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Persuasive design is an area of design practice that focuses on influencing human behavior through a product's or service's characteristics. Based on psychological and social theories, persuasive design is often used in e-commerce, organizational management, and public health.

What is Persuasive Design? | Interaction Design Foundation ...

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The BJ Fogg Behavior Model is a very useful model that derives from human psychology and is very recommendable to use for everyone who is involved in human-centred design or persuasive design. If you want to change behaviour three elements have to happen at the same time: motivation, ability, prompt. Also known as B=MAP. Advice is to start at ability.

BJ Fogg model explained - SUE | Behavioural Design

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The science of persuasion gives three very clear answers to this. People tend to like you more if: You are similar to them; Pay people compliments; If you cooperate with them towards a mutual goals; In short, you can behavioural design the perception of yourself by using the principle of liking. Consensus or Social Proof

Cialdini on persuasion - SUE | Behavioural Design

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What Causes Behavior Change The Fogg Behavior Model shows that three elements must converge at the same moment for a behavior to occur: Motivation, Ability, and a Prompt. When a

behavior does not occur, at least one of those three elements is missing. The Fogg Behavior Model (FBM) makes it easier to understand behavior in general.

Behavior Model

According to Fogg, persuasive technology uses seven strategies to influence behavior: reduction, tunneling, tailoring, suggestion, self monitoring, surveillance, and conditioning. Reduction – simplifies a task that the user is trying to do. Tunneling – guides the user through a sequence of activities, step by step.

Designing for Behavioral Change in Health | UX Booth

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Such union of media informatics and psychology is denoted as persuasive design and refers to all technological intervention components, which help people to take, regularly use and re-take (after relapses into unwanted behavior) interventions. Along this trend, the present chapter introduces (1) theories of health behavior change and summarizes (2) present persuasive design approaches, thereby ending with (3) future directions in the field.

Persuasive E-Health Design for Behavior Change | SpringerLink

To address the problem that most existing PTs employ the one-size-fits-all design approach, I developed the Model-driven Persuasive Technology (MPT) design approach for tailoring PTs to various user types. The MPT is based on studying and modelling user's behaviour with respect to their motivations.

DESIGN FOR BEHAVIOUR CHANGE: A MODEL-DRIVEN APPROACH FOR ...

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