Gamification - persuasion for behavior change using formal argumentation Additional documentation of the systematic literature review

Esteban Guerrero^{1[0000-0002-6035-800X]}

Department of computing science, Umeå University, Sweden esteban@cs.umu.se https://people.cs.umu.se/esteban/

1 Systematic literature review methodology

This paper followed a three-arm methodological approach where *features* (*e.g.*reminders, suggestions, etc.) and *strategies* (*e.g.* gamification, pro-activeness, etc.) of persuasive technology were identified. We followed the Kitchenham's protocol in [23] to perform our systematic literature reviews (SLR), which was part of the methodological procedure used in this paper (see Figure 1).

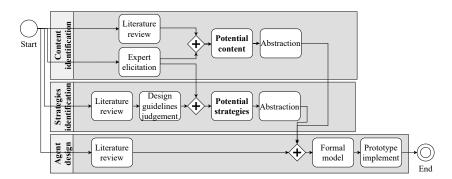


Fig. 1: 3-armed methodological process to integrate: 1) expert elicitation of persuasive features of a coaching technology, 2) strategies used in persuasive technology, and 3) formal models of software agents.

1.1 SLR Research questions

The questions that the SLR was aiming to solve were:

- Q1 What features w.r.t. content a persuasive or coaching system has? and
- Q2 What strategies *w.r.t.* behavior of the software presenting content a persuasive or coaching system has?

2 Guerrero et al.

1.2 Databases

We collect results from seven databases: IEEE Xplore, Web of Science, PubMed, Taylor and Francis, Scopus, EBSCO and Cochrane reviews. The time frame selected for this review was from January 2000 to December 2020.

1.3 Databases queries

We use systematically the following keywords in our search strategy: ALL (''coaching system'') OR ALL (''behaviour change system'') OR ALL (''persuasive system'') OR ALL (''support system'') AND PUBYEAR > 2000 AND SUBJAREA (comp OR medi OR nurs OR heal) AND TITLE-ABS-KEY (*health AND behavior AND change AND ''social network'' OR ''social media'') AND (LIMIT-TO (DOCTYPE , ''cp'') OR LIMIT-TO (DOCTYPE , ''ar'')), where SUBJAREA is a refining keyword for specifying the subject area, *e.g.* "comp" computer science, "medi" medicine, "nurs" nursing, "heal" health area in general. TITLE-ABS-KEY specifies that the search will be performed inside of the title, abstract or keywords. DOCTYPE limits the search in two types of documents: "cp" conference papers and "ar" journal articles.

1.4 Inclusion and exclusion criteria

We used a set of assessment criteria to evaluate the quality of every paper:

- CR0 It is connected with cardio-vascular diseases in people older than 40 years old;
- CR1 Describes any AI-based approach used to detect, predict, anticipate, infer or deduce a (un)desired/(un)wanted specific behavior;
- CR2 Mentions how methods or approaches are joined/linked;
- CR3 Describes the type of methods or approaches used for coaching (during intervention);
- CR4 Include characterization of behavior causality and the consequent recommendation or feedback for the user.

Every criteria has a quantitative score of 1, 0 or -1, which correspond to answering the criteria with values: Yes, Partially or Not, respectively. A total score is calculated by adding the individual criteria values. Our total selection score was equal or greater than zero.

References

 Amershi, S., Weld, D., Vorvoreanu, M., Fourney, A., Nushi, B., Collisson, P., Suh, J., Iqbal, S., Bennett, P.N., Inkpen, K., Teevan, J., Kikin-Gil, R., Horvitz, E.: Guidelines for Human-AI Interaction. Proceedings of the 2019 CHI Conference on Human Factors in Computing Systems pp. 1–13 (May 2019). https://doi.org/10.1145/3290605.3300233

- Amgoud, L., de Saint-Cyr, F.D.: An axiomatic approach for persuasion dialogs. In: 2013 IEEE 25th International Conference on Tools with Artificial Intelligence. pp. 618–625. IEEE (2013)
- 3. Bratman, M.: Intention, plans, and practical reason. Harvard University Press (1987)
- 4. Cañamero, L.: Designing emotions for activity selection in autonomous agents. Emotions in humans and artifacts **115**, 148 (2003)
- Charmaz, K.: Grounded Theory: Methodology and Theory Construction. In: International Encyclopedia of the Social & Behavioral Sciences, pp. 6396–6399. Pergamon, Oxford, England, UK (Jan 2001). https://doi.org/10.1016/B0-08-043076-7/00775-0
- Chen, S., Chaiken, S.: The heuristic-systematic model in its broader context. In: Dual-process Theories in Social Psychology, pp. 93–96. Guilford Publications (1999)
- Cranefield, S., Winikoff, M., Dignum, V., Dignum, F.: No pizza for you: Valuebased plan selection in bdi agents. In: IJCAI. pp. 178–184 (2017)
- Crano, W.D., Prislin, R.: Attitudes and persuasion. Annual Review of Psychology 57, 345–374 (2006). https://doi.org/10.1146/annurev.psych.57.102904.190034
- Dechesne, F., Di Tosto, G., Dignum, V., Dignum, F.: No smoking here: values, norms and culture in multi-agent systems. Artificial intelligence and law 21(1), 79–107 (2013)
- Dennison, L., Morrison, L., Conway, G., Yardley, L.: Opportunities and Challenges for Smartphone Applications in Supporting Health Behavior Change: Qualitative Study. J. Med. Internet Res. 15(4), e2583 (Apr 2013). https://doi.org/10.2196/jmir.2583
- 11. Deonna, J.A., Teroni, F.: Emotions as attitudes. dialectica $\mathbf{69}(3),\,293\text{--}311$ (2015)
- Dung, P.M.: On the acceptability of arguments and its fundamental role in nonmonotonic reasoning, logic programming and n-person games. Artificial Intelligence 77(2), 321–357 (1995)
- Gelfond, M., Lifschitz, V.: Classical negation in logic programs and disjunctive databases. New generation computing 9(3-4), 365–385 (1991)
- Ghazali, A.S., Ham, J., Barakova, E., Markopoulos, P.: Persuasive robots acceptance model (pram): roles of social responses within the acceptance model of persuasive robots. International Journal of Social Robotics pp. 1–18 (2020)
- Guerini, M., Castelfranchi, C.: Promises and threats in persuasion. In: 6th Workshop on Computational Models of Natural Argument. pp. 14–21 (2006)
- Guerini, M., Stock, O., Zancanaro, M.: A taxonomy of strategies for multimodal persuasive message generation. Applied Artificial Intelligence 21(2), 99–136 (Feb 2007). https://doi.org/10.1080/08839510601117169
- Guerrero, E., Lindgren, H.: Practical reasoning about complex activities. In: International Conference on Practical Applications of Agents and Multi-Agent Systems. pp. 82–94. Springer (2017)
- Guerrero, E., Nieves, J.C., Lindgren, H.: Semantic-based construction of arguments: An answer set programming approach. International Journal of Approximate Reasoning 64, 54 74 (2015)
- Hunter, A.: Modelling the persuadee in asymmetric argumentation dialogues for persuasion. In: Proceedings of the Twenty-Fourth International Joint Conference on Artificial Intelligence, IJCAI 2015, Buenos Aires, Argentina, July 25-31, 2015. pp. 3055-3061 (2015), http://ijcai.org/Abstract/15/431
- Hunter, A.: Computational persuasion with applications in behaviour change. In: COMMA. pp. 5–18 (2016)

- 4 Guerrero et al.
- Hunter, A.: Towards a framework for computational persuasion with applications in behaviour change. Argument & Computation 9(1), 15–40 (2018)
- Johnson, D., Deterding, S., Kuhn, K.A., Staneva, A., Stoyanov, S., Hides, L.: Gamification for health and wellbeing: A systematic review of the literature. Internet interventions 6, 89–106 (2016)
- Kitchenham, B.: Procedures for performing systematic reviews. Keele, UK, Keele University 33(2004), 1–26 (2004)
- Klasnja, P., Consolvo, S., McDonald, D.W., Landay, J.A., Pratt, W.: Using Mobile & Personal Sensing Technologies to Support Health Behavior Change in Everyday Life: Lessons Learned. AMIA Annu. Symp. Proc. 2009, 338 (2009), https://www. ncbi.nlm.nih.gov/pmc/articles/PMC2815473
- Lindgren, H., Guerrero, E., Jingar, M., Lindvall, K., Ng, N., Richter Sundberg, L., Santosa, A., Weinehall, L.: The star-c intelligent coach:: a cross-disciplinary design process of a behaviour change intervention in primary care. In: pHealth 2020. vol. 273, pp. 203–208. IOS Press (2020)
- Maimone, R., Guerini, M., Dragoni, M., Bailoni, T., Eccher, C.: PerKApp: A general purpose persuasion architecture for healthy lifestyles. J. Biomed. Inf. 82, 70–87 (Jun 2018). https://doi.org/10.1016/j.jbi.2018.04.010
- 27. Némery, A., Brangier, E.: Set of guidelines for persuasive interfaces: Organization and validation of the criteria. Journal of Usability Studies **9**(3) (2014)
- Némery, A., Brangier, E., Kopp, S.: First Validation of Persuasive Criteria for Designing and Evaluating the Social Influence of User Interfaces: Justification of a Guideline. In: Design, User Experience, and Usability. Theory, Methods, Tools and Practice, pp. 616–624. Springer, Berlin, Germany (Jul 2011)
- 29. Ng, N., Eriksson, M., Guerrero, E., Gustafsson, C., Kinsman, J., Lindberg, J., Lindgren, H., Lindvall, K., Lundgren, A.S., Lönnberg, G., Sahlen, K.G., Santosa, A., Richter Sundberg, L., Weinehall, L., Wennberg, P.: Sustainable behaviour change for health supported by person-tailored, adaptive, risk-aware digital coaching in a social context: Study protocol for the star-c research programme. Frontiers in Public Health, section Digital Public Health (2021), to appear
- Oinas-Kukkonen, H., Harjumaa, M.: Persuasive systems design: Key issues, process model, and system features. Communications of the Association for Information Systems 24(1), 28 (2009)
- Parsons, S., Wooldridge, M., Amgoud, L.: On the outcomes of formal inter-agent dialogues. In: Proceedings of the second international joint conference on Autonomous agents and multiagent systems. pp. 616–623. ACM (2003)
- Pasquier, P., Rahwan, I., Dignum, F., Sonenberg, L.: Argumentation and persuasion in the cognitive coherence theory. COMMA 144, 223–234 (2006)
- Petty, R.E., Briñol, P.: The elaboration likelihood model. Handbook of theories of social psychology 1, 224–245 (2011)
- Rao, A.S., Georgeff, M.P.: Modeling rational agents within a BDI-architecture. KR 91, 473–484 (1991)
- Rao, A.S., Georgeff, M.P., et al.: Bdi agents: From theory to practice. In: ICMAS. vol. 95, pp. 312–319 (1995)
- Rossi, M., Tappolet, C.: What kind of evaluative states are emotions? the attitudinal theory vs. the perceptual theory of emotions. Canadian Journal of Philosophy 49(4), 544–563 (2019)
- Sama, P.R., Eapen, Z.J., Weinfurt, K.P., Shah, B.R., Schulman, K.A.: An Evaluation of Mobile Health Application Tools. JMIR mHealth and uHealth 2(2), e3088 (May 2014)

- Schwartz, S.H.: Universals in the content and structure of values: Theoretical advances and empirical tests in 20 countries. In: Advances in experimental social psychology, vol. 25, pp. 1–65. Elsevier (1992)
- Steunebrink, B.R., Dastani, M., Meyer, J.J.C., et al.: A logic of emotions for intelligent agents. In: Proceedings of the National Conference on Artificial Intelligence. vol. 22, p. 142. Menlo Park, CA; Cambridge, MA; London; AAAI Press; MIT Press; 1999 (2007)
- 40. Van Dyke Parunak, H., Bisson, R., Brueckner, S., Matthews, R., Sauter, J.: A model of emotions for situated agents. In: Proceedings of the fifth international joint conference on Autonomous agents and multiagent systems. pp. 993–995 (2006)
- Walton, D., Krabbe, E.C.W.: Commitment in Dialogue: Basic Concepts of Interpersonal Reasoning. SUNY series in Logic and Language, State University of New York Press (1995), https://books.google.se/books?id=6nU8TpVmW08C
- Wooldridge, M., Jennings, N.R.: Agent theories, architectures, and languages: A survey. SpringerLink pp. 1–39 (Aug 1994)
- 43. Wooldridge, M.J., Jennings, N.R.: Intelligent agents: Theory and practice. The knowledge engineering review **10**(2), 115–152 (1995)