Contents

Health(care), Monitoring, and Coaching

Design Decisions for a Real Time, Alcohol Craving Study Using Physio- and Psychological Measures .......................... 3 
Hendrika G. van Lier, Mira Oberhagemann, Jessica D. Stroes, Niklas M. Enewoldsen, Marcel E. Pieterse, Jan Maarten C. Schraagen, Marloes G. Postel, Miriam M.R. Vollenbroek-Hutten, Hein A. de Haan, and Matthijs L. Noordzij

Argumentation Schemes for Events Suggestion in an e-Health Platform ............ 17 
Angelo Costa, Stella Heras, Javier Palanca, Jaume Jordán, Paulo Novais, and Vicente Julián

e-Coaching for Intensive Cardiac Rehabilitation: A Requirement Analysis ........ 31 
Aldert Nooitgedagt, Robbert Jan Beun, and Frank Dignum

A Scoped Review of the Potential for Supportive Virtual Coaches as Adjuncts to Self-guided Web-Based Interventions ........................................ 43 
Mark R. Scholten, Saskia M. Kelders, and Julia E.W.C. van Gemert-Pijnen

Augmenting Group Medical Visits with Conversational Agents for Stress Management Behavior Change .......................................................... 55 
Ameneh Shamekhi, Timothy Bickmore, Anna Lestoquoy, and Paula Gardiner

Letters to Medical Devices: A Case Study on the Medical Device User Requirements of Female Adolescents and Young Adults with Type 1 Diabetes .................................................. 69 
Gillian M. McCarthy, Edgar R. Rodríguez Ramírez, and Brian J. Robinson

Personality, Personalization, and Persuasion

Deconstructing Pokémon Go – An Empirical Study on Player Personality Characteristics ................................................................. 83 
Elke Mattheiss, Christina Hochleitner, Marc Busch, Rita Orji, and Manfred Tscheligi

Personalized Assistant for Health-Conscious Grocery Shoppers .................. 95 
Chokdee Siawsolit, Sarun Seepun, Jennifer Choi, An Do, and Yu Kao
Exploring the Links Between Persuasion, Personality and Mobility Types in Personalized Mobility Applications ................................. 107
   Evangelia Anagnostopoulou, Babis Magoutas, Efthimios Bothos, Johann Schrammel, Rita Orji, and Gregoris Mentzas

Adapting Healthy Eating Messages to Personality .......................... 119
   Rosemary Josekutty Thomas, Judith Masthoff, and Nir Oren

Motivations, Facilitators, and Barriers

Computers and People Alike: Investigating the Similarity-Attraction Paradigm in Persuasive Technology ................................. 135
   Peter A.M. Ruijten and Tiange Zhao

Office Workers’ Perceived Barriers and Facilitators to Taking Regular Micro-breaks at Work: A Diary-Probed Interview Study ................. 149
   Yitong Huang, Steve Benford, Hilde Hendrickx, Rob Treloar, and Holly Blake

On the Design of Subly: Instilling Behavior Change During Web Surfing Through Subliminal Priming ........................................ 163
   Ana Caraban, Evangelos Karapanos, Vitor Teixeira, Sean A. Munson, and Pedro Campos

Kilowh.at – Increasing Energy Awareness Using an Interactive Energy Comparison Tool .......................................................... 175
   Björn Hedin and Jorge Zapico

Persuasive Technology Against Public Nuisance – Public Urination in the Urban Nightlife District .................................................. 187
   Randy Bloeme, Peter de Vries, Mirjam Galetzka, and Paul van Soomeren

Design Principles and Strategies

Commitment Devices as Behavior Change Support Systems: A Study of Users’ Perceived Competence and Continuance Intention .......... 201
   Michael Oduor and Harri Oinas-Kukkonen

   Emma Twersky and Janet Davis

Using Argumentation to Persuade Students in an Educational Recommender System .............................................................. 227
   Stella Heras, Paula Rodriguez, Javier Palanca, Néstor Duque, and Vicente Julián
Pokémon WALK: Persuasive Effects of Pokémon GO
Game-Design Elements .......................................................... 241
  Alexander Meschtscherjakov, Sandra Trösterer, Artur Lupp,
  and Manfred Tscheligi

Why Are Persuasive Strategies Effective? Exploring the Strengths
and Weaknesses of Socially-Oriented Persuasive Strategies ............... 253
  Rita Orji

Strategies and Design Principles to Minimize Negative Side-Effects
of Digital Motivation on Teamwork ............................................. 267
  Abdullah Algashami, Alimohammad Shahri, John McAlaney,
  Jacqui Taylor, Keith Phalp, and Raian Ali

Investigation of Social Predictors of Competitive Behavior
in Persuasive Technology .......................................................... 279
  Kiemute Oyibo and Julita Vassileva

Perceived Effectiveness, Credibility and Continuance Intention
in E-commerce: A Study of Amazon ............................................ 293
  Ifeoma Adaji and Julita Vassileva

Author Index ............................................................... 307