Language, Mind, and Vision

- Learning to Read Deception - Learning to Describe the Visual World

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Natural Language Processing (NLP) - a quick overview

What is NLP?

Fundamental goal: *deep* understand of human language – Not just string processing or keyword matching!



What is NLP?

- Simple: spelling correction, text categorization...
- Complex: speech recognition, machine translation, dialog interfaces, question answering...
- Unknown: human-level comprehension (is this just NLP?)



Semantic Ambiguity

At last, a computer that understands you like your mother.

- Direct Meanings:
 - It understands you like your mother (does) [presumably well]
 - It understands (that) you like your mother
 - It understands you like (it understands) your mother
- But there are other possibilities, e.g. mother could mean:
 - a woman who has given birth to a child
 - a stringy slimy substance consisting of yeast cells and bacteria; is added to cider or wine to produce vinegar
- Context matters, e.g. what if previous sentence was:
 - Wow, Amazon predicted that you would need to order a big batch of new vinegar brewing ingredients. ☺

[Example from L. Lee]

A phone that understands our questions

LATAT 🗢 3:06 PM

What's the best movie to see this weekend **

That would probably start an argument. But here's a list of highly-regarded movies:





Jeopardy! World Champion



US Cities: Its largest airport is named for a World War II hero; its second largest, for a World War II battle.



Machine Translation (Japanese) asahi.com:朝日新聞社の連報ニュースサイト Translated version of http://ww



トップ チャール 湯田 秋氏 金村 トピック系 和学校ポニュース コイターニュース 定くじ CNB

Oビジネス

最新ニュース

・東証は小制定 金織株の下げ目立つ 32日の流京株式市場は、前日の大幅高の反動 から売り度文が先行し、小幅に招き下げている。

・個保ジャパンと日本無限が統介交渉 3 人跡営に集約へ

御客保険3位の損保ジャパンと3位の日本興帯総営保険者

- GDP、12、1%Nに上力即正 10-12月期 内閣府が12日発表した03年10~12月間の国内総合
- ・金融マとナト、気候変動も議論する可能性…外交量 9-)
- 【株式・液団は】料益確定定りが先行、為特性自ち TOP1Xとも小艇反路 aug (東岸経済)
- ·「今回の上昇は本地か」【截出レポート】 ang 計



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Google This page was <u>automatically translated</u> from Japanese View original web page or mouse over text to view original land

Business

Latest News

100

The exchange of financial stocks fell slightly prominent lower

12 stocks in Tokyo, ahead of sell orders from the backlash of higher yesterday, with slightly lower values. Nikkei (11:13) [Full article]



New Prius

Negotiation and integration of Japan Sompo Japan興曲to aggregate in three large camps

Sompo Japan Insurance and it's five to start the negotiations for the merger of NIPPONKOA Insurance Co., Ltd. No. 12, 2007, minutes (10:33) [Full .



Natural Language Processing (NLP) - a quick overview



Natural Language Processing (NLP) - recent research (of our own)

films are if anyone wants to help dig under the snow for them."

Soon a small party with a lantern dashed out into the howing, darkness where Blackie's memory suggested that a box of film had been left during the rush to get settled for the winter. Working like wild men to beat the cold, they dug a hole six feet deep into the snow and finally located the missing box.

The show, an old Charlie Chaplin release, was given right there in the mess hall where a stove and the kitchen filed half of one side of the room and bunks lined the other side. In the center was a long table and on either side of this were benches. Those who could not sit anywhere else stretched out on the upper bunks where they could drop things on the heads of those What was said about the actors and actresses would have made them forget their cues could they but have heard. Comments were rough. If the members of the expedition didn't like anyone on the screen they told him so in unmistakable terms of disapproval. Often they named the actors after some of those present, and yells of derision greeted their appearance on the screen. For instance, "Bill" Vander Veer, on account of his

What text understanding is really about?



Three Different Layers of Reading

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Reading the author's mind

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Soon a small party with a lantern dashed out into the howing darkness where Blackie's memory suggested that a box of film had been left during the rush to get settled for the winter. Working like wild men to beat the cold, they dug a hole six feet deep into the snow and finally located the missing box.

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Alexa Wilding

Alexa Wilding was one of the favourite models of the Pre-Raphaelite artist Dante Gabriel Rossetti, featuring in some of his finest paintings of the later 1860s and early 1870s. Wikipedia



People also search for









Fanny Comforth

NORLOWIDE IMPACT

Frenzied Trading Raises

Fears of Recession --

Tape 2 Hours Late

Jane Morris Elizabeth Siddal

Annie Miller











dodging (Nguyen et al 2013) hedging (Choi et al. 2012) (Ganter and Strube, 2009) (Kilicoglu and Bergler 2008) **framing** in media & political discourse (Yano et al., 2010) (Recasens et al., 2013)

"Eunsol" Choi

syntactic packaging "My toy broke" instead of "I broke my toy" (Greene and Resnik 2009)



films are if anyone wants to help dig under the snow for them." Soon a small pa darkness where had been left during ing like wild men to beat the cold, they dug a in the mess hall where Those who could not sit anywhere ek upper bunks v What was said about the below disapproval. And vells of density means that and their and the screen. For instant eception



deception

fake online reviews



o tripadvisor







Capote

authorship verification

authorship obfuscation

demographics: gender, nationality, age, vocation

> personality, psychological state: happy, authoritative, depressed...

intellectual traits & development: literary success









Hemingway



films are if anyone wants to help dig under the mow for them." Soon a small party with a lantern dashed out into the howing rns are if anyone wants to help dig under the snow for them waters to help dig darkness where Blackie's memory suggested that a box of film Soon a small party with a lantern dashed out into the howling arkmess where Blackie's memory suggested that a box of Sim had been left during the rush to get settled for the winter. Working like wild men to beat the cold, they dug a hole ax feet deep ad been left during the rash og like wild re uppe 121. 14 h ++++ Harnes Actes SIATSS LIN. disapproval. Often they named the actors after some of dose present, and yells of derision greested their appearance on the acreen. For instance, "Bdl" Vander Vert, on account of his disapproval. Often resent, and yells of derision within For instance, "Bill"

Is it even possible? (without full semantic understanding)

• It is more about "HOW" it is said than "WHAT" is said.



Is it even possible? (without full semantic understanding)

- It is more about "HOW" it is said than "WHAT" is said.
- We --humans- also often rely on "overall impression".

Computers at times can do better than humans!



What is "Writing Style" ? Blog Post Research Papers? New York Time "So how can you spot a f Research Paper (ACL, 2011) difficult, but with some te signs:" "To obtain a deeper understanding of the nature of deceptive reviews, we examin The New York Times potentially complementary fra "As online retailers increasingly depend on reviews as <u>a sales</u> tool, an industry of fibbers and promoters has sprung up to buy and sell raves for a pittance."

What is "Writing Style" ?

Genre Categorization:

Petrenz and Webber, 2011; Finn et al., 2006; Argamon et al., 2003; Kessler et al., 1997

Authorship Attribution:

Holmes 1985, Raghavan et al., 2010; Koppel and Shler, 2004; Gamon, 2004;

Many more possibilities...

Swanson and Charniak, 2012; Xu et al., 2012; lyyer et al., 2014; Hardisty et al., 2010





Unconventional Case Studies:

- Deceptive Reviews (ACL 2011)
- II. Success of Novels (EMNLP 2013)



Motivation

Online reviews

= shopping tool

Commercial impact → potential target for deceptive reviews





Auburn, WA

9 reviews

"A great riverfront getaway via Amtrak and free Streetcar!"

.....

Date of review: Apr 22, 2011

As other reviewers have stated, yes the rooms are small but don't let that detour you from staying here. I'm still giving this hotel 5 stars based on the quality and level of service we received from everybody here. We payed a littl extra online for the breakfast package and it was well worth it. The breakfast was a full...

more +

"My husband and I stayed at the James Chicago Hotel for our anniversary. This place is fantastic! We knew as soon as we arrived we made the right choice! The rooms are BEAUTIFUL and the staff very attentive and wonderful! The area of the hotel is great, since I love to shop I couldn't ask for more! We will definitely be back to Chicago and we will for sure be back to the James Chicago."

Deceptive or Truthful?

"My husband and I stayed at the James Chicago Hotel for our anniversary. This place is fantastic! We knew as soon as we arrived we made the right choice! The rooms are BEAUTIFUL and the staff very attentive and wonderful! The area of the hotel is great, since I love to shop I couldn't ask for more! We will definitely be back to Chicago and we will for sure be back to the James Chicago."

"I have stayed at many hotels traveling for both business and pleasure and I can honestly say that The James is tops. The service at the hotel is first class. The rooms are modern and very comfortable. The location is perfect within walking distance to all of the great sights and restaurants. Highly recommend to both business travellers and couples."

Gathering Data

- -Label existing reviews?-
 - Can't manually do this

Gathering Data

- Label existing reviews?
 - Can't manually do this

□ Instead, create new reviews

- By hiring people to write fake positive reviews
- Amazon Mechanical Turk
 - 20 hotels
 - 20 reviews / hotel
 - Offer \$1 / review
 - 400 reviews



How good are humans in detecting deceptive reviews?

- 80 truthful and 80 deceptive reviews
- 3 undergraduate judges

Human Performance

→Aligns with previous studies in deception literature: humans typically perform barely better than chance. trained experts may perform at ~70%



How Well Can Computers Do?

Classifier Performance (SVM with 5-fold CV)

Accuracy



Classifier Performance (SVM with 5-fold CV)

Accuracy



Data-driven Discovery of Insights into Deceptive Writings

TRUTHFUL/INFORMATIVE			DECEPTIVE/IMAGINATIVE		
Category	Variant	Weight	Category	Variant	Weight
NOUNS	Singular	0.008	VERBS	Base	-0.057
	Plural	0.002		Past tense	0.041
	Proper, singular	-0.041		Present participle	-0.089
	Proper, plural	0.091		Singular, present	-0.031
ADJECTIVES	General	0.002		Third person	0.026
	Comparative	0.058		singular, present	
	Superlative	-0.164		Modal	-0.063
PREPOSITIONS	General	0.064	ADVERBS	General	0.001
DETERMINERS	General	0.009		Comparative	-0.035
COORD. CONJ.	General	0.094	PRONOUNS	Personal	-0.098
VERBS	Past participle	0.053		Possessive	-0.303
ADVERBS	Superlative	-0.094	PRE-DETERMINERS	General	0.017

Informative writing (left) --- nouns, adjectives, prepositions *Imaginative* writing (right) --- verbs, adverbs, pronouns Rayson et. al. (2001)
TRUTH	FUL/INFORMATIVE	1	DECEPTIVE/IMAGINATIVE			
Category	Variant	Weight	Category	Variant	Weight	
NOUNS	Singular	0.008		Base	-0.057	
	Plural	0.002	1	Past tense	0.041	
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ADVERBS	Suclative	-0.094	PRE-DETERMINERS	Gonoral	0.017	

Truthful Reviews Solutions Informative Writing (Journalism)

Deceptive Reviews Imaginative Writing (Novels)

Ehe New York Eimes

A focus on who they were with

In this example, "My husband;" also words like "family."

Greater use of first-person singular Fake reviews tend to use "I" and "me" more often.

Direct mention of where they stayed

Hotel and city names were less common in truthful reviews, which focus more on details about the hotel itself, like "small" or "bathroom."

"My husband and I stayed in the [hotel name] Chicago and had a very nice stay! The rooms were large and comfortable. The view of Lake Michigan from our room was gorgeous. Room service was really good and quick, eating in the room looking at that view, awesome! The pool was really nice but we didn't get a chance to use it. Great location for all of the downtown Chicago attractions such as theaters and museums. Very friendly staff and knowledgable, you can't go wrong staying here."

SLIGHT DECEPTIVE INDICATORS High adverb use "Very" and "really" are both used twice; "here" is used once.

High verb use

"Get", "go", "use", "can't", "didn't", "eating", "had", "looking", "stayed", "was" (three times), "were."

Use of "!" and positive emotion Deceptive reviews tend to use exclamation points, while truthful reviews used more punctuation of other kinds, including "\$."

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- lack of spatial, sensorial details (Vrij et al., 2009)
- lack of descriptive adjectives: low, small, shiny
- less use of prepositions

The New York Times

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*My husband and I stayed in the [hotel name] Chicago at 12 ad a very nice stay! The rooms were large and column to the view of Lake Michigan from our room way revice was really good and quick,

instead, story telling:

-- why they were there: "vacation", "business", "anniversary"
-- whom they were with: "husband", "family"

Contract in the Party of the

"really" are both used twice; "here" is used once. "eating", "had", "looking", "stayed", "was" (three times), "were."

to use exclamation points, while truthful reviews used more punctuation of other kinds, including "\$."

- exaggeration, words over the top:
 "fantastic", "luxurious", "gorgeous", "awesome"
- superlatives: "the most", "best", "ever"
- certainty: "absolutely", "definitely", "for sure"

and had a very nice stay! The rocomfortable. The view of Lake aringan from our room was gorgeous. Room service was really good and quick, eating in the room looking at that view, **awesome!** The pool was really nice but we didn't get a chance to use it. Great location for all of the downtown Chicago attractions such as theaters and museums. Very friendly staff and knowledgable, you can't go wrong staying here."

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Increased level of "first person singular"
"I", "me", "my", "mine"

In contrast to psychological distancing (Newman et al., 2003) → deception cues are domain dependent

> "really" are both used twice; "here" is used once.

"eating", "had", "looking", "stayed", "was" (three times), "were." to use exclamation points, while truthful reviews used more punctuation of other kinds, including "\$."

What happened after then (= 2011) ?

1. We built better detection models

Syntax Improves Deception Detection (Feng et al., ACL 2012)

- --- 3 product review dataset
- ---1 essay dataset (Mihalcea and Strapparava (2009))



2 Natural V.S. Distorted Distributions of Opinions (Feng et al., ICWSM 2012, best paper runner up)



2. We excited other researchers

185 citations

All citations	Finding deceptive opinion spam by any stretch of the imagination				
Articles	Search within citing articles				
 Case law My library	Battling the internet water army: Detection of hidden paid posters C Chen, K Wu, V Srinivasan, X Zhang - Proceedings of the 2013 IEEE/, 2013 - dLacm.org Abstract We initiate a systematic study to help distinguish a special group of online users, called hidden paid posters, or termed" Internet water army" in China, from the legitimate				
Any time Since 2014	ones. On the Internet, the paid posters represent a new type of online job opportunities Cited by 35 Related articles All 7 versions Cite Save				
Since 2013 Since 2010 Custom range 2013 — 2014	Spotting opinion spammers using behavioral footprints A Mukherjee, A Kumar, B Liu, J Wang, M Hsu Proceedings of the 19th, 2013 - di.acm.org Abstract Opinionated social media such as product reviews are now widely used by individuals and organizations for their decision making. However, due to the reason of profit or fame, people try to game the system by opinion spamming (eg, writing fake reviews) to Cited to 20. Behavior and the system of th				
Search	The By 22 Related ancies All 3 versions Cite Save				
Sort by relevance Sort by date	a. A Mukherjee, B Liu, M Hsu, M Castellanos ICWSM, 2013 - aaai.org Abstract Online product reviews have become an important source of user opinions. Due to profit or fame, imposters have been writing deceptive or fake reviews to promote and/or to demote some target products or services. Such imposters are called review spammers. In Cited by 19 Related articles All 5 versions Cite Save More				
 include patents include citations 	Iolaus: Securing online content rating systems A Molavi Kakhki, C Kliman-Silver Proceedings of the 22nd, 2013 - dLacm.org Abstract Online content ratings services allow users to find and share content ranging from				
Create alert	news articles (Digg) to videos (YouTube) to businesses (Yelp). Generally, these sites allow users to create accounts, declare friendships, upload and rate content, and locate new Cited by 9 Related articles All 13 versions Cite Save				
	Social-benefit certification as a game R Buckley - Tourism Management, 2013 - Elsevier Tourism ecocertification programs persist and proliferate despite low market penetration and apparent consumer indifference. This has been viewed simply as an early-adoption phase. A two-decade historical analysis of development patterns for 17 programs, however, Cited by 6 Related articles All 6 versions Cite Save [PDF] Opinion Fraud Detection in Online Reviews by Network Effects. L Akoglu, R Chandy, C Faloutsos - ICWSM, 2013 - asai.org Abstract User-generated online reviews can play a significant role in the success of retail products, hotels, restaurants, etc. However, review systems are often targeted by opinion				

3. Been featured by media outlets (Highlights 2011-2014)

[ACL 2011] Finding Deceptive Opinion Spam by Any Stretch of the Imagination.







[ICWSM 2012] Distributional Footprints of Deceptive Product Reviews.



[EMNLP 2013] Where Not to Eat? Improving Public Policy by Predicting Hygiene...



4. We hope NLP for Social Good

- When our work was first published in 2011, no clear legal regulations against fake reviews.
- Not any more! New York law enforcement charged 19 firms \$350,000 for facilitating fake reviews (Sep 2013).
 - (not based on automatic detection)

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Conclusion (Part I – Deception)

- Learning to read the "intent" of the author, even a hidden one.
- Humans not good at this task.
- Computers can at times perform better than humans, even without full blown semantic understanding.
- Data-driven discovery of insights to complement hypothesis-driven research

Ganganath, Jurafsky, McFarland (EMNLP 2009)

→ computers predict flirtation intention better than humans can, despite humans having access to vastly richer information (visual features, gesture, etc.).

From Language to the Mind

Unconventional Case Studies:

- Deceptive Reviews (ACL 2011)
 - Success of Novels (EMNLP 2013)



Predicting the success of novels

Novelty

Style of writing story line



Social context

Luck !



Describing the Visual World in Natural Language

Task:

Learning to Describe Images in Natural Language

Two approaches:

- BabyTalk Formulaic image description
 - CVPR 2011
- II. TreeTalk Expressive image description
 - ◆ TACL 2014 (in submission), ACL 2013, ACL 2012







"This picture shows one person,



"This picture shows one person, one grass,



"This picture shows one person, one grass, one chair,



"This picture shows one person, one grass, one chair, and one potted plant.



"This picture shows one person, one grass, one chair, and one potted plant. The person is near the green grass,



"This picture shows one person, one grass, one chair, and one potted plant. The person is near the green grass, and in the chair.



"This picture shows one person, one grass, one chair, and one potted plant. The person is near the green grass, and in the chair. The green grass is by the chair, and near the potted plant."

Methodology Overview



Input Imag



This is a photograph of one person and one brown sofa and one dog. The person is against the brown sofa. And the dog is near the person, and beside the

Conditional Random Fields (CRF)





ternary)

potentials

 ψ (object_*i*, preposition_*ij*, object_*j*)



Computer vs Human Generated Caption



Computer: "This picture shows one person, one grass, one chair, and one potted plant. The person is near the green grass, and in the chair. The green grass is by the chair, and near the potted plant."

Human (UIUC Pascal dataset):

- A. A Lemonaide stand **is manned by** a blonde child with a cookie.
- B. A small child at a lemonade and cookie stand **on a city corner.**
- C. Young child behind lemonade stand eating a cookie.

(1) formulaic, robotic and unnatural(2) limited semantic expressiveness, especially, no verb except "be" verb



How can we reduce the gap between these two?

Computer: "This picture shows one person, one grass, one chair, and one potted plant. The person is near the green grass, and in the chair. The green grass is by the chair, and near the potted plant."

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Web in 1995



day so please come offen. **ONE MILLION TITLES**

Search Amazon.com's million title catalog by author, subject, title, keyword, and more ... Or take a look at the books we recommend in over 20 categories. Check out our customer reviews and the award winners from the Hugo and Nebula to the Pulitzer and Nobel ... and bestsellers are 30% off the publishers list.

EYES & EDITORS, A PERSONAL NOTIFICATION SERVICE

Like to know when that book you want comes out in paperback or when your favorite author

Web Today: Increasingly Visual **flickr** -- social media, news media, online shopping *Pinterest*



Facebook.com has over 250 billion images uploaded as of Jun 2013
1.15 billion users uploading 350 million images a day on average

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Task:

Learning to Describe Images in Natural Language

Two approaches:

- I. BabyTalk Formulaic image description
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Operational Overview

Given a query image (& an object)



1 Harvest tree branches

SBU Captioned Photo Dataset (Ordonez et al. 2011)

2 Compose a new tree by combining tree branches

Description Generation



Input to Sentence Composition :=




- 1. Select a subset of harvested phrases
- 2. Decide the ordering of the selected phrases



A cow in the grass was staring at me in the countryside

A cow was staring at me in the grass in the countryside



- 1. Select a subset of harvested phrases
- 2. Decide the ordering of the selected phrases



A cow in the grass was staring at me in the countryside

A cow was staring at me in the grass in the countryside



In the grass --- was staring at me --- a cow



In the grass --- was staring at me --- a cow



In the grass --- was staring at me --- a <u>cow</u>



Sentence Composition In the grass --- was star as Constraint Optimization using Integer Linear Programming



 → different from parsing because we must consider different choices of subtree selection and re-ordering simultaneously
→ finding the optimum selection+ordering = NP-hard (~= TSP)



Sentence Composition as Constraint Optimization using Integer Linear Programming k=0k=1*k*=3 k=2NP PP VP. DT NN IN was NN NP staring IN a COW in PRP at the grass me $\alpha_{ijk} = 1$ iff phrase *i* of type *j* selected decision variable: for position $k \in [0, N)$ N-1objective function: $F = \sum_{ij} F_{ij} \times \sum_{k=0} \alpha_{ijk}$ *i'th phrase from Stuff(PP)-type* Scene (PP) Stuff (PP) Object (NP) Content selection score РР PP based on visual NP NP IN IN recognition and matching DT DT NN DT NN NP staring IN in in PRP at а COW the grass

mo

the

countryside

Sentence Composition as Constraint Optimization using Integer Linear Programming



Sentence Composition as Constraint Optimization using Integer Linear Programming









as **Constraint Optimization** using **Integer Linear Programming**

Constraints:

Consistency between sequence variables ----- α_{ijk} & tree leaf variables ----- β_{ijs}

$$\forall_{ijk}, \alpha_{ijk} \leq \sum_{s \in S^j} \beta_{kks}$$
$$\forall_k, \sum_{ij} \alpha_{ijk} = \sum_{s \in S} \beta_{kks}$$

Valid PCFG parse tree

 $\begin{aligned} &\forall_{ij}, \sum_{s \in S} \beta_{ijs} \leq 1 \\ &\forall_{i,j>i,h}, \beta_{ijh} = \sum_{k=i}^{j-1} \sum_{r \in R_h} \beta_{ijkr} \\ &\forall_{k \in [1,N)}, \sum_{s \in S} \beta_{kks} \leq \sum_{t=k}^{N-1} \sum_{s \in S} \beta_{0ts} \\ &\forall_{ij} \sum_{k} \gamma_{ijk} \leq 1 \end{aligned}$

Objective function:

$$F = \sum_{ij} F_{ij} \times \sum_{k=0}^{N-1} \alpha_{ijk}$$

(Content selection ~ Visual Rec)



(Sequential cohesion ~ Lang Model)



(Tree structure ~ PCFG Model)

Decision variable:		
$lpha_{ijk}$	$\alpha_{ijkpq(k+1)}$	(Sequential)
eta_{ijs}	eta_{ijkr}	(Tree structure)





Final system (seq + tree + pruning): 24% win



Good Examples



The flower was so vivid and attractive.

The duck sitting in the water.



This window depicts the church.

Highly expressive!

correct choice of

an action verb



Blue flowers are running rampant in my garden.

Mini Turing Test: our system wins in ~ 24 % cases!





Spring in a white dress.



Blue flowers have no scent. Small white flowers have no idea what they are.

Almost poetic, situationally relevant



Scenes around the lake on my bike ride.



This horse walking along the road as we drove by.







Maybe the most common bird in the neighborhood, not just the most common water fowl in the neighborhood!



The duck was having a feast.

Examples with Mistakes



The couch is definitely bigger than it looks in this photo.



Yellow ball suspended in water.

Incorrect

A high chair in

the trees.

Composition

Incorrect Object Recognition



My cat laying in my duffel bag.

Incorrect Scene Matching

Examples with Mistakes

A cat looking for a home. The other cats are making the computer room. **???**





The castle known for being the home of Hamlet in the Shakespeare play.

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Professor Hal Daumé III, Jia Deng, Alex Berg, Tamara Berg, Claire Cardie, Jeffrey Hancock, Rob Johnson, Michael Luca

Industry Margaret Mitchell, Sujith Ravi, Ravi Kumar, Michael Hart, Myle Ott, Amit Goyal

Natural Language Processing Artificial Intelligence Machine Learning Computer Vision

> (algorithms + statistics + probabilities + programming + ...)





From Language to the Mind

Unconventional Case Studies:

- Deceptive Reviews (ACL 2011)
 - Success of Novels (EMNLP 2013)



Predicting the success of novels

Novelty

Style of writing story line



Social context

Luck !

Publishers do make mistakes



Rejected ~12 times before publication.



Paul Harding's "Tinkers" that won 2010 Pulitzer Prize for Fiction was rejected couple times before publication.

Can Computers Predict the Success of Novels without Really Reading the Book?

- based <u>only</u> on writing style
- stylistic correlates of successful novels?



How to define success

How to quantify success

Popularity v.s. Literary Quality



ButenbergDownloads

2013-10-10

viect

last 7 days

last 30 days



THE NEW YORK TIMES BOOK REVIEW Best Sellers

Lot Hain Hail Hail Galler

FICTION

- MINDETRETCH, by Particla McLaughlin, (Watter, \$24.95.) Trang Martinez suspects her Pilates instructor may also be a victous serial killer. SAGERNIGHTS OF BARKHORN, by Gerry Europen 1 3 2 (Morrow, \$26.95.) Astrid Southlighter attempts to reclaim the throne from the wicked Scarking clan-The fifteenth volume of the "filoodrealms" seties. THE BALTHARAN TABLET, by Tim Drew. 3 58 (Doubledge, \$24.95.) The murder of a cardinal leads a Yale professor and an underwear model to the Middle East, where they uncover clues to a conspiracy kept hidden by the Shriners. GREAT FISH, by Liz Martin, (Sireon & Schuster, \$ 18 \$23.95.) The Biblical story of Josub, reteld from the point of view of the whale. NICE BOYLE'S SHOCK BLADE: LYNCHPIN, by Simon
- Moskewitz, (Broadman & Holman, S24.96)./Mur a coup by Admiral Chao throatem to destroy the Internet, the Shockfilde team is forced to ally with their Christie trials.
- CRACKED LIKE TEETIS, by Dester Eagan. (Morrow, \$25.95.) A menoist of petty crime, dramken brawls, and recovery, by a winter who was addicted to paint thinter by age nice. ENPANADAS IN WORCESTER, by James Wirzbicks. 24 (Farar, Strass & Ginnes, \$27.50.) Teaveling from 2 Khartours to Madras to Rhode Island, a commentator for CNN suggests globalization means a stranger but friendlier world in the 21st century. WROND: THE LIBERAL FLAN TO HIJACK YOUR LIFE AND PERVENT YOUR KIDS, by Katie Crispin. 3 (Regarilooka/HarperCollins, 525,95.) The host of IV-5 Strandourier Collins, 525,95.) TV's "Smashroouth' takes aim at 'Hollywood mindmolesters," "media jihadis," public school teachers, and others. NEEDS INFROVEMENT IN ALL AREAS. by Margat. Kilbs with Sean Beyland. (ReagonBooks/Harper-Collins, \$29.95.) An attack on President George W. Bash, written hy his former kindetgarden teacher

Lot Hinks Rick the Lot

NONFICTION

peckethaps ain't see sative, by J. D. 7 2 C Preggenen. (St. Martin's, \$29,95.) The former

Dataset

- Project Gutenberg
 - free ebooks.
 - Title, author, genre, download count.
- 50 books per class, 8 genres.





Dataset

- Project Gutenberg
 - offers over 40,000 free ebooks.
 - Title, author, genre, download count.
- 50 books per class, 8 genres.
- <=2 books per author.





Prediction:

(based on best performing features, 5-fold CV with SVM)



This is Surprising Because...

- Not considering any other influencing factor, not actually understanding the story, only looking at writing styles
- Different writers have wildly different writing styles. Should there even be stylistic commonalities shared by those different individuals?
- Testing : only the books by previously unseen authors (who presumably have his/her own unique writing style)

Secret Elements in Successful Novels

(only as correlates, not to be confused as causality)






Readability & Literary Success







Sawyer et al (2008) @ Journal of Marketing

Readability & Literary Success



Readability & Literary Success



- 1. Increased use of VP= better readability (Pitler and Nenkova (2008)
- 2. Readability
Indices:METRICMore SuccessfulLess SuccessfulFOG index9.889.80Flesch index87.4887.64

Insights into Lexical Choices (w.r.t. Adventure Genre)



- verbs that are explicitly descriptive of actions and emotions: want, went, took, promise, cry, shout, jump, glare, urge
- extreme words: never, very, breathless, absolutely, perfectly
- cliche: love (desires, affair), body parts (face, arms, skin), obvious locations (beach, room, boat, avenue)

More successful: implicit showing

- verbs that describe thought-processing: recognized, remembered
- except for "think", which is a more direct and general word

- verbs for reports or quotes: said
- prepositions: up, into, out, after, in, within
- discourse connectives: and, which, though, that, as, after

From Language to the Mind

nation

^{intellectual traits}

Intent

~ ^{cognitive} identity)

Identity

Unconventional Case Studies:

- Deceptive Reviews (ACL 2011)
- II. Success of Novels (EMNLP 2013)

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Research Outlook

- Many more surprising and impactful applications
 --- yet to be discovered, formulated, and explored!
- 2. Computers may at times perform better than humans.



- 3. NLP for Digital Humanities (... and for Humanities)
 - --- Data-driven discovery of insights vs. hypothesis-driven

