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Collana	Information Systems and Applications, incl. Internet/Web, and HCI, , 2946-1642 ; ; 10809
Disciplina	153.852
Soggetti	Computers and civilization Application software User interfaces (Computer systems) Human-computer interaction Computers, Special purpose Social sciences - Data processing Computers and Society Computer and Information Systems Applications User Interfaces and Human Computer Interaction Special Purpose and Application-Based Systems Computer Application in Social and Behavioral Sciences
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Thinking about persuasive technology from the strategic business perspective: A call for research on cost-based competitive advantage -- What makes it persuasive -- Sustaining Health Behaviors Through Empowerment: A Deductive Theoretical Model of Behavior Change Based on Information and Communication Technology (ICT) -- Can an Enterprise System Persuade? The Role of Perceived Effectiveness and Social Influence -- Is it my looks? Or something I said? The Impact of Explanations, Embodiment, and Expectations on Trust and Performance in Human-Robot Teams -- Building Online Platforms for Peer Support

Groups as a Persuasive Behavioural Change Technique -- A Decision-Making Perspective on Coaching Behavior Change: A Field Experiment on Promoting Exercise at Work -- Towards Finding Windows of Opportunity for Ubiquitous Healthy Eating Interventions -- Influencing Participant Behavior Through a Notification-Based Recommendation System -- Using Visual Cues to Leverage the Use of Speech Input in the Vehicle -- Time Off: Designing Lively Representations as Imaginative Triggers for Healthy Smartphone Use -- Rationale Behind Socially Influencing Design Choices for Health Behavior Change -- The Values of Self-tracking and Persuasive eCoaching according to Employees and Human Resource Advisors for a Workplace Stress Management Application: a Qualitative Study -- Participatory Design of a Persuasive Mobile Application for Helping Entrepreneurs to Recover from Work -- Might we learn from learning? -- Shock Tactics: Perceived Controversy in Molleindustria Persuasive Games -- Reflection through Gaming: Reinforcing health message response through gamified rehearsal -- Designing and testing credibility: The case of a serious game on nightlife risks -- Persuasive Interventions for Sustainable Travel Choices Leveraging Users' Personality and Mobility Type -- Building Website Certificate Mental Models -- Persuasive Technology to Support Chronic Health Conditions: Investigating the Optimal Persuasive Strategies for Persons with COPD -- Cardiovascular Reactions during Exposure to Persuasion Principles -- Consumers' Need for Uniqueness and The Influence of Persuasive Strategies in E-commerce -- Using an Artificial Agent as a Behavior Model to Promote Assistive Technology Acceptance -- Understanding Home Energy Saving Recommendations.

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#### Sommario/riassunto

This book constitutes the refereed proceedings of the 13th International Conference on Persuasive Technology, PERSUASIVE 2018, held in Waterloo, ON, Canada, in April 2018. The 21 revised full papers and 4 short papers presented were carefully reviewed and selected from 59 submissions. The papers demonstrate how persuasive technologies can help solve societal issues. They explore new frontiers for persuasive technology, such as personalized persuasion, new sensor usage, uses of big data, and new ways of creating engagement through gaming or social connection, focusing on a variety of technologies (e.g., web, wearables, AI, and smart environments). The papers are organized in the following topical sections: social means to persuasion; nudging and just-in-time interventions; design principles and practices; persuasive games; personalization and tailoring; and theoretical reflections. .

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