

1	Introduction: Motivation and Research Setting	1
1.1	Motivation and Relevance	1
1.2	Overall Research Design	4
1.2.1	Research Questions	4
1.2.2	Research Approach	6
1.3	Structure of the Dissertation	10
2	Foundations: Conceptual Background	15
2.1	Objectives and Structure	15
2.2	Persuasive Technology and Behavior Change Support Systems	16
2.3	Collaborative Design: Co-Creation, Co-Design and Participatory Design	20
2.4	Creativity in Individual and Group Levels	23
2.5	Conclusion and Implications	24
3	Study 1: Supporting Participants in Creative Processes with Persuasive Technology	27
3.1	Objectives and Structure	27
3.2	Theoretical Background: Relationships of Key Concepts	29
3.3	Method and Data	31
3.3.1	Case Study Research	31
3.3.2	Research Setting	32
3.3.3	Data Collection and Analysis	35
3.4	Findings	39
3.4.1	Participants' Behavior	39
3.4.2	Types of Change in Creative Processes	42

3.4.3	The Potential of Persuasive Technology	44
3.5	Discussion	47
3.5.1	Theoretical Contributions	47
3.5.2	Practical Contributions	49
3.6	Conclusion and Implications	50
4	Study 2: Categorizing Persuasive Technology for Participatory Design	53
4.1	Objectives and Structure	53
4.2	Theoretical Background	55
4.2.1	The Role of Technology in Persuasive Technology	56
4.2.2	Methods, Toolkits and Tools for Participatory Design ...	57
4.2.3	Motivation of Participants and Other Success Factors ...	58
4.3	Research Design	59
4.3.1	Literature Review	60
4.3.2	Design and Evaluation of the Artifact	62
4.4	Findings	63
4.4.1	Persuasive Technology Platforms	63
4.4.2	Artifact Description: Applications for Persuasive Technologies in Participatory Design	65
4.4.2.1	Application Scenarios for Making Tangible Things	66
4.4.2.2	Application Scenarios for Acting, Enacting and Playing	66
4.4.2.3	Application Scenarios for Talking, Telling and Explaining	70
4.4.2.4	Application Scenarios to Address General Challenges and Opportunities	73
4.4.3	Evaluation	76
4.5	Discussion	80
4.5.1	Theoretical Contributions	81
4.5.2	Practical Contributions	83
4.6	Conclusion and Implications	84
5	Study 3: Modelling and Creating Persuasive Technology for Participatory Design	89
5.1	Objectives and Structure	89
5.2	Theoretical Background	91
5.2.1	Toolkits and Canvases for Designing Technology	92
5.2.2	Reference Modelling	92

5.2.3	Designing Persuasive Technology	93
5.3	Combining the Approaches	94
5.3.1	Approaches towards a Reference Model	95
5.3.1.1	Approach 1: Eight-Step Design Process	95
5.3.1.2	Approach 2: Persuasive System Design	98
5.3.1.3	Approach 3: Participatory Design-oriented	101
5.3.2	A Reference Model for Creating Persuasive Technology for Participatory Design	102
5.3.3	A Toolkit for Integrating Persuasive Technologies in Design Processes	104
5.3.3.1	Canvases for Applying the Model	105
5.3.3.2	Technical Implementation	107
5.3.4	Application of the Reference Model	110
5.4	Discussion	111
5.4.1	Theoretical Contributions	111
5.4.2	Practical Contributions	114
5.5	Conclusion and Implications	115
6	Study 4: Implementing Persuasive Technology in Participatory Design	119
6.1	Objectives and Structure	119
6.2	Theoretical Background	121
6.2.1	Digital Innovation	122
6.2.2	Creativity Support Tools	123
6.2.3	Analyzing the Persuasion Context	124
6.3	Research Design	125
6.3.1	Problem and Motivation	126
6.3.2	Objectives	126
6.3.3	Design and Development	127
6.3.4	Demonstration and Evaluation	127
6.3.5	Communication	128
6.4	Findings	129
6.4.1	Artifact Description: Prototypes for Supporting Participants	129
6.4.1.1	Workshop Setting	129
6.4.1.2	Artifact 1: Tablet-based Participant Support	129
6.4.1.3	Artifact 2: Bluetooth Beacons for Location-based Triggers	133
6.4.1.4	Artifact 3: QR Codes for Additional Information	136

6.4.1.5	Artifact 4: Humanoid Robot Assistant	140
6.4.2	Evaluation	143
6.4.2.1	Eval1: Identify Problems	144
6.4.2.2	Eval2: Design of the Artifacts	145
6.4.2.3	Eval3: Validate Artifact Prototypes	146
6.4.2.4	Eval4: Apply the Artifacts	150
6.5	Discussion	152
6.5.1	Theoretical Contributions	152
6.5.2	Practical Contributions	154
6.6	Conclusion and Implications	155
7	Summarizing Findings and Implications	159
7.1	Objectives and Structure	159
7.2	Summary of Chapters 1–6	159
7.2.1	Summary of Chapter 1	159
7.2.2	Summary of Chapter 2	161
7.2.3	Summary of Chapter 3	162
7.2.4	Summary of Chapter 4	163
7.2.5	Summary of Chapter 5	164
7.2.6	Summary of Chapter 6	164
7.3	Combining the Results	165
7.3.1	Overall Discussion and Implications of the Results of Studies 1–4	165
7.3.2	Design Principles for Persuasive Technology in Participatory Design Workshops	168
7.4	Limitations and Future Research	170
7.5	Concluding Remarks	173
A	Author’s Work Relevant to this Dissertation	175
B	Code Structure of Study 1	177
C	Screenshots of the Online Implementation of the PT Navigator	179
D	Canvases for Creating Persuasive Technology for Participatory Design	183
E	Schema and Examples on the Configuration of Artifacts 1–4	195
F	Screenshots of the Artifact for Eval4-Workshop	201
References		205