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Persuasive Technology: Using Computers to Change What We ...

This chapter focuses on the use of computers as persuasive tools. It describes the seven types of persuasive technology tools, such as reduction, tunneling, tailoring, suggestion, self-monitoring, surveillance, and conditioning. Each type of tool applies a different strategy to change attitudes or behaviors.

Persuasive Technology | ScienceDirect

Persuasive technology is broadly defined as technology that is designed to change attitudes or behaviors of the users through persuasion and social influence, but not through coercion. Such technologies are regularly used in sales, diplomacy, politics, religion, military training, public health, and management, and may potentially be used in any area of human-human or human-

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Think and Do. Most self-identified persuasive technology research focuses on interactive, computational technologie

Persuasive technology - Wikipedia

Fogg has coined the phrase "Captology" (an acronym for computers as persuasive technologies) to capture the domain of research, design, and applications of persuasive computers. In this thought-provoking book, based on nine years of research in captology, Dr. Fogg reveals how Web sites, software applications, and mobile devices can be used to change people's attitudes and behavior.

Persuasive Technology: Using Computers to Change What We ...

Persuasive Technology. Using Computers to Change What We Think and Do Ph.D. B.J. Fogg (Auth.) It is rare for books to define a new discipline or fundamentally change how we think about technology and our jobs.

Persuasive Technology. Using Computers to Change What We ...

Fogg has coined the phrase Captology (an acronym for computers as persuasive technologies) to capture the domain of research, design, and applications of persuasive computers. In this thought-provoking book, based on nine years of research in captology, Dr. Fogg reveals how Web sites, software applications, and mobile devices can be used to change people's attitudes and behavior.

Persuasive technology : using computers to change what we ...

In Fogg's book, *Persuasive Technology: Using Computers to Change What We Think and Do*, he outlines seven persuasive technology tools. He argues that people respond to computers as if they are people. Therefore, he claims that through interactions with computers and media can have an effect on someone's behavior and attitude.

Persuasive Advertising Techniques You Can Use to Increase ...

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Amazon.com: Persuasive Technology: Using Computers to ...
"Yes, they can," says Dr. B.J. Fogg, director of the Persuasive Technology Lab at Stanford University. Fogg has coined the phrase "Captology" (an acronym for computers as persuasive technologies) to capture the domain of research, design, and applications of persuasive computers. In this thought-provoking...

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