1.	Record Nr.	UNISA996525669603316
	Titolo	Persuasive Technology : 18th International Conference, PERSUASIVE 2023, Eindhoven, the Netherlands, April 19-21, 2023, Proceedings / / Alexander Meschtscherjakov, Cees Midden, and Jaap Ham, editors
	Pubbl/distr/stampa	Cham, Switzerland : , : Springer, , [2023] ©2023
	ISBN	3-031-30933-2
	Edizione	[First edition.]
	Descrizione fisica	1 online resource (XVI, 426 p. 86 illus., 64 illus. in color.)
	Collana	Lecture Notes in Computer Science Series ; ; Volume 13832
	Disciplina	004.019
	Soggetti	Human-computer interaction Persuasion (Psychology) Computer programs Ubiquitous computing
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	Persuasive Technologies in Virtual and Augmented Reality -- Sharing Speaker Heart Rate with the Audience Elicits Empathy and Increases Persuasion -- Sugarcoating a bitter pill - VR against police ethnic profiling -- Perception of Virtual Agents as Communicators in Virtual vs. Augmented Reality by a Male Sample -- ReadAR, playful book finding through peer book reviews for multi-faceted characters in AR -- Persuasive Strategies -- mRAPID Study: Effect of Micro-incentives and Daily Deadlines on Practice Behavior -- What the Fork? The Impact of Social Norm Violation on User Behavior -- Evaluative Conditioning in Consumer Psychology: Can Affective Images of Climate Change Influence Sustainability Perception of Supermarket Products? -- System for Inducing Acceptance of Unconsidered Information by Connecting Current Interests Proof of Concept in Snack Purchasing Scenarios -- Persuasive Design and Applications -- Can we re-design social media to persuade people to challenge misinformation? An exploratory study -- A study of women's perceptions and opinions of a persuasive breastfeeding mHealth app -- From Persuasive Applications to Persuasive Systems in Non-Communicable Disease Care - a Systematic Literature Analysis -- Methods for Tailoring and Personalisation -- Comparing Psychometric and Behavioral Predictors of Compliance

During Human-AI Interactions -- Kindness makes you happy and happiness makes you healthy: Actual persuasiveness and personalisation of persuasive messages in a behaviour change intervention for wellbeing -- Persuasive Strategies and Emotional States: Towards Emotion-Adaptive Persuasive Technologies Design -- Tailoring Persuasive Health Messages to the Predominant Ego State of Patients -- Artificial Persuasive Agents -- Persuasive Robots in the Field -- Attitudes Toward a Virtual Smoking Cessation Coach: Relationship and Willingness to Continuec -- Persuasive-Building Fundamental Premises and Implications for Conversational Agent: A Conceptual Model in Captology -- On Further Reflection... Moral Reflections Enhance Robotic Moral Persuasive Capability -- Gamification -- Gamified medication adherence applications for chronic health conditions: Scoping Review -- Relatedness for Moral Courage: Game Experience Dimensions as Persuasive Strategies for Moral Courage in Contrast to Other Facets of Altruistic Behavior -- GardenQuest: Using Hexad Player Types to Design a Step-Based Multiplayer Persuasive Game for Motivating Physical Activity -- Personal Factors in Persuasion -- Does the association between persuasive strategies and personality types vary across regions? -- Me versus them: exploring the perception of susceptibility to persuasion in oneself and others in online gambling -- Credibility in Persuasive Systems: A Systematic Review -- Notifying Users: Customisation Preferences for Notifications in Health and Well-being Applications.

Sommario/riassunto	This book constitutes the refereed proceedings of the 18th International Conference on Persuasive Technology, PERSUASIVE 2023, held in Eindhoven, The Netherlands, April 19–21, 2023. The 24 full papers and 2 short papers included in this book were carefully reviewed and selected from 69 submissions. They were organized in topical sections as follows: Persuasive Technologies in Virtual and Augmented Reality; Persuasive Strategies; Persuasive Design and Applications; Methods for Tailoring and Personalisation; Artificial Persuasive Agents; Gamification; and Personal Factors in Persuasion.