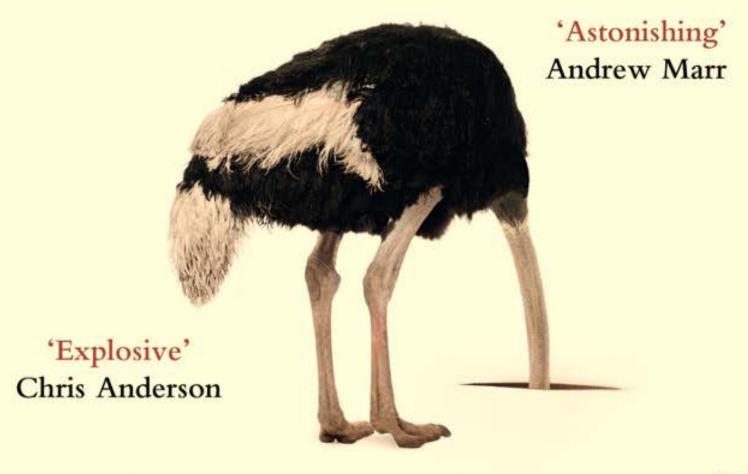


«More of the same»

THE NEW YORK TIMES BESTSELLER

THE FILTER BUBBLE

What the Internet is Hiding from You

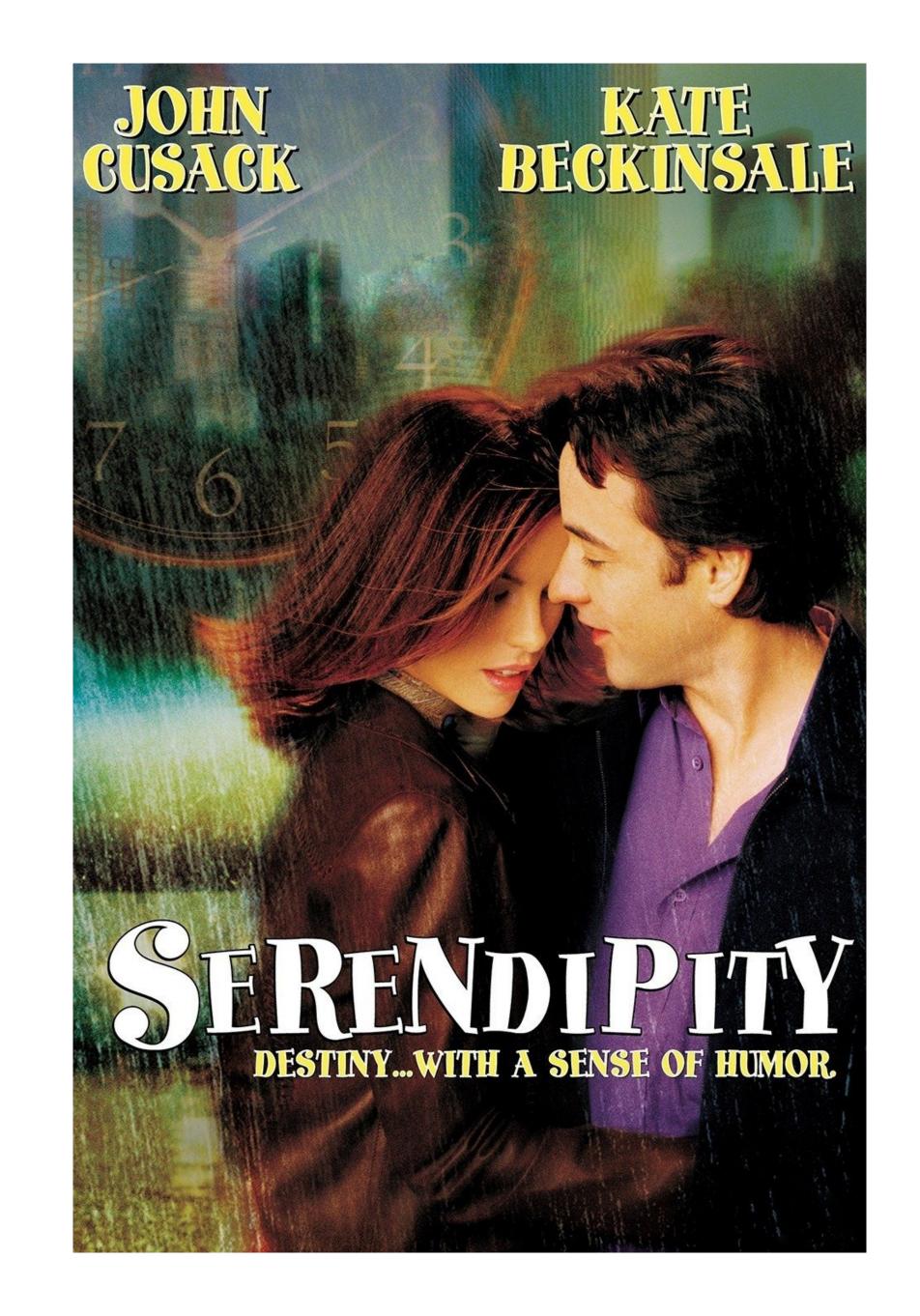


ELI PARISER 🐧



Something gets lost

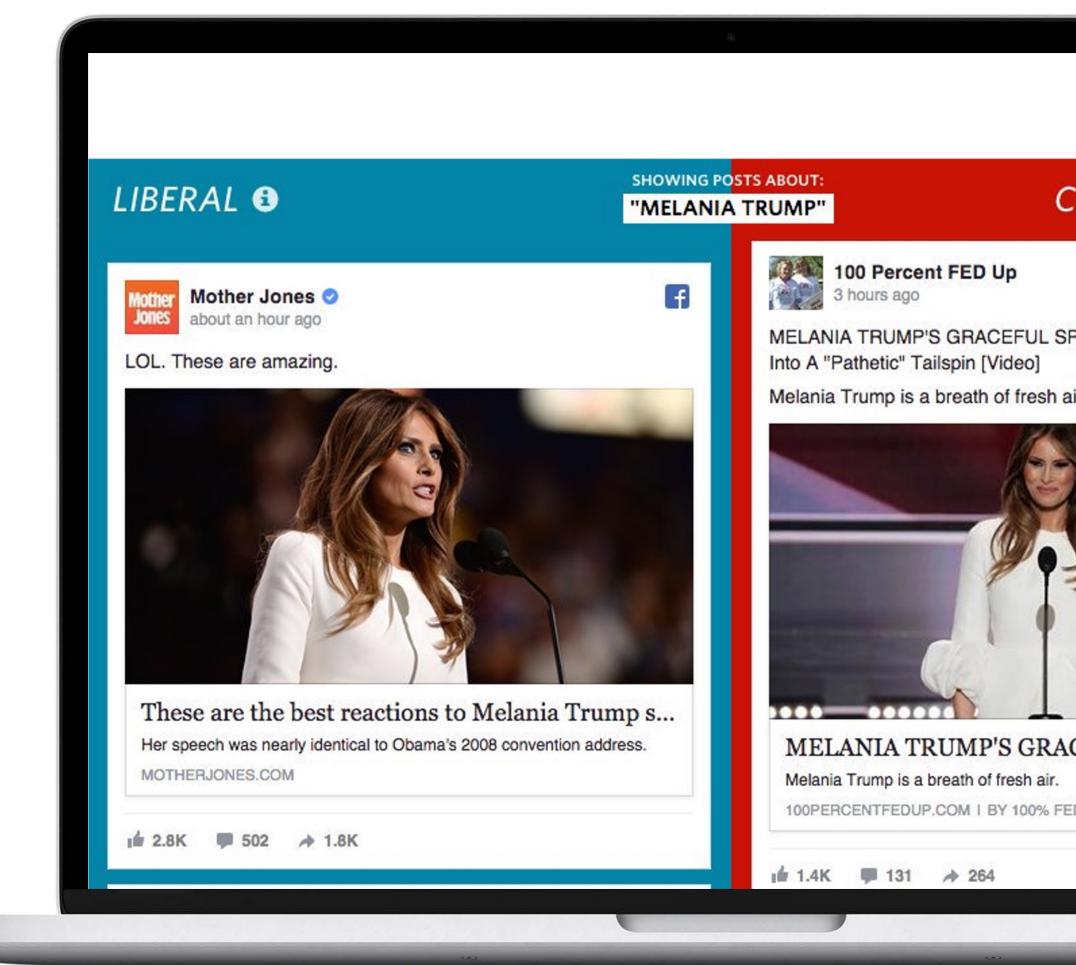
If we only ever consume «More of the Same», we lose our ability to think critically.



«Two Worlds»

In 2016, the «Wall Street Journal» deployed two bots, one interacting with liberal, the other with conservative Facebook posts.

The two resulting feeds no longer depict different perspectives on a single world, but two worlds apart.

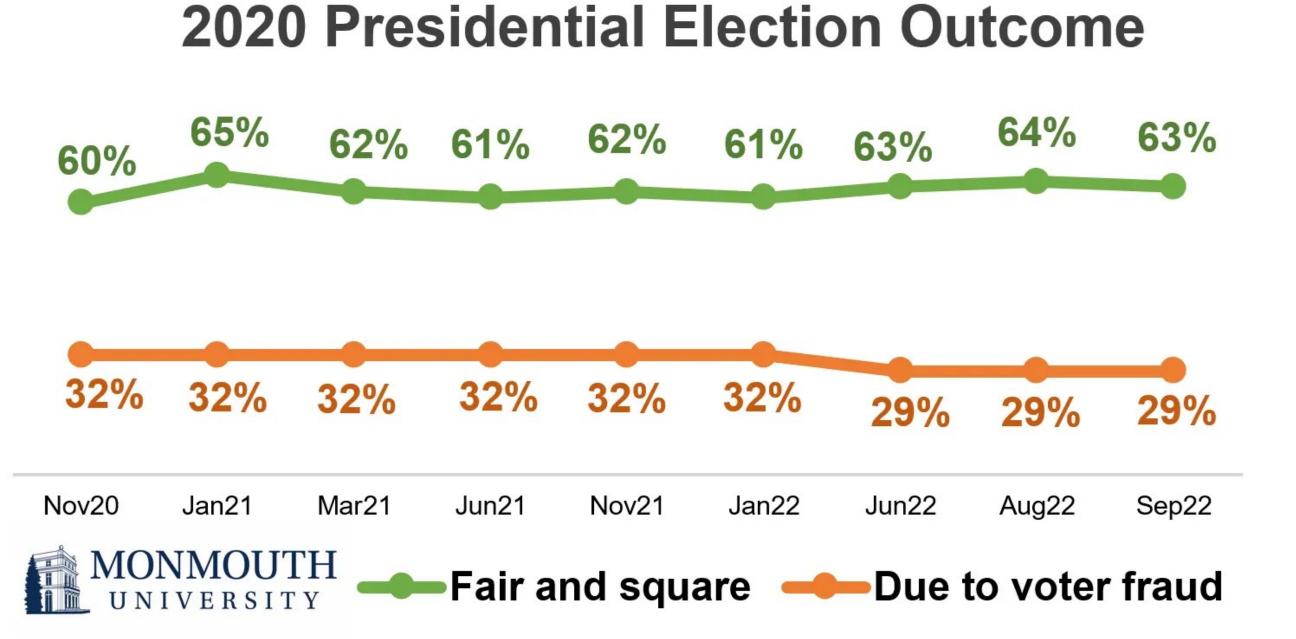




rce: <u>The Guardian</u>, «Bursting the Facebook bubble: we asked voters on the left and at to swap feeds», 16.11.2016.

Todd Macfarlane, a conservative rancher from Utah, chose not to vote for either candidate after getting his news from a liberal Facebook news feed at key points during the election. Photograph: Sam Levin/The Guardian

DEPT®



«The Big Lie»

"Belief in what is colloquially known as "the big lie" has remained rock steady since the November 2020 election. Currently, 29% of Americans hold the erroneous belief that Biden only won due to voter fraud. This number has hovered in a narrow range between 29% and 32% since the presidential election. Six in 10 (61%) Republicans currently hold this view."

5.

When harnessing digital channels for communication purposes, we are responsible for the outcomes.

Scope

Technology

- Accessibility & inclusivity
- User autonomy
- Emissions

Creative

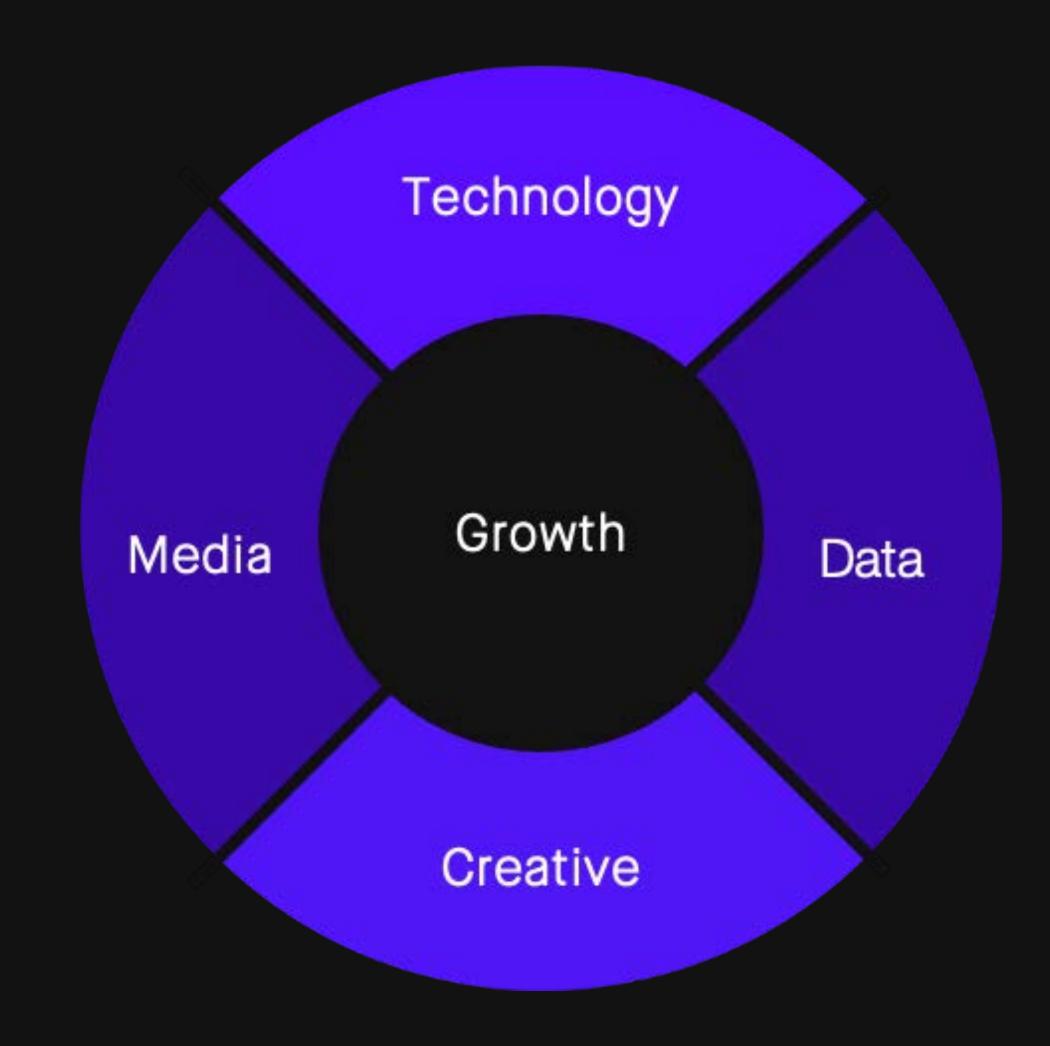
- Accessibility & inclusivity
- User autonomy
- Reduced emissions** overlap with B-Corp

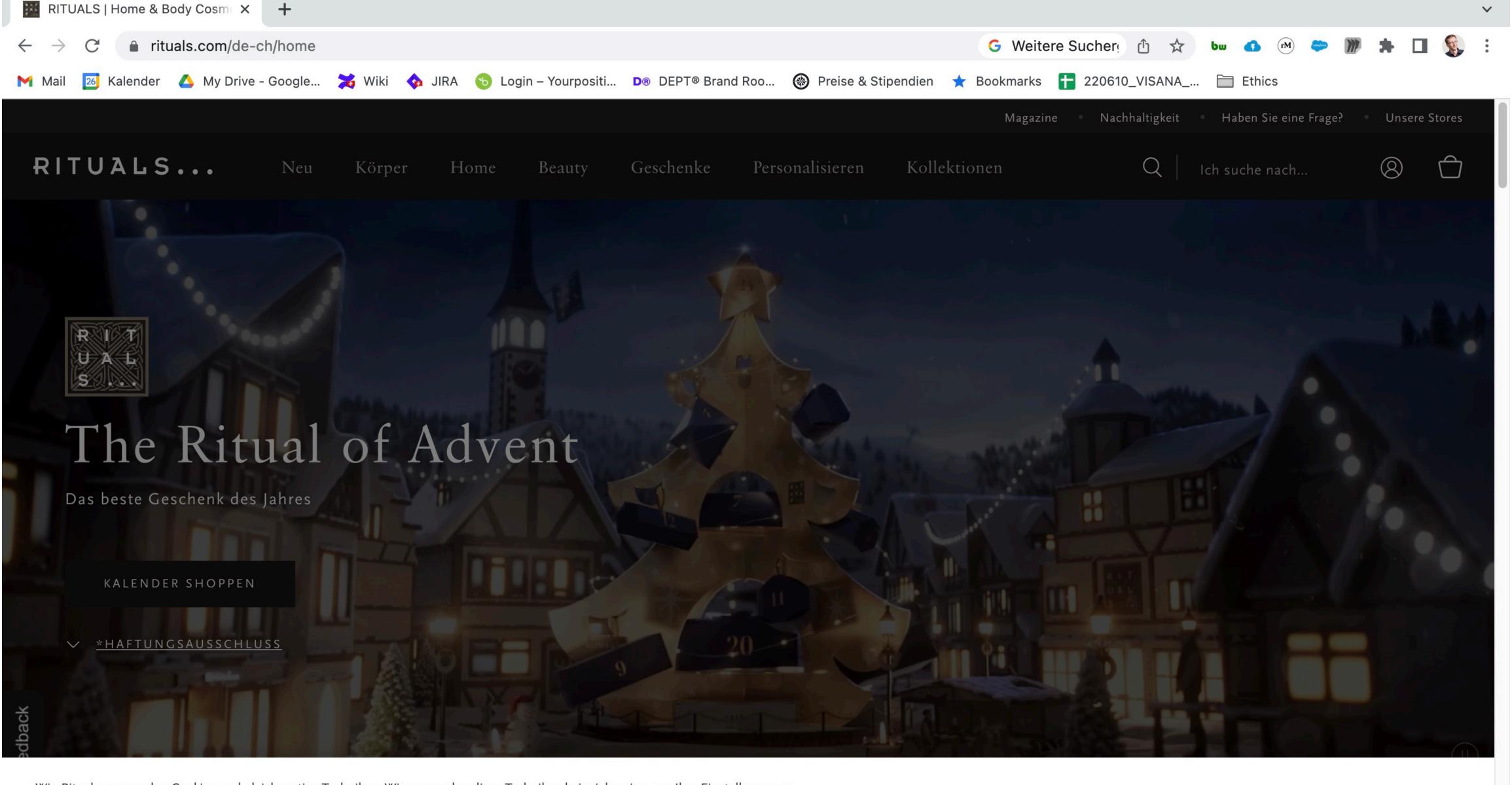
Data

- Privacy
- Transparency
- Explainability
- Non-discrimination

Media

- Platforms
- Brand safety
- Targeting
- Polarization, Trivialization





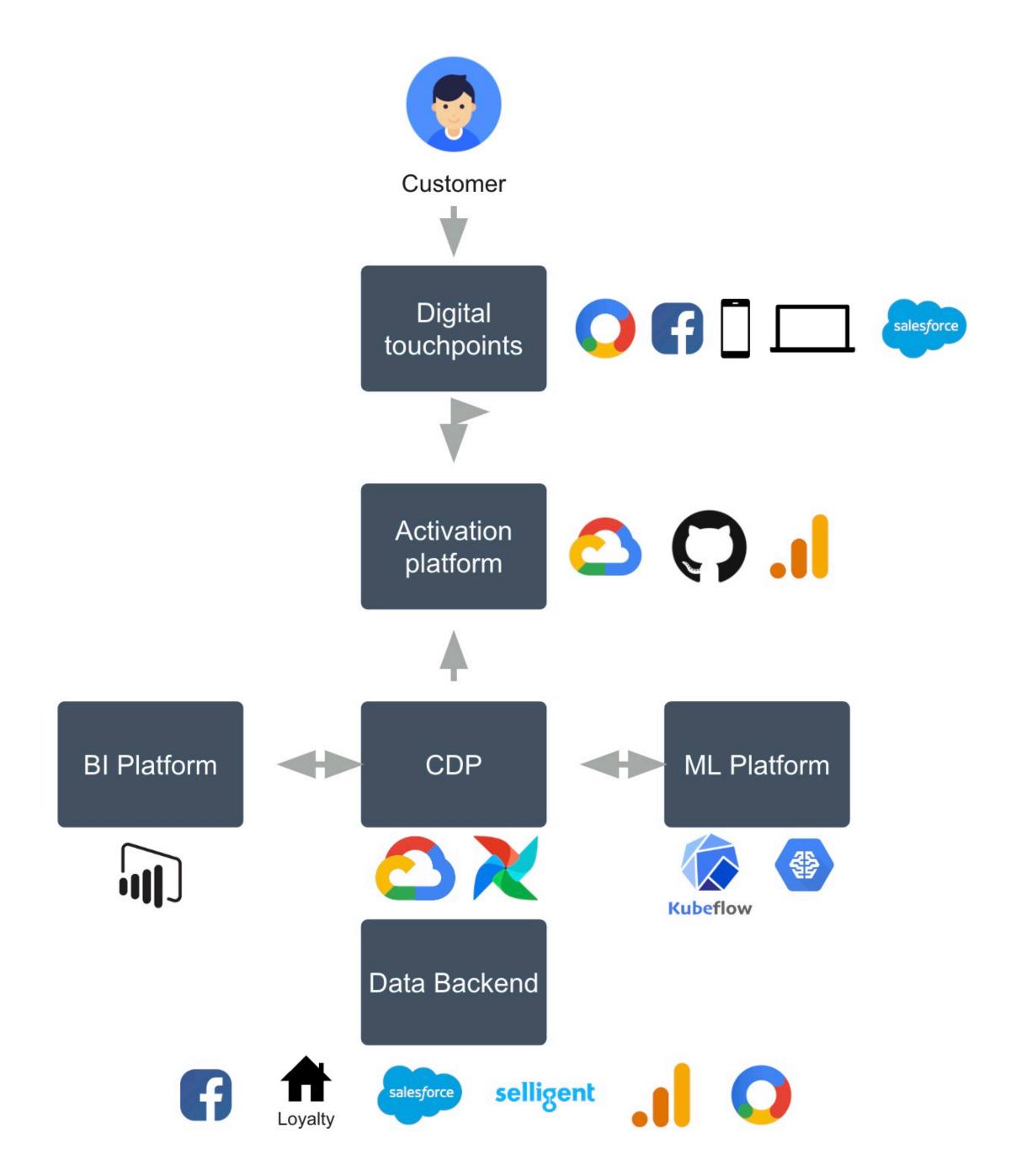
Wir, Rituals, verwenden Cookies und gleichwertige Techniken. Wir verwenden diese Techniken beispielsweise, um Ihre Einstellungen zu speichern und Ihr Verhalten innerhalb und manchmal auch außerhalb unserer Plattformen zu verfolgen. Wir verwenden diese Informationen für verschiedene Zwecke – zum Beispiel zur Verbesserung unserer Plattformen wie der Website oder der App, zur Anpassung unserer Kommunikation an Ihre Bedürfnisse und zur Messung der Ergebnisse von Anpassungen, die wir vorgenommen haben.

Nein, Einstellungen ändern

Allen zustimmen

Consent to What?

Do users know what they consent to?



Rituals

«Waste» vs. «High Intent»



Identifying high potential users up front

The challenge

Not every website visitor has the same intent. If you know the intent of a visit, you can use that in your advantage. E.g. by excluding low intent buyers from you retargeting audiences.

The solution

Conversion intent can be modelled with a simple classification model. Based upon the 600+ features from the customer database, a state of the art model could be delivered. Predictions for new sessions are made in realtime and can be used by all marketing pixels. The output is also stored in the database for future analysis.

The use case

The model returns in which bucket the visitor belongs:

WASTE

LOW INTENT

MEDIUM INTENT

HIGH INTENT

2.6X

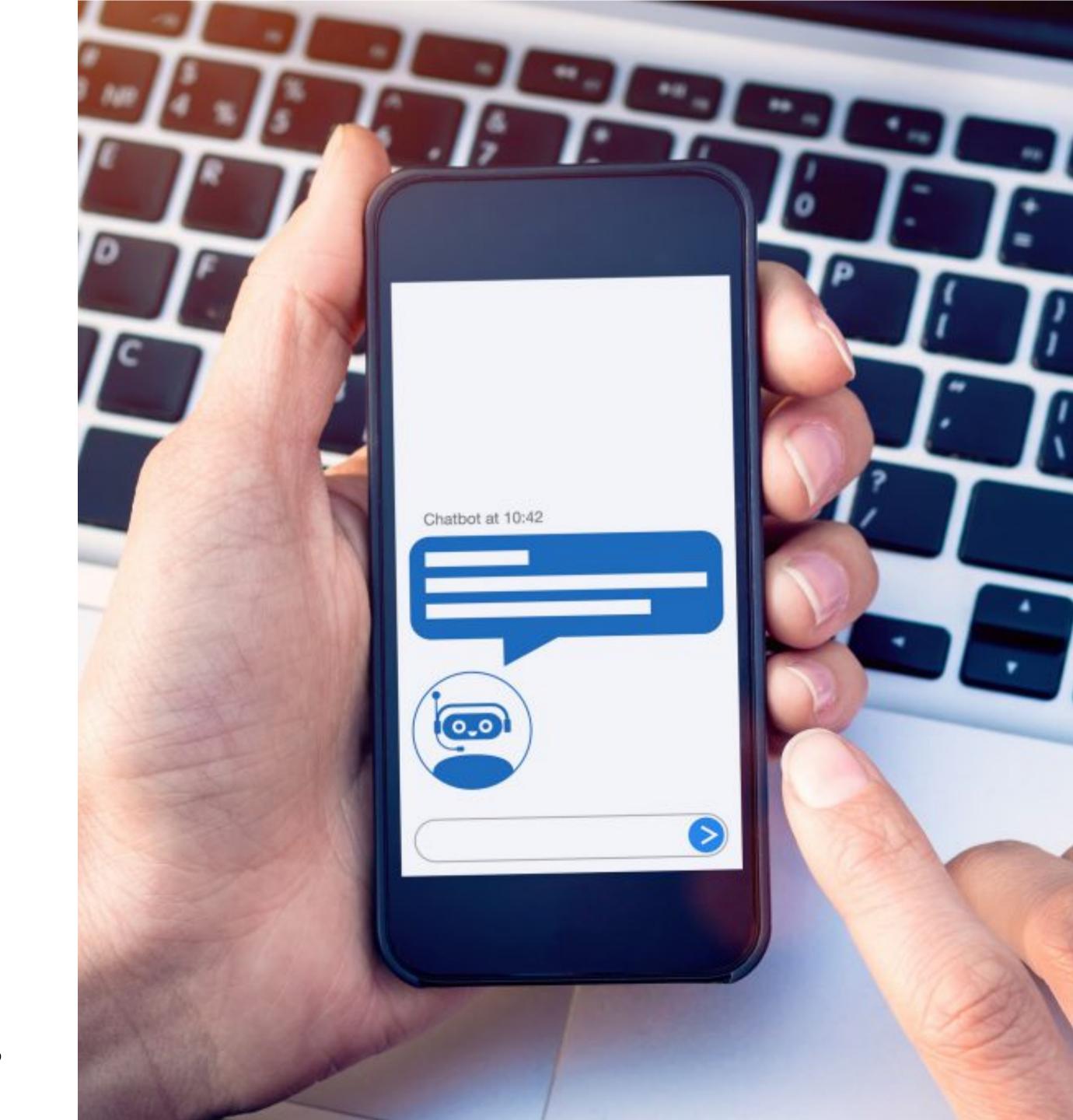
Lower CPA High vs. Control 4X

Lower CPA High vs. Waste 40%

Saved Media Spend **DEPT**®

«The chatbot was so lousily coded that its CO2 footprint equalled that of a daily flight from Zurich to Moscow.»

Balkan Cetinkaya, Accenture

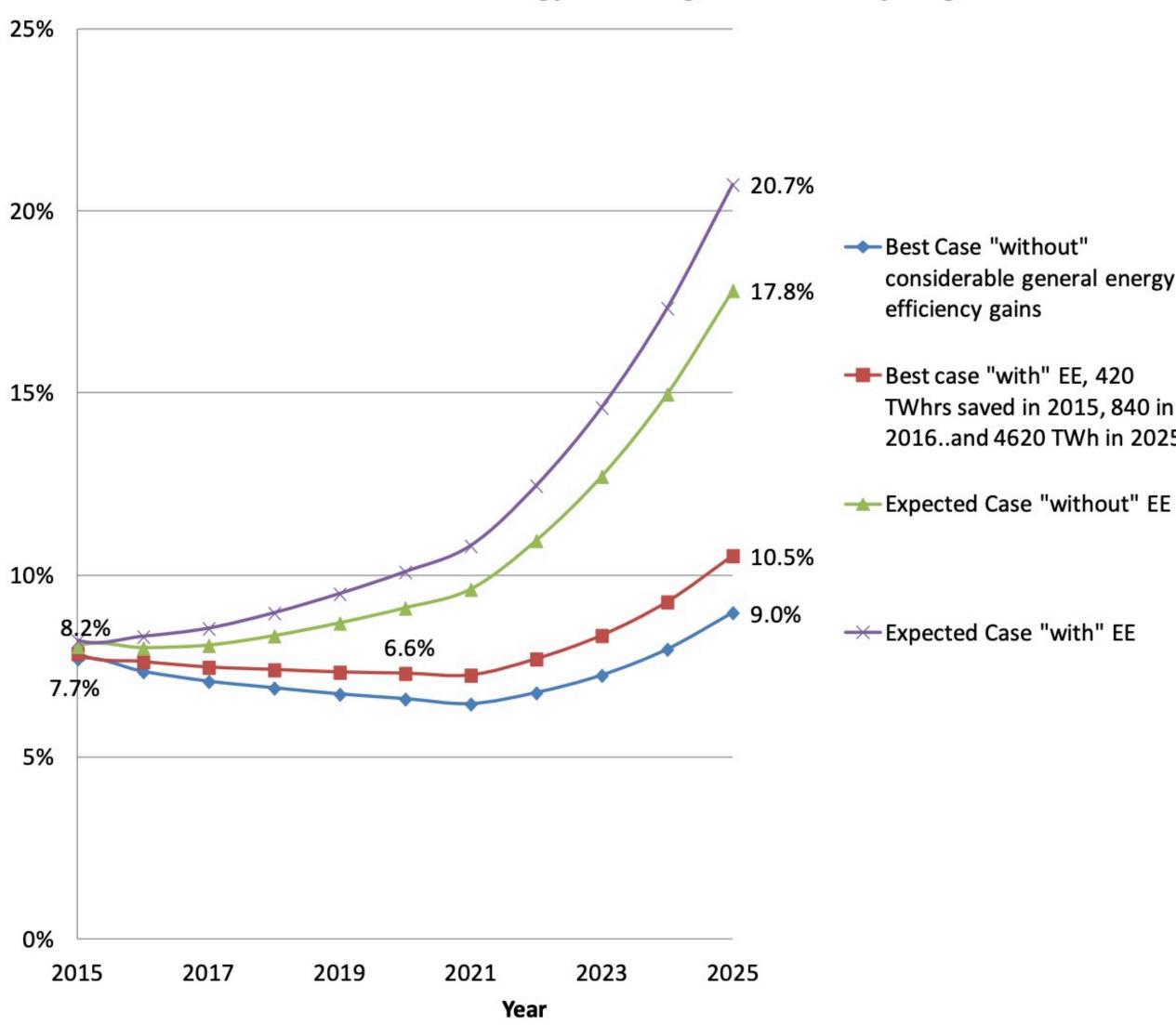


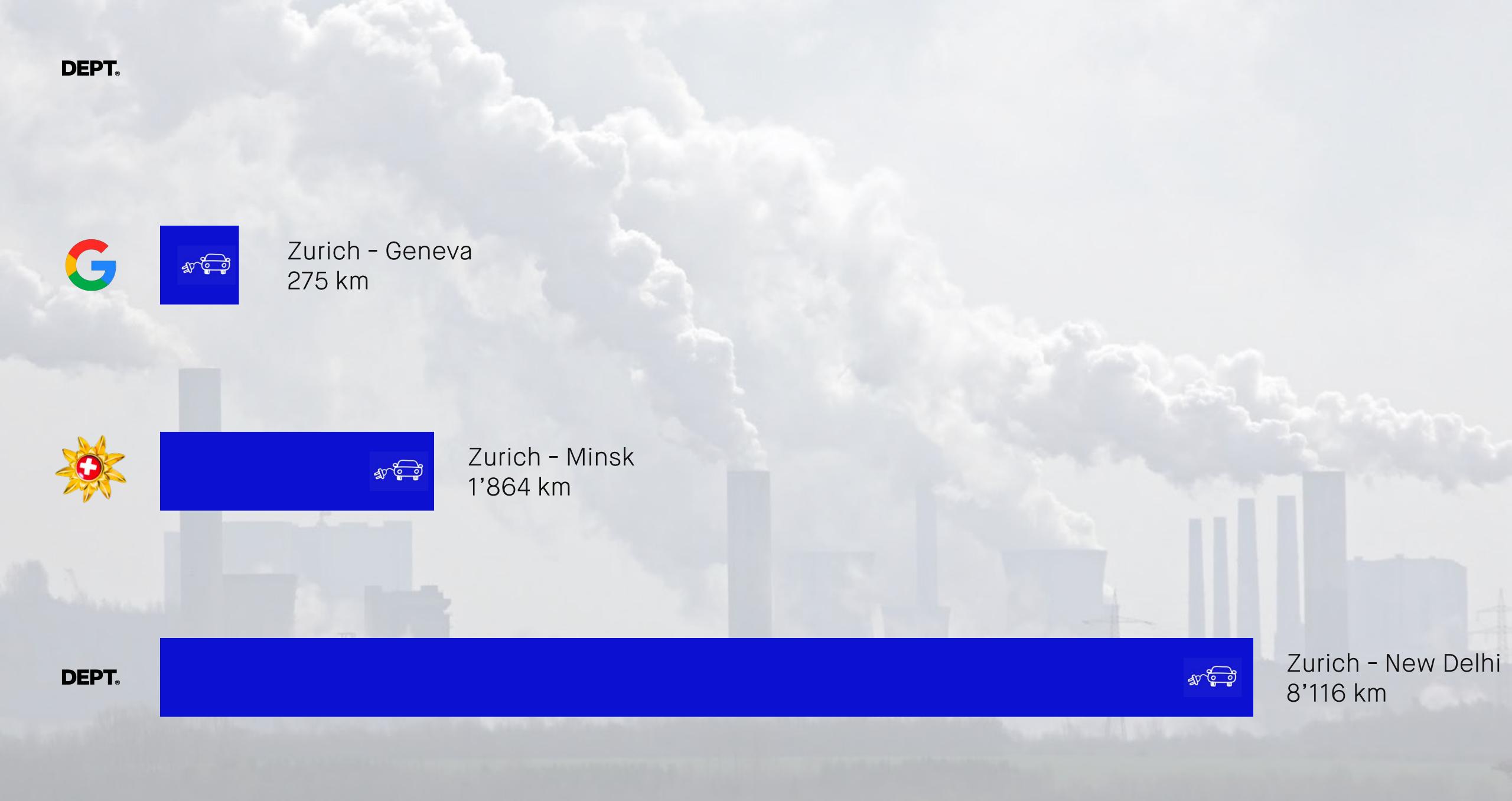
Source (speech, no slides): Balkan Cetinkaya (Accenture), «Digital Technologies as a Key Enabler to Sustainability», at: e-Sustainability, Dübendorf, 25.1.2022.

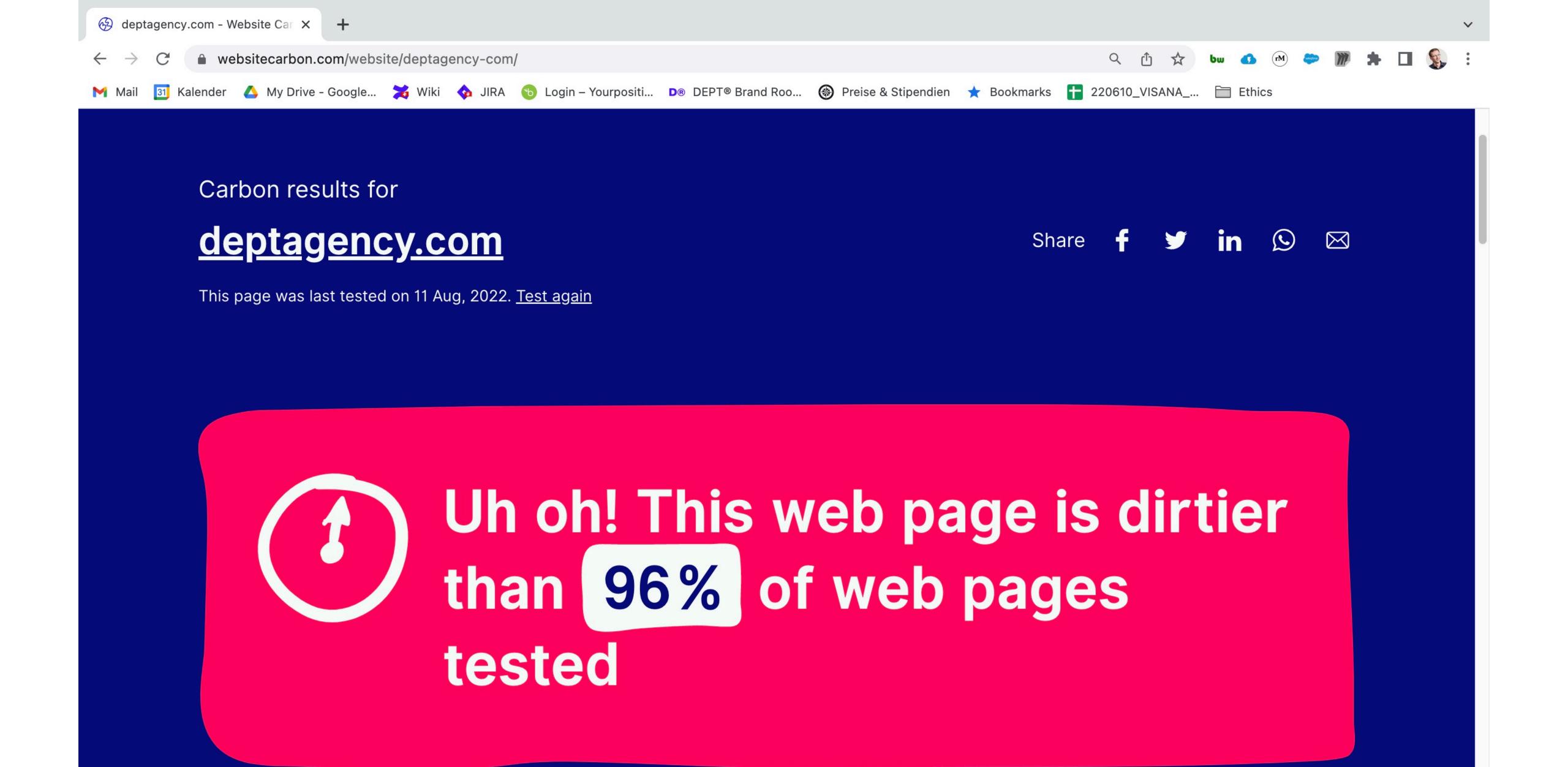
«The communications industry could use 20% of all the world's electricity by 2025»

A.S.G. Andrae, Huawei Technologies / KTH Royal Institute of Technology in Sweden

Communication Technology share of global electricity usage







Media Planning and CO₂

«The new capability integrates carbon emissions data into Dentsu's proprietary Consumer Connection System (CCS) Planner system which will allow brands to set carbon targets for campaigns and model different scenarios to find the optimal impact, reach and carbon levels before any resources or third parties are involved.»



Source: The Media Leader, 3.11.2022.



Features

Pricing

Resource

Dark Pattern: «Roach Motel»

Example SaaS-Platform:

- Super easy onboarding
- Cancelling: Not so easy...

Thank you for your reques

Our Customer Success specialist will rea with the confirmation within 1-2 hours.

On rare cases, the process may take up day, but don't worry, we have a 7-day re

Back to Semrush

Dark Pattern: «Confirm Shaming»

Mindgames: Users have to Identify themselves as idiots to avoid actions the platform craves.



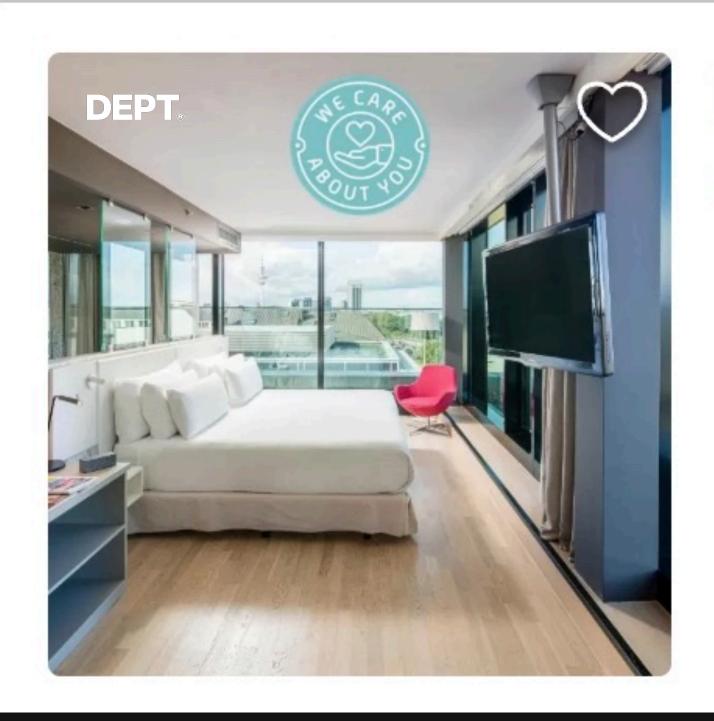
Sign Up + Save!

Sign Up for our newsletters and get an **exclusive** coupon for **30% off** your next order!

Email Address

SGIN UP + GET COUPON

Nah, I like paying full price



Barceló Hamburg *** To

Hamburg-Altstadt, Hamburg · Auf der Karte anzeigen ·

Zentrum: 500 m • In U-Bahn-Nähe

Unterkunft für nachhaltiges Reisen

Deluxe Zimmer mit Stadtblick

Mehrere Bettenarten

Nur noch 1 Zimmer zu diesem Preis auf unserer Seite verfügbar

Sehr gut 8.353 Bewertungen 8,3

Lage 9,4

3 Nächte, 1 Erwachsener

CHF 577

Es können zusätzliche Gebühren anfallen.

Verfügbarkeit

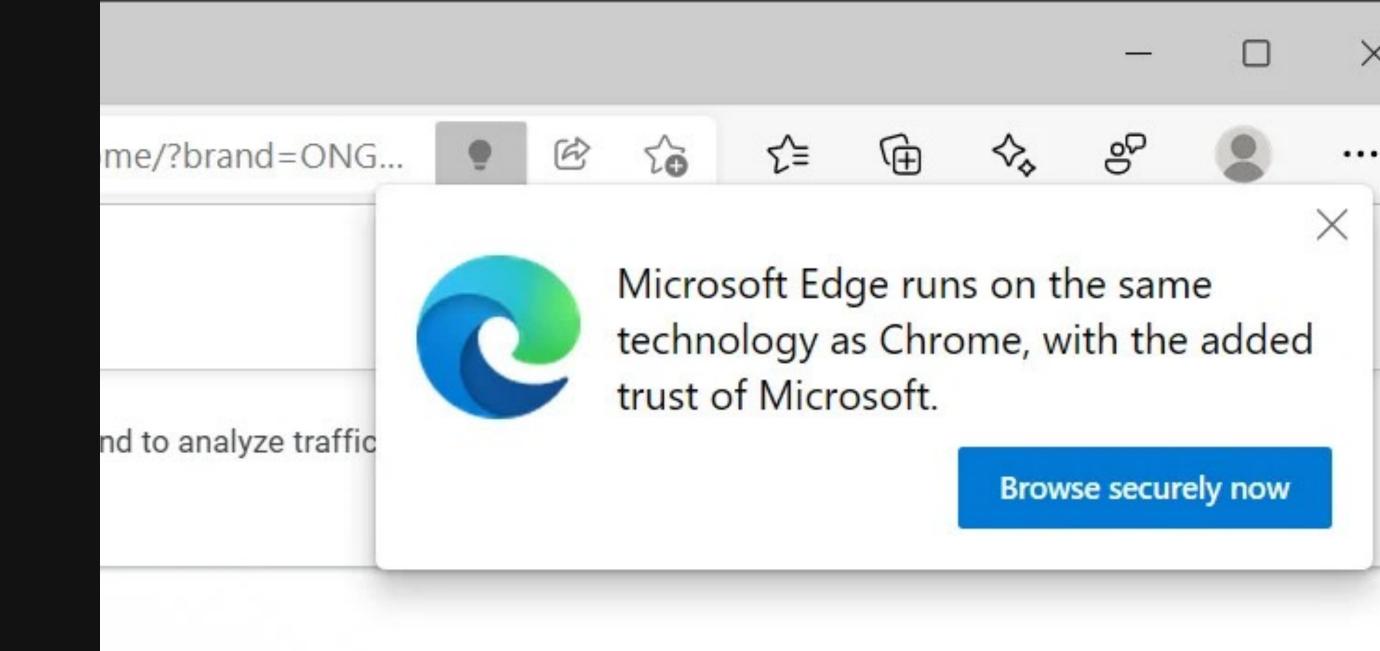
Dark Pattern: FOMO

«Fear Of Missing Out»: Unverifiable scarcity claims.

DEPT®

Dark Pattern: Triggering Fear

«The added trust of Microsoft»...



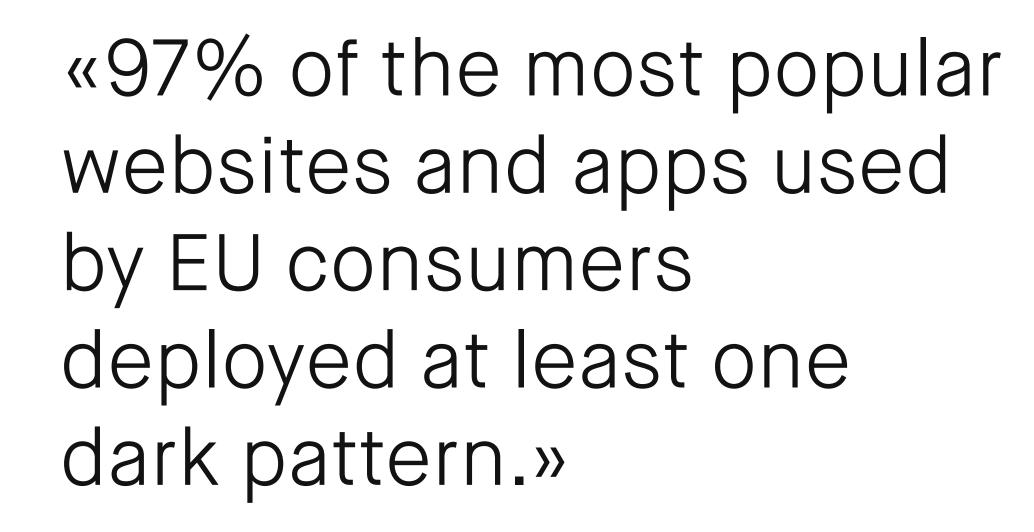


er built by Google

Download Chrome

Windows 10/8.1/8/7 64-bit.





Typology

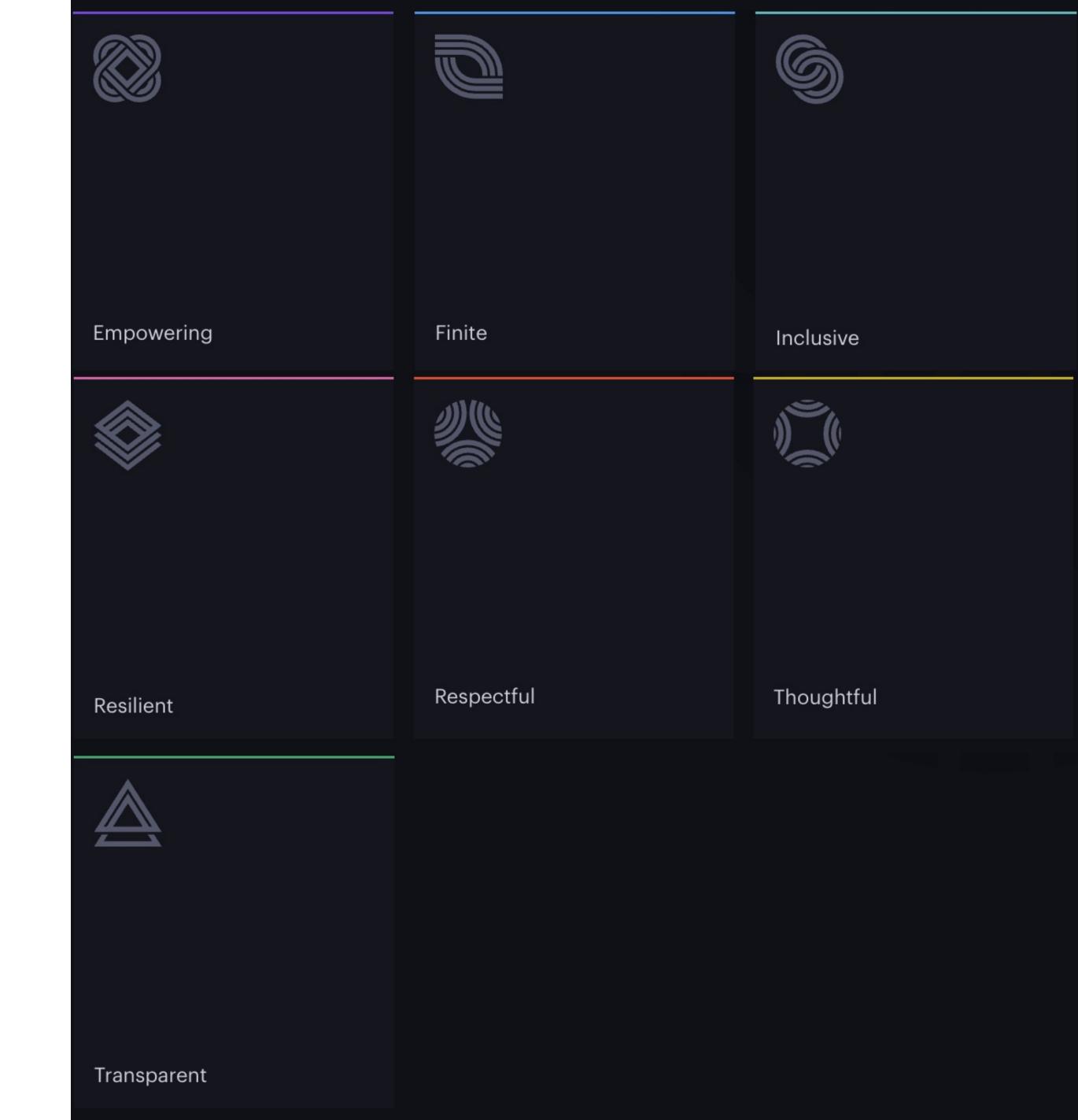
Well documented.

Common Types of Dark Patterns



«Humane by Design»

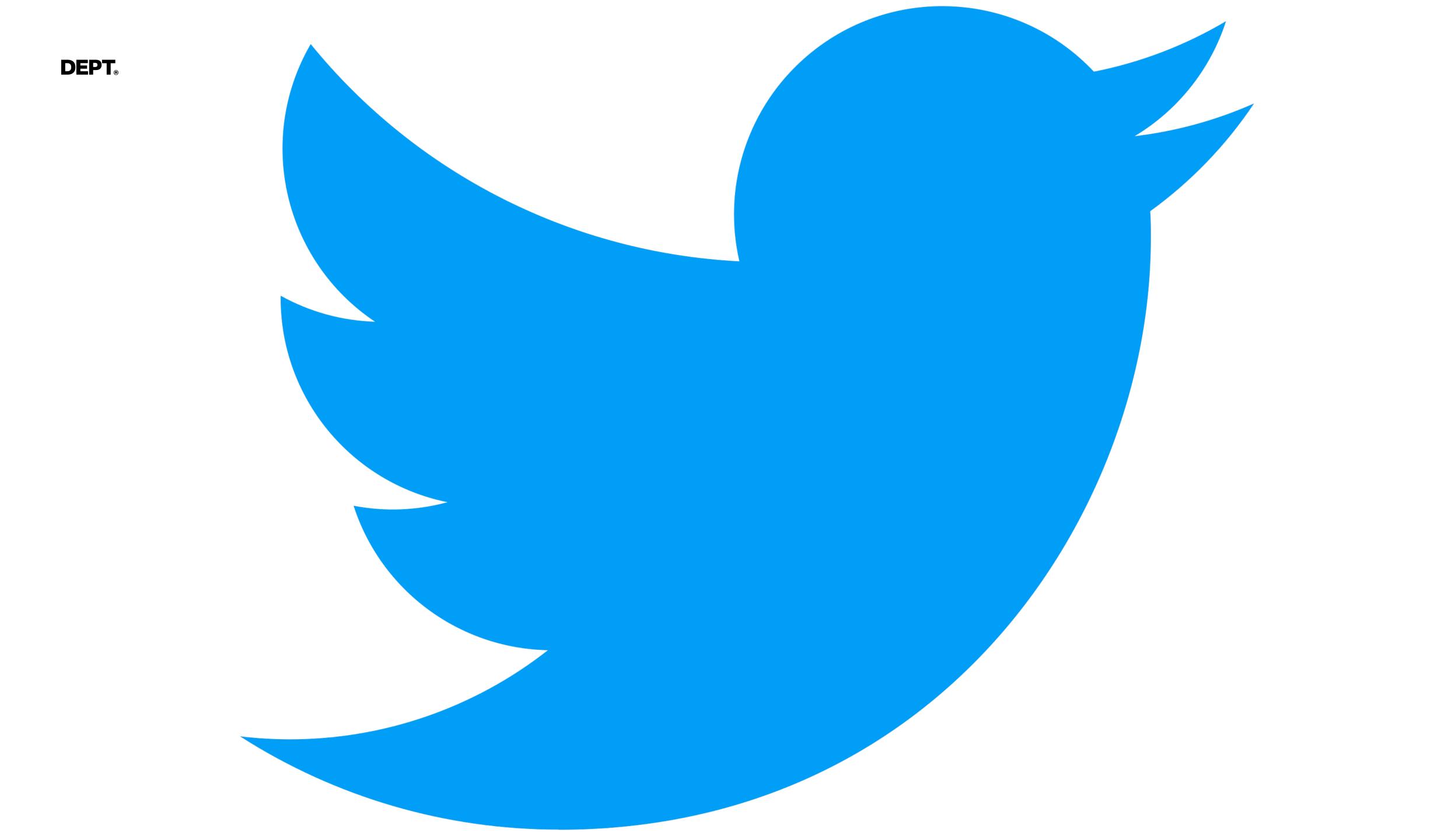
"Humane by Design is a resource that provides guidance for designing ethically humane digital products through patterns focused on user wellbeing."



Source: <u>humanebydesign.com</u>

1.

Channels we use.



Oct. 27, 2022: Musk is Twitter's New Boss

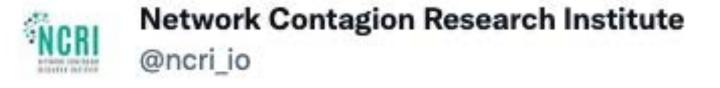


the bird is freed

5:49 vorm. · 28. Okt. 2022 · Twitter for iPhone

359.927 Retweets	53.567 Zitierte Tweets	2,4 Mio. "Gefällt mir"-Angaben	
Q	tl	\bigcirc	_

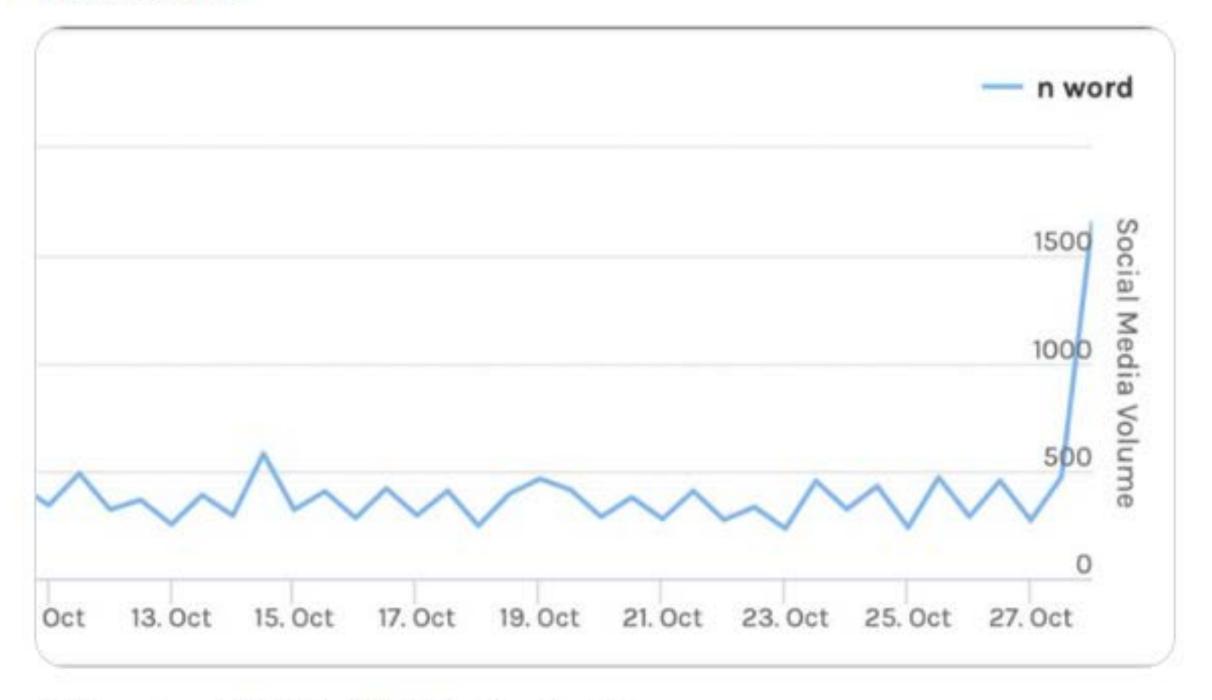
Oct. 28, 2022: Hate Speech Surges



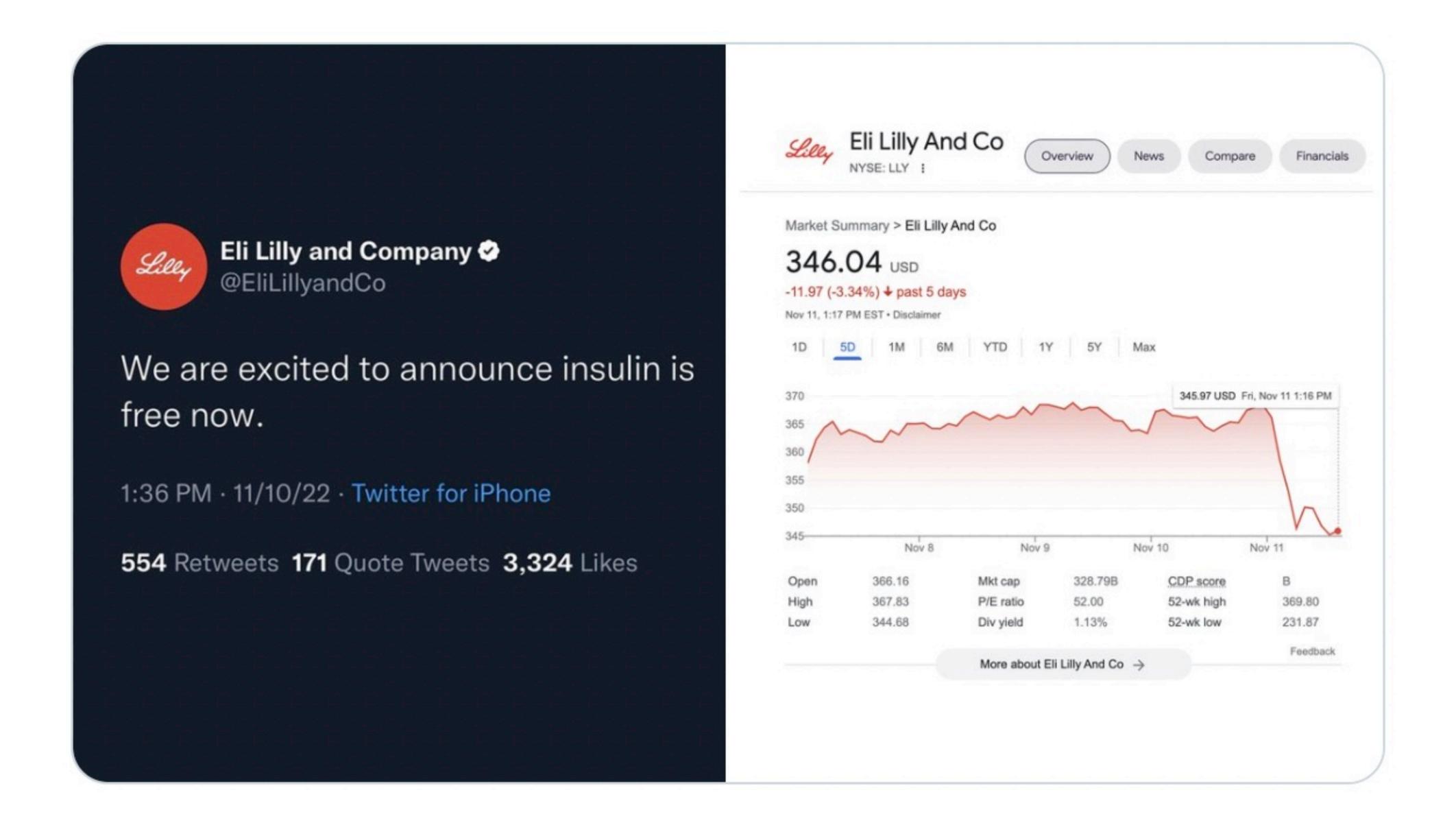
Evidence suggests that bad actors are trying to test the limits on @Twitter. Several posts on 4chan encourage users to amplify derogatory slurs.

For example, over the last 12 hours, the use of the nword has increased nearly 500% from the previous average.

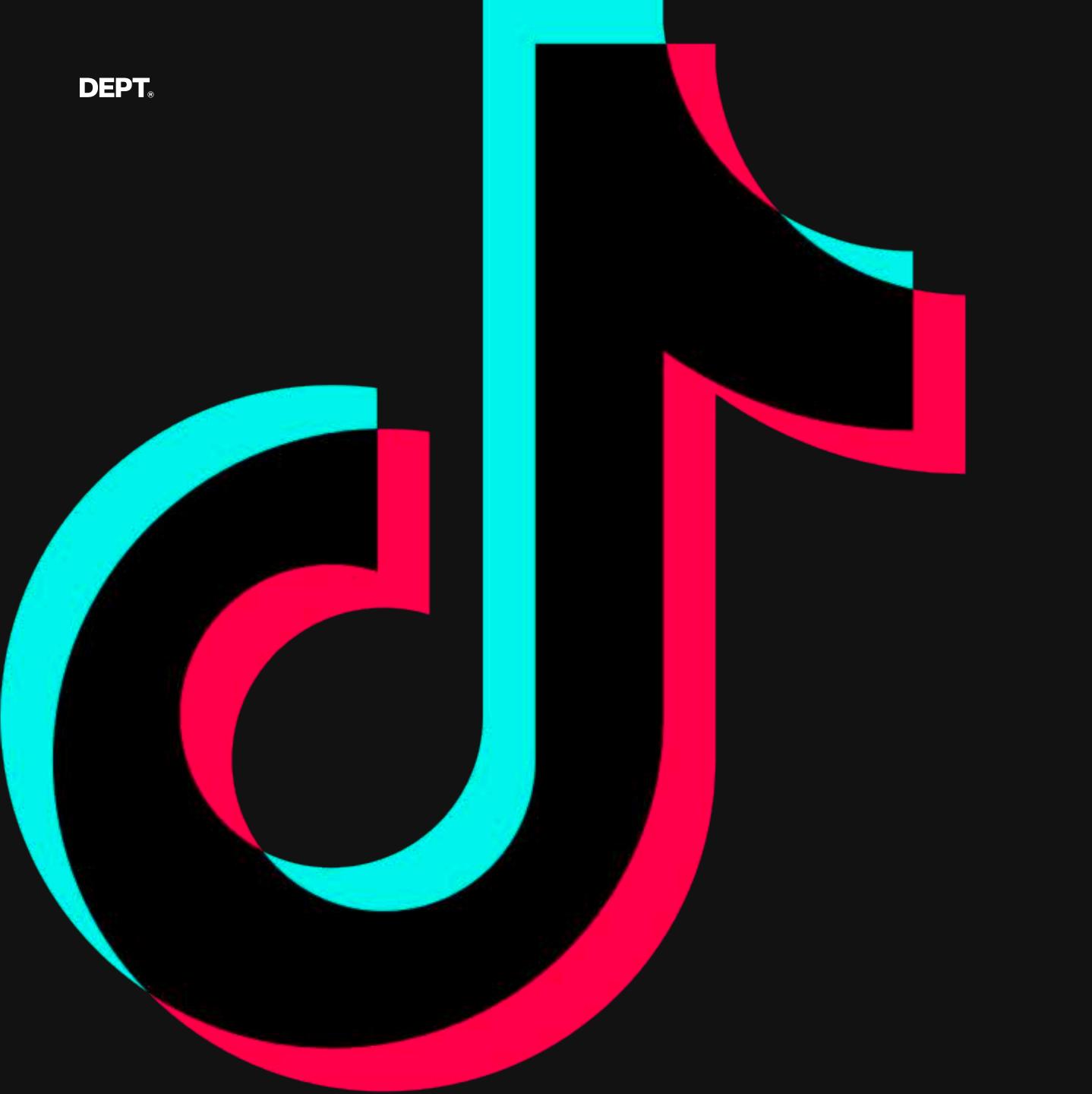
Tweet übersetzen



4:51 nachm. · 28. Okt. 2022 · Twitter Web App



Source: Der Spiegel, Nov 12, 2022.



«What is the most aspirational career that you want to have?»

«Influencer»



«Astronaut»



Source: <u>CBS</u>, Nov 6, 2022.

2.

Platforms funded through advertising.



In 2014, Yourposition (which later became Part of DEPT®) managed Weltwoche's Google Ads.

We stopped doing that after this article.

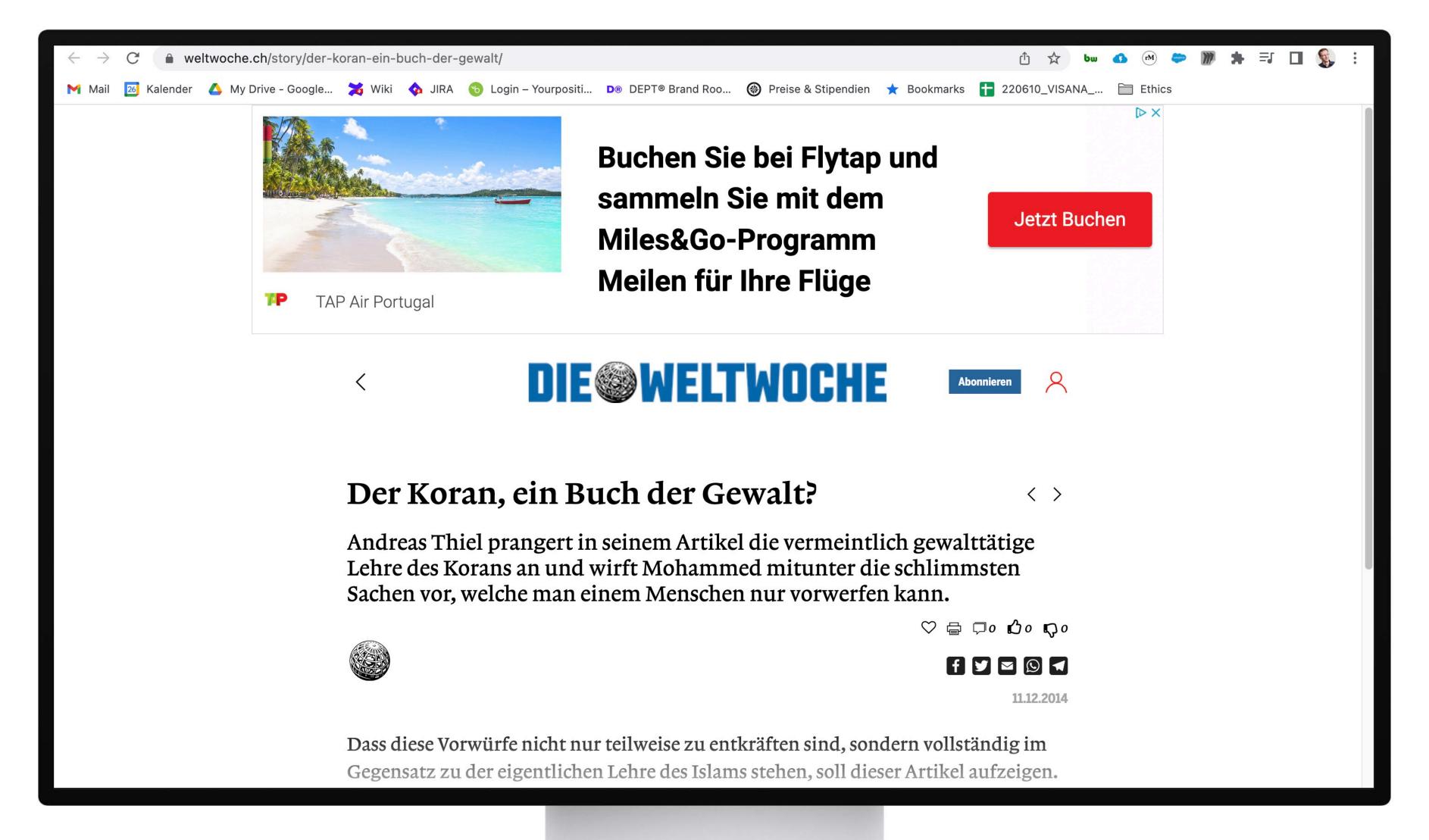




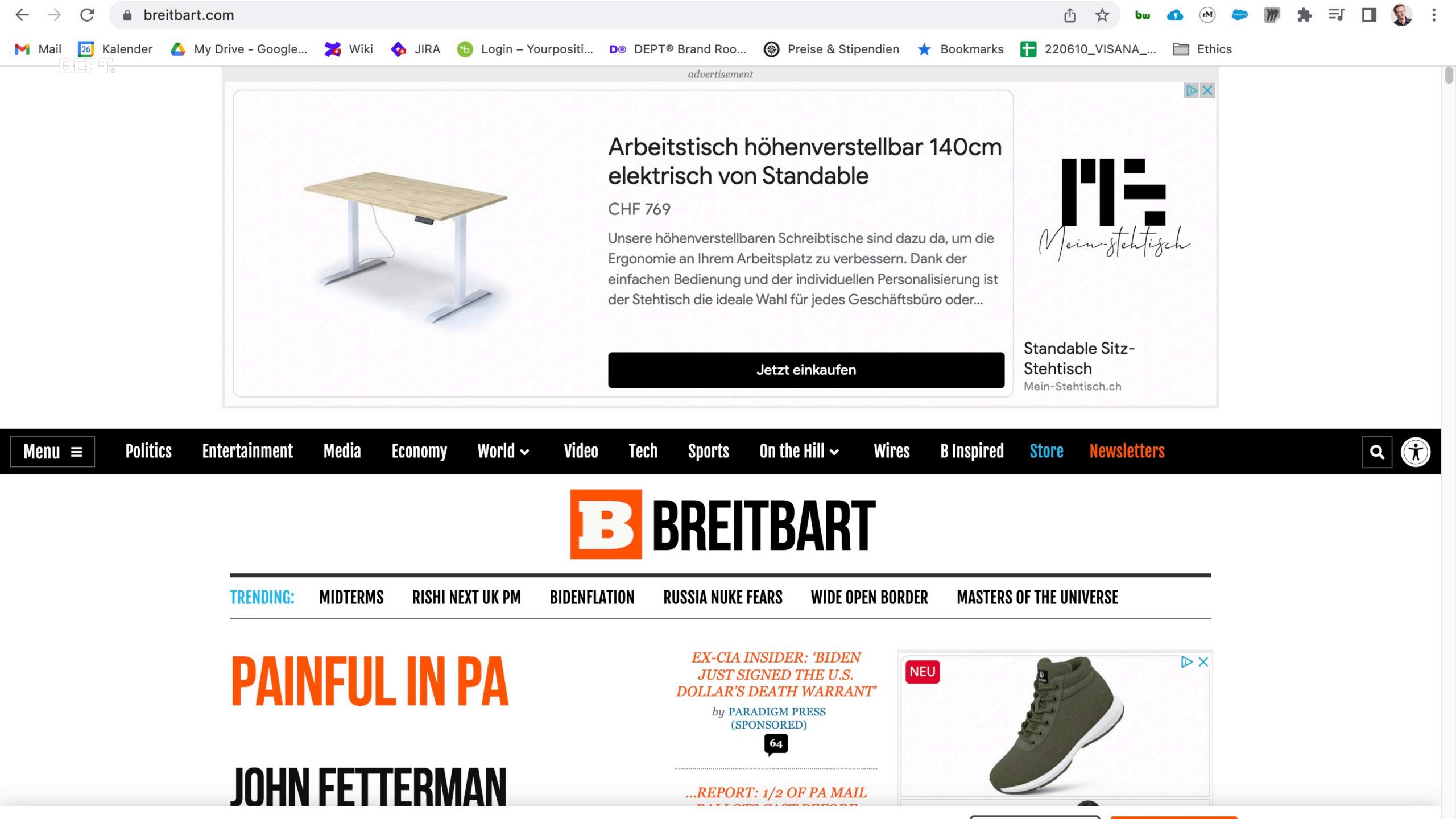
Die Bibel der Gewalt

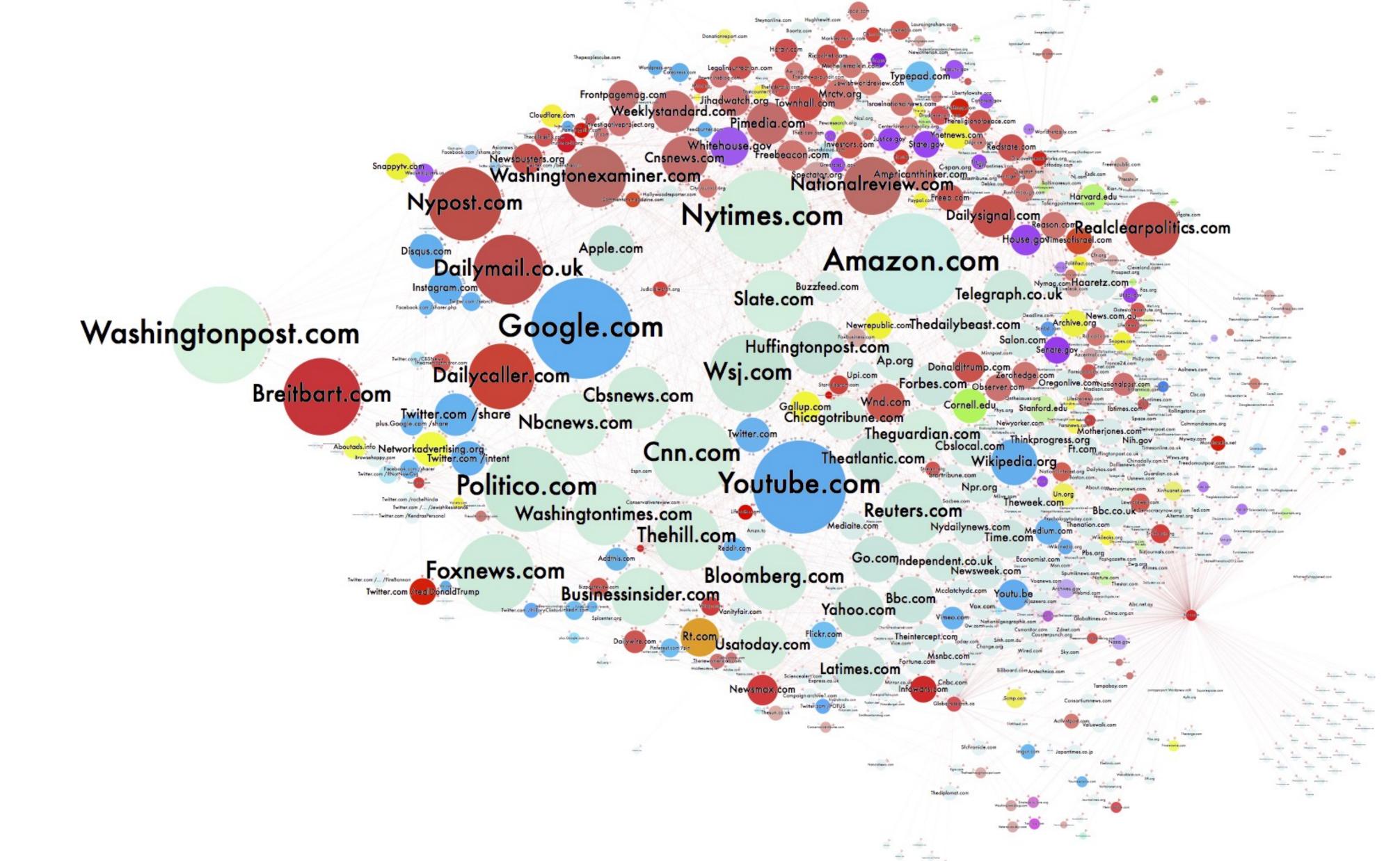
Wie es mir bei der Koran-Lektüre kalt den Rücken runterlief. Eine sehr persönliche Streitschrift. Von Andreas Thiel

Source: Weltwoche (Archive).



Source (German): <u>Weltwoche</u>, «Der Koran, ein Buch der Gewalt?» (i.e.: «Quran, a book of violence?»), 11.12.2014.

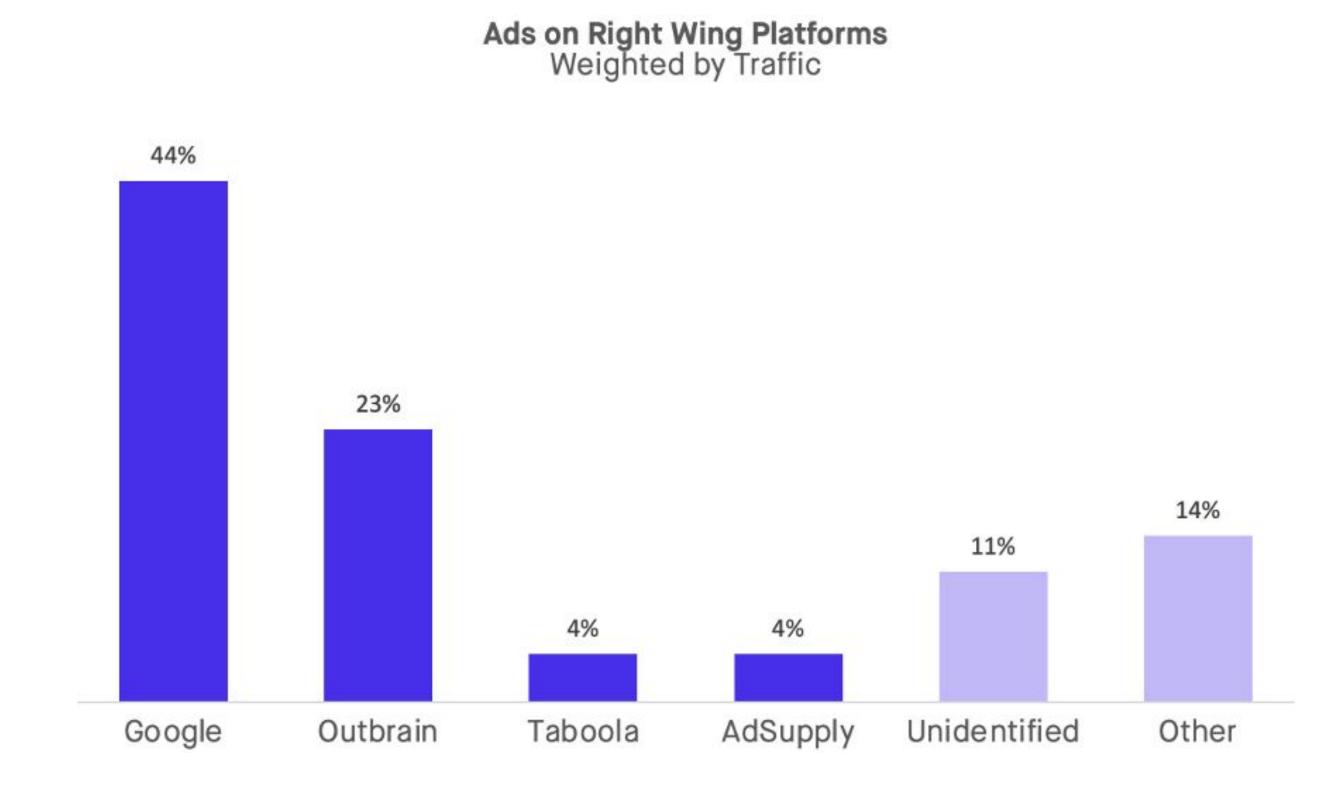




Funding extremists

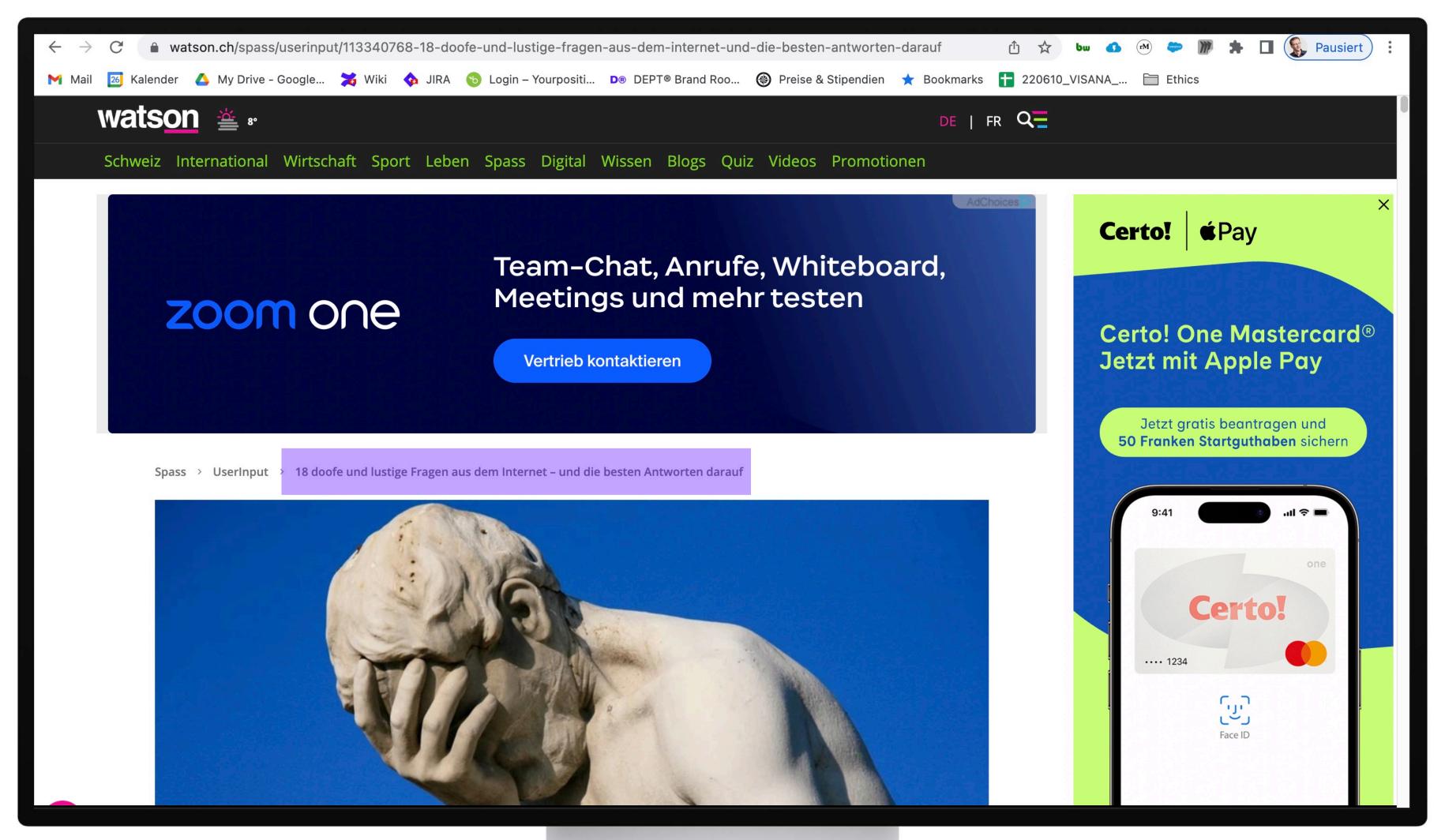
DEPT® analysed ad inventory of 20 traffic heavy right wing websites such as Breitbart, Dailycaller, American Thinker et al.

Result: Ad revenue is predominantly generated through Google.



3.

Content we boost.



Read: G. Sire, «<u>The normative</u> power of Google: Analyzing the search engine's influence on publishers' practices», in: Communications & Languages 188, 2/2016, S. 85ff.

watson



- 1 18 doofe und lustige Fragen aus dem Internetz und die besten...
- Russische Kriegsgegner sabotieren Schienennetze ++ Cassis spricht...
- Putins Panikmache scheitert:
 Warum Europa eher zu viel und...
- 4 Operation «Stachelschwein»: So will sich Taiwan gegen China...

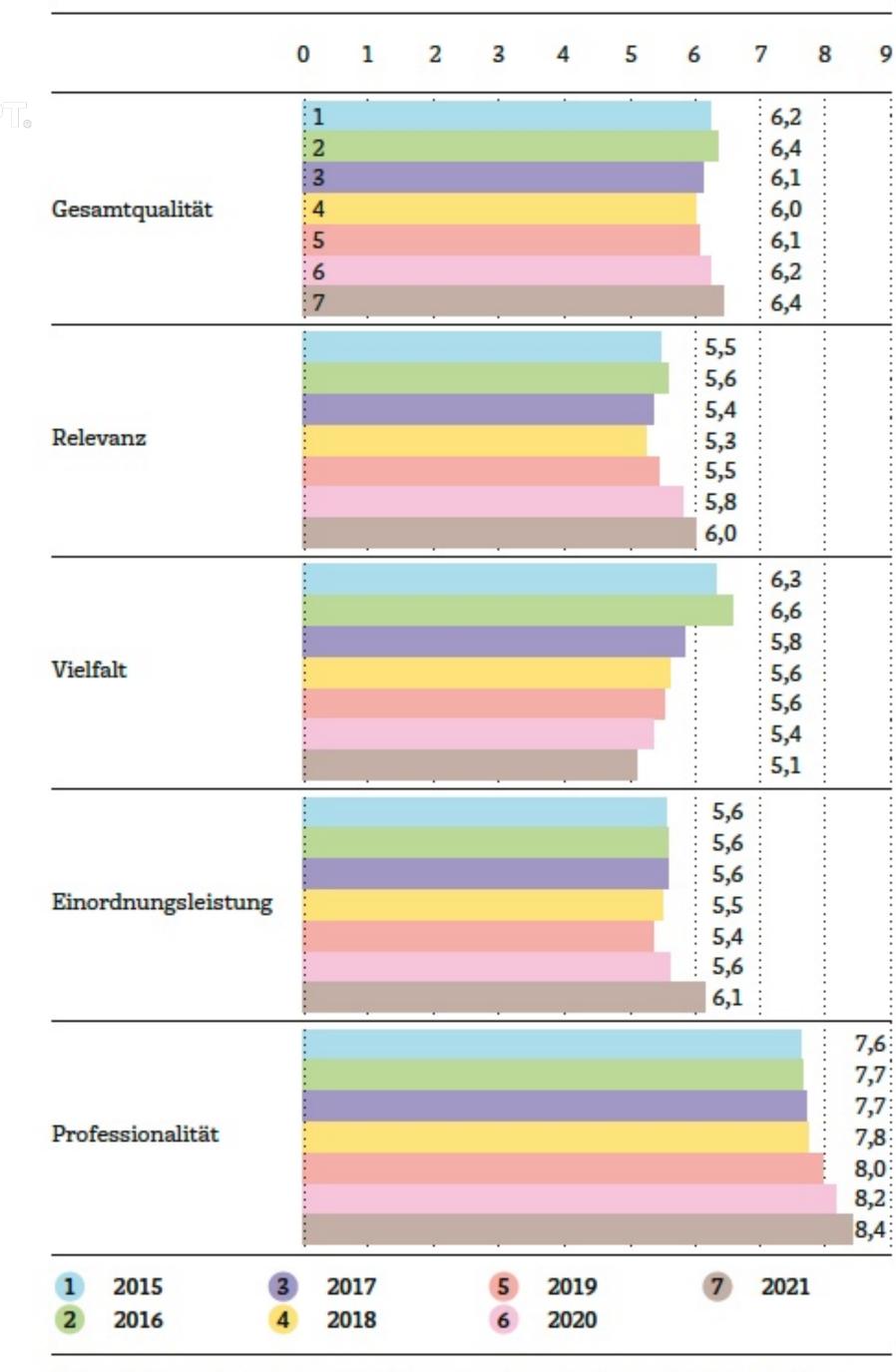
5 Die schlechten Albaner



- Reicher als König Charles – wer ist Akshata Murty?
- Ehemann im Spital
 Bundesrätin
 Sommaruga fällt aus
- Putins IT-Nerds
 enttarnt: «Das sind
 Killer an der
 Fernbedienung»

- Abwesende Simonetta
 Sommaruga
 Eine Bundesrätin fällt
 aus. Und jetzt?
- Rock-'n'-Roll-Fans nehmen Abschied von Cindy's Diner
- Paukenschlag beim
 Detailhändler
 Migros-Chef tritt
 überraschend zurück

• • • UPDATE FOLGT



Darstellung I.7: Veränderungen in den Qualitätsdimensionen zwischen 2015 und 2021

Solid News Quality?

According to the «Jahrbuch Qualität der Medien» (ed. fög – Forschungszentrum Öffentlichkeit und Gesellschaft / University of Zurich) the quality of Swiss news publications remains solid or is even slightly improving.

I doubt that: Programmatic advertising changed the business model for news completely and couples every single article and its success directly to monetary income.

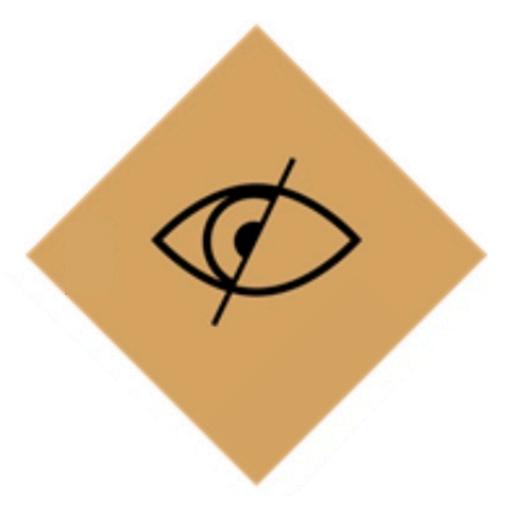
Possible result: Trivialization, scandalization and polarization.

How does DEPT® deal with it?

We need to embed value driven ethics.

Framework

Working Hypothesis: Digital Responsibility Goals; serving as a system of reference to gauge an issue's relevance.



Privacy

Do we respect user privacy or are we intruding?



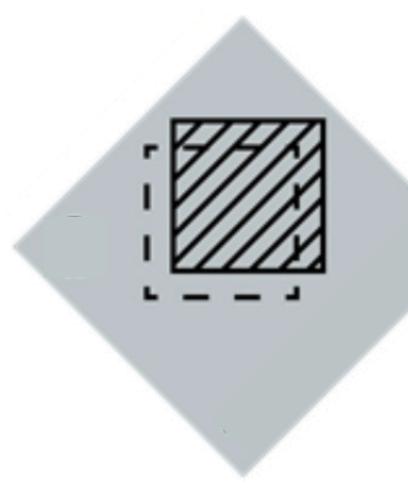
Non-Discrimination

Do we avoid bias and prejudice?



User Autonomy

Do we take users for sovereign beings or do we manipulate them?



Transparency

Do we always tell what's going on?

We need to define processes and governance

Structures

Working Hypothesis



Staff

- Existing taskforce
- Expertise: Marketing & data

Responsibilities

- Agenda-setting
- Frameworks and Guidelines
- Recommendations, pro- and reactive
- Comms, internal and external
- KPI Measurement

Rhythm

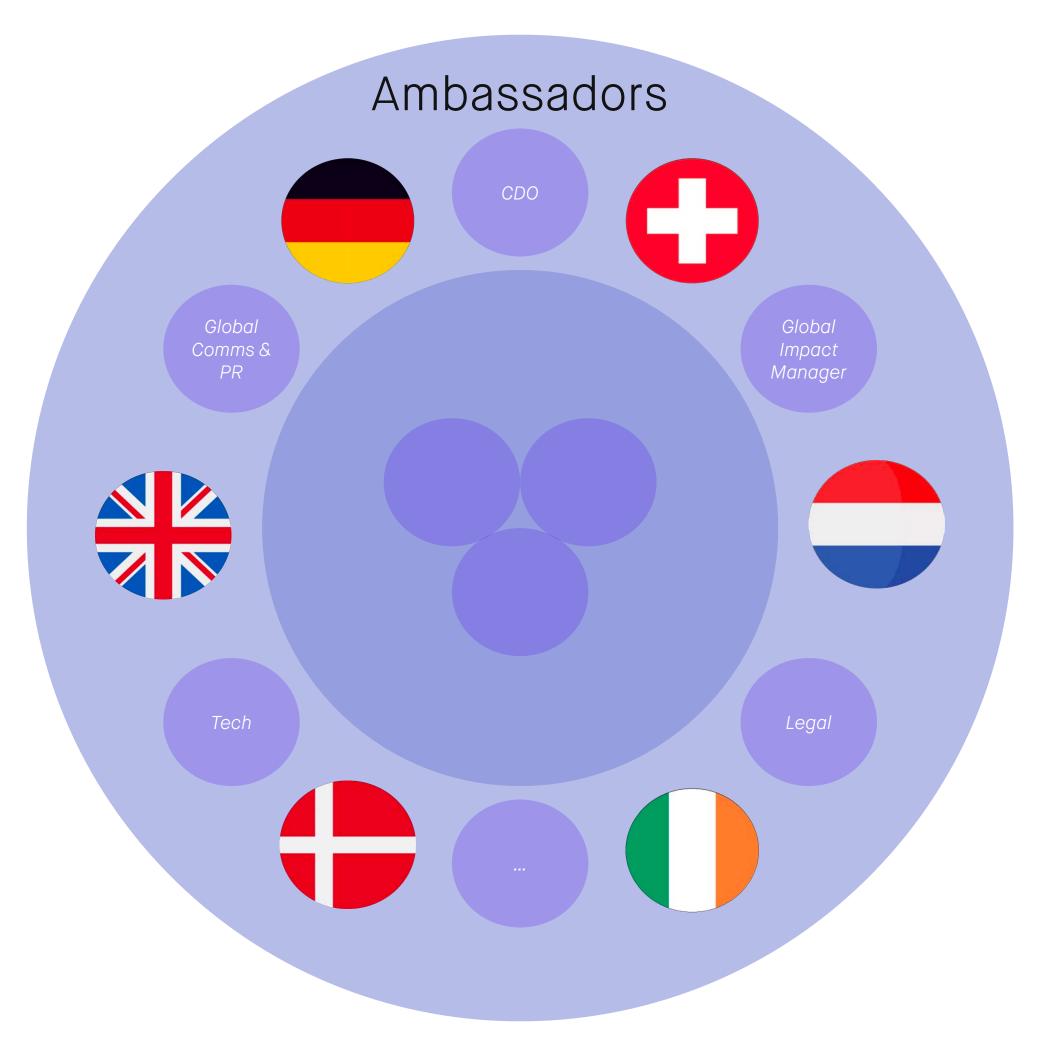
- Monthly meetings
- Ad hoc if necessary

Support

- · CDO: Sponsor
- GIM: Liaison to B-Corp initiatives
- Global Comms: Comms support
- Legal, tech et al: ad hoc

Structures

Working Hypothesis



Staff

- Local (country a./o. business team)
- Expertise: Craft

Responsibilities

- Review of Guidelines
- Feedback from business teams
- Pushing implementation
- Input: What do we need?
- Comms support
- Reporting of KPI, part of their OKR

Rhythm

Quarterly meetings

Support

Guided by Ethics Board

What does a Digital Ethics Board do?

A Digital Ethics Board analyses the societal impact of our craft, develops our perspective and aligns results with our values and business goals.

Internal deliverables

- Codes of conduct
- Guidelines
- Recommendations
- Education
- Ethics squad on demand
- Service development support
- Sales support

External deliverables

- Publications
- Lectures
- Keynotes



What we need above all

Sam Altman, 2015.

"The US government, and all other governments, should regulate the development of [superhuman machine intelligence]."



Sundar Pichai, 2022

«Companies such as ours cannot just build promising new technology and let market forces decide how it will be used.»



Source: Financial Times, «Why Google thinks we need to regulate AI», 2.5.2015.

They don't care anymore...

Illustration by Alex Castro / The Verge

Microsoft just laid off one of its responsible Al teams



As the company accelerates its push into Al products, the ethics and society team is gone

Why Elon Musk's Firing of Twitter's Ethical Al Team Is Bad Business Without



ethical AI, your company could be opening itself up to unnecessary risk.



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... because they don't need to.

For in retrospect, the internet's founding fathers' love for anarchy turned - via commercialisation - into anarcho-capitalism.

Jascha Urbach

Net activist, former member of the Piratenpartei

«Back then, as a hacker group, we decided to disregard the decision of a sovereign state and to morally elevate ourselves above the government.»



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Andy Müller-Maguhn

Member of Chaos Computer Club since 1986

«Decentralization was highly valued by the people who came up with the internet, not just in terms of technology, but also in terms of power. They didn't want power to be centralized on the internet,» says Müller-Maguhn. «But that's not what we see today. Companies like Google have turned the internet into a space controlled by five to seven platforms.»



Luckily, there's the EU...

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GDPR

General Data Protection Regulation, Europe's data privacy and security law for organizations around the world.

Al Liability Act

In the Report on Artificial Intelligence Liability, the Commission identified the specific challenges posed by artificial intelligence to existing liability rules.

Digital Services Act

A regulation in EU law regarding illegal content, transparent advertising, and disinformation.

European Accessibility Act

EU law which requires some everyday products and services to be accessible for persons with disabilities.

Digital Markets Act

Rules for digital gatekeepers to ensure open markets.

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