

Introduction

In this survey, we are interested in how systems might support people in changing their behavior.

You will be presented with 6 scenarios describing possible behavior, after which we will ask you how the system could help a person change their behavior. The whole survey will last maximum 15 minutes.

To check if you have truly read everything carefully, we will pose a control question at the very end. Please note you will only be able to collect payment if you answer the question correctly, so please read and answer to everything carefully.

It is a good research practice to have participants provide "informed written consent". This means that you the participant understands and agrees to the following by clicking the '->' button below:

- You have read and understood the information about what this survey entails
- Your participation is completely voluntary
- That payment will only be given to respondents who fill in the entire survey and answer the control question correctly
- That all your data will be stored anonymously, and your amazon ID only serves to solve problems during the experiment. The ID will not be stored after the survey has been filled in by all respondents.
- That if you take more than 4 hours, you cannot continue to finish the survey or receive your survey code
- You will answer the question on the next page with the word *consent* to prove that you've read this form
- You agree to take part in this study

Amazon ID:

Age:

Gender

- ☐ Male
- ☐ Female
- ☐ Other

Are you a native English speaker?

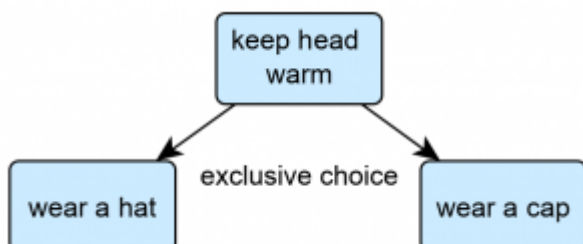
- ☐ Yes
- ☐ No

What is the word you were asked to fill in to prove you read the consent form? (all small-case!)

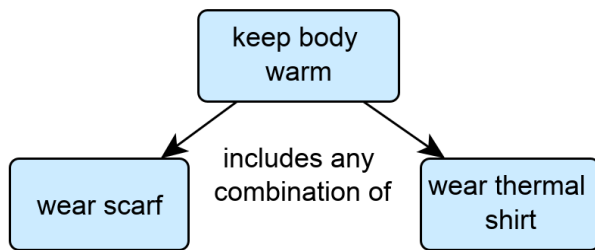
Explanation second half

In the following section, you will see small scenarios in which possible behavior is described. Along with this, you will find a small graph visualizing the story. In the stories, there are four possible ways actions can relate.

Firstly, an action might be done in different ways, where those are an exclusive choice. For instance, I could keep my head warm in two different ways, by either wearing a hat or by wearing a cap, but not both at the same time. This would be represented in a figure like this:



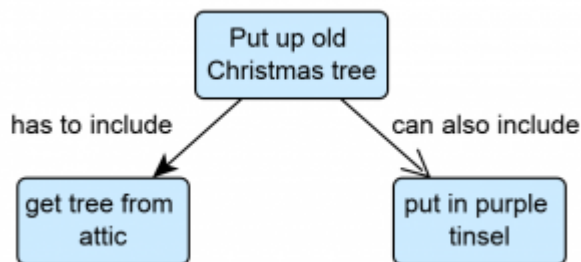
Secondly, some actions could be done in different ways, but I could do all of them as well. For instance, I could keep my body warm by wearing a scarf or by wearing a thermal-shirt, but also both at the same time. This would be represented in a figure like this:



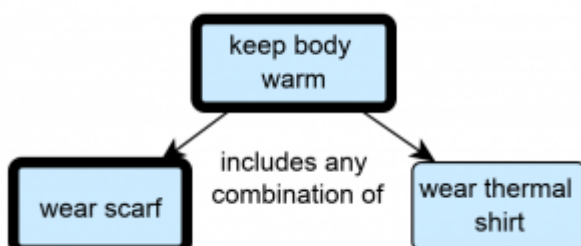
Thirdly, some actions can be a part of performing another action, where one needs to include the other. For instance when putting up your old Christmas tree, a part can be getting that tree from the attic, which is mandatory. You cannot put up that tree without taking it from the attic. (Although you might take it from the attic without putting it up!

Finally, some actions are a part of another, but are not necessary to do. For instance, putting up your old Christmas tree could also include putting in the purple metallic tinsel, but it can also be done without doing so.

These two things would be represented in a figure like this:



All scenarios also describe which of the actions are actually being done. This is represented by the bold lines. So if you are keeping your body warm by wearing a scarf but not a thermal shirt, it would look like this:



In the following questions, you will be asked to imagine the scenario is true for you. For all scenarios, you are given an action you want to change, so either stop or start doing something.

Imagine there is technology that wants to help you achieve this goal! It could do so directly (for instance by motivating you to stop doing something), but also indirectly. For instance, if putting up the old Christmas tree will always have to involve getting the old tree from the attic, and you want to stop getting the tree from the attic (imagine you have back problems), you will also not be able to put it up for Christmas. So the system might also help convince you that it's okay not to put up this tree.

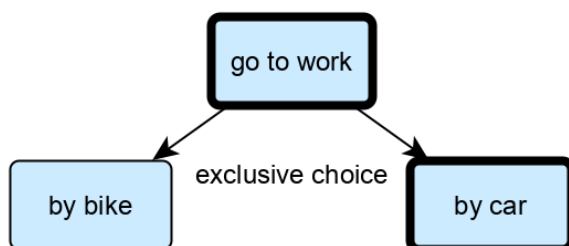
In the following questions, think about which of such *additional* goals a system might help you with, which are useful to help you achieve your main goal. Remember/write down the 16 to fill in at the end.

Always read all scenarios carefully! There are always small differences in either the actions or the goals described. For each question, please spend at least 10 seconds reading and answering. Before that time, you will not be able to proceed.

[you can continue after 1 minute, please read these instructions carefully]

0059

XOR - start child



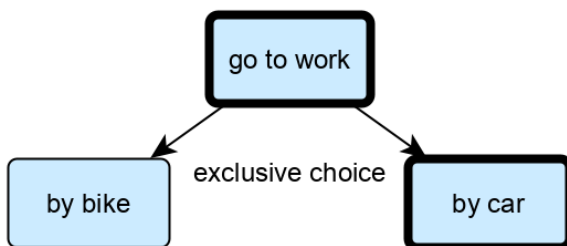
Imagine a situation where you go to work during the week. You have two different ways of getting there, namely by bike or by car. At the moment, you always go by car.

You want the system to help you: **start biking to work**, as you want to get outside more

Aside from directly supporting you to start biking (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop going to work
- ☐ stop going to work by car
- ☐ none of the above

XOR - stop child



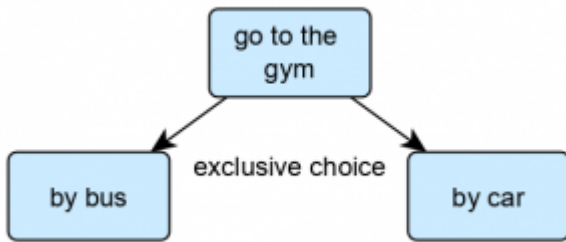
Imagine a situation where you go to work during the week. You have two different ways of getting there, namely by bike or by car. At the moment, you always go by car.

You want the system to help you: **stop driving to work**, as you want to save on gas.

Aside from directly supporting you to stop driving to work (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop going to work
- ☐ start going to work by bike
- ☐ none of the above

XOR - start child 2 (parent not being done)



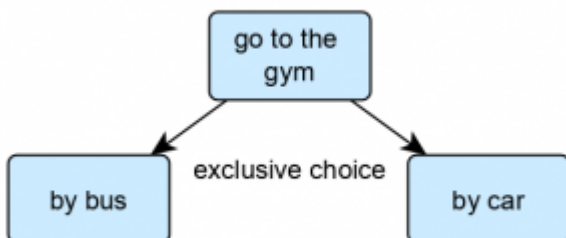
Imagine a situation where you have a gym nearby. The two possible ways to get there are to go by bus, or to drive. At the moment, you are not going to the gym at all.

You want the system to help you **start going to the gym by bus**, as you want to start being more active but also save on gas.

Aside from directly supporting you to start going to the gym by bus (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start going to the gym
- ☐ start going to the gym by car
- ☐ none of the above

XOR - start parent



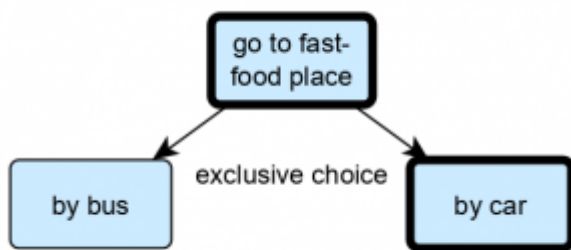
Imagine a situation where you have a gym nearby. The two possible ways to get there are to go by bus, or to drive. At the moment, you are not going to the gym at all.

You want the system to help you: **start going to the gym**, as you want to start being more active

Aside from directly supporting you to start going to the gym (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start going to the gym by bus
- ☐ start going to the gym by car
- ☐ none of the above

XOR - stop parent



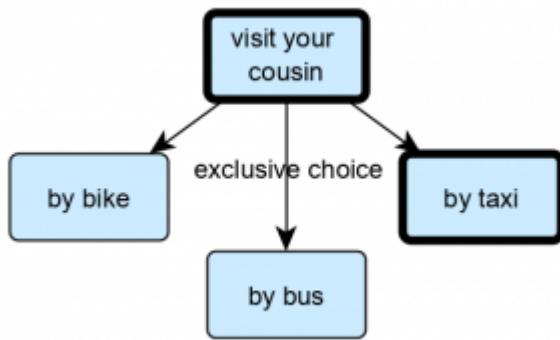
Imagine a situation in which you have a habit of going to a particular fast-food place twice a week. You have two different ways of getting there, namely by car or by bus. You always go by car.

You want the system to help you: **stop going to the fast-food place**, as you want to start eating healthier

Aside from directly supporting you to stop going to the fast-food place (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop going to the fast-food place by car
- ☐ start going to the fast-food place by bus
- ☐ none of the above

XOR start child 3way



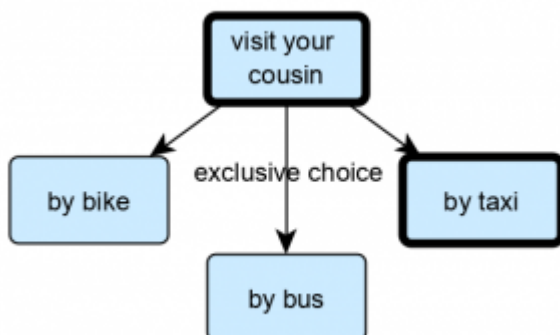
Imagine a situation where you go to visit your cousin every weekend. You have three different ways of getting there, namely by bike, bus or by taxi. At the moment, you always go by taxi.

You want the system to help you: **start biking to your cousin**, as you want to get more exercise.

Aside from directly supporting you to start biking to your cousin (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop going to your cousin
- ☐ start going by bus
- ☐ stop going by taxi
- ☐ none of the above

XOR stop child 3way



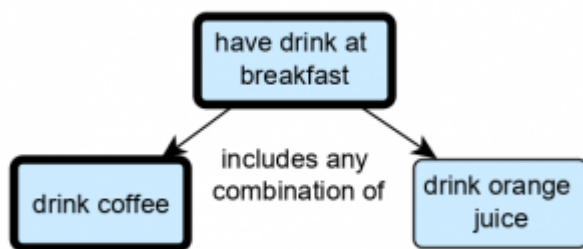
Imagine a situation where you go to visit your cousin every weekend. You have three different ways of getting there, namely by bike, bus or by taxi. At the moment, you always go by taxi.

You want the system to help you: **stop taking the taxi to visit your cousin**, as want to save cost

Aside from directly supporting you to stop taking the taxi to your cousin (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop going to your cousin
- ☐ start biking to your cousin
- ☐ start taking the bus to your cousin
- ☐ none of the above

OR - start child



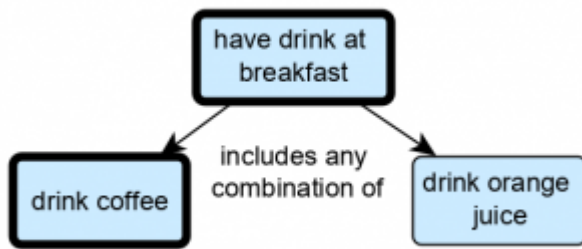
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee or orange juice, or both. At the moment, you always drink only coffee.

You want the system to help you: **start drinking orange juice**, as you want more vitamins in your diet.

Aside from directly supporting you to start drinking orange juice (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop having a drink at breakfast
- ☐ stop drinking coffee
- ☐ none of the above

OR stop child



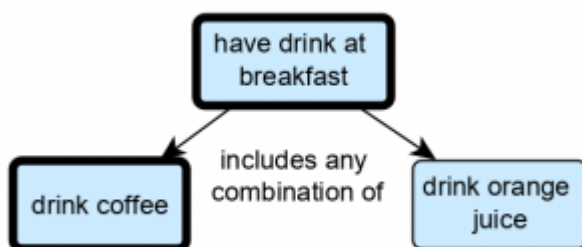
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee or orange juice, or both. At the moment, you always drink only coffee.

You want the system to help you: **stop drinking coffee**, as you want to consume less caffeine.

Aside from directly supporting you to stop drinking coffee (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop having a drink at breakfast
- ☐ start drinking orange juice
- ☐ none of the above

OR stop parent



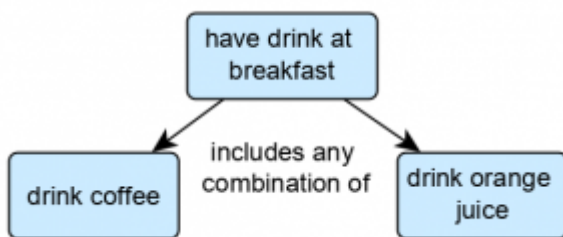
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee or orange juice, or both. At the moment, you always drink only coffee.

You want the system to help you: **stop having something to drink during breakfast**, as you always have to go to the toilet shortly after, which is inconvenient

Aside from directly supporting you to stop having a drink for breakfast (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop drinking coffee at breakfast
- ☐ start drinking orange juice at breakfast
- ☐ none of the above

OR start child 2 (parent not being done)



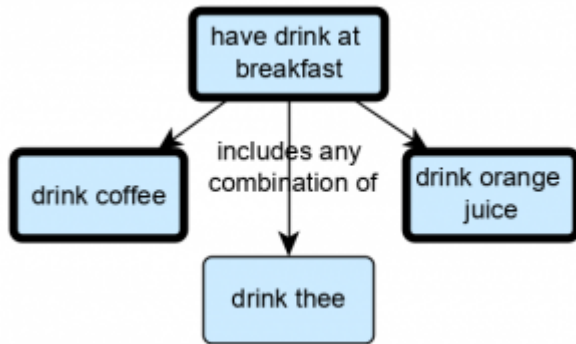
Imagine a situation where during breakfast you could have something to drink. You could drink coffee or orange juice, or both. At the moment, you never drink anything during breakfast.

You want the system to help you: **start drinking orange juice during breakfast**, as you want more vitamins in your diet.

Aside from directly supporting you to start drinking orange juice during breakfast (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start drinking something at breakfast
- ☐ start drinking coffee at breakfast
- ☐ none of the above

OR start child 3way



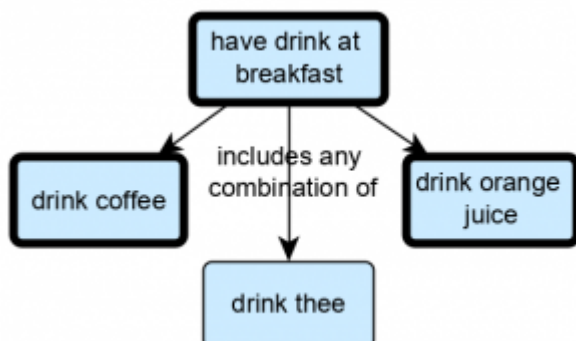
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee, orange juice, thee, or any combination of those. At the moment, you always drink coffee and orange juice.

You want the system to help you: **start drinking thee**, as you have gotten thee from a friend.

Aside from directly supporting you to start drinking thee (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop having a drink at breakfast
- ☐ stop drinking orange juice
- ☐ stop drinking coffee
- ☐ none of the above

OR stop child 3way



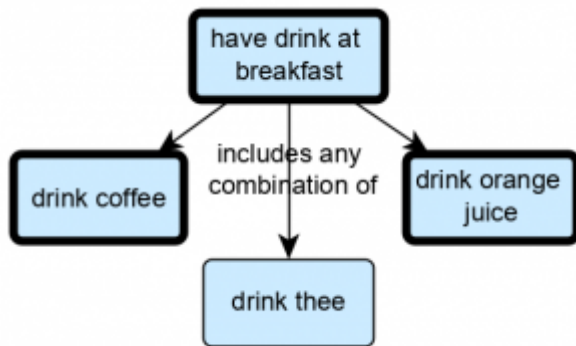
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee, orange juice, thee, or any combination of those. At the moment, you always drink coffee and orange juice.

You want the system to help you: **stop drinking coffee**, as you want to consume less caffeine.

Aside from directly supporting you to stop drinking coffee (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop having a drink at breakfast
- ☐ stop drinking orange juice
- ☐ start drinking thee

OR stop parent 3way



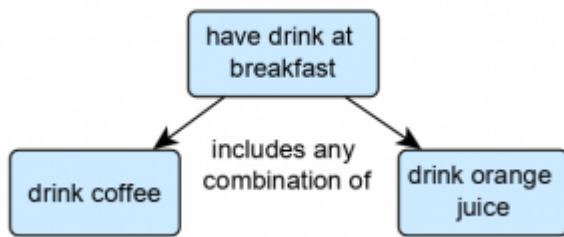
Imagine a situation where you have breakfast, and you have something to drink. You can drink coffee, orange juice, thee, or any combination of those. At the moment, you always drink coffee and orange juice.

You want the system to help you: **stop having something to drink during breakfast**, as you always have to go to the toilet shortly after, which is inconvenient

Aside from directly supporting you to stop having a drink during breakfast (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop drinking coffee
- ☐ stop drinking orange juice
- ☐ start drinking thee
- ☐ none of the above

OR start parent



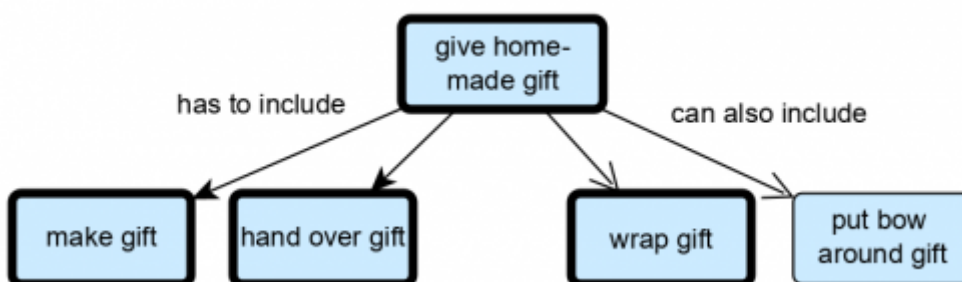
Imagine a situation where you have breakfast, and could you have something to drink. You could drink coffee or orange juice, or both. At the moment, you never drink anything during breakfast.

You want the system to help you: **start having a drink for breakfast**, as you always get thirsty while going to work shortly after

Aside from directly supporting you to start having a drink for breakfast (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start drinking orange juice at breakfast
- ☐ start drinking coffee at breakfast
- ☐ none of the above

OPTION - stop optional child



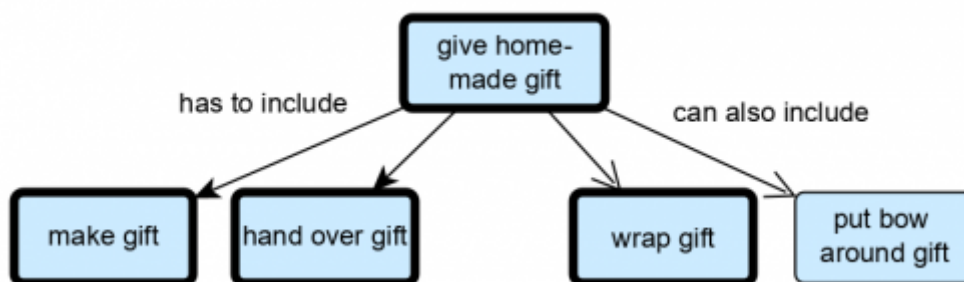
Imagine a situation in which you regularly give people home-made gifts. When doing this, you always have to firstly make the gift, and secondly hand it over. You can optionally also wrap the gift, and/or put a bow around it. At the moment, you always make and hand over the gift, and also wrap it, but you don't put bows around them.

You want the system to help you: **stop wrapping gifts**, as you want to be more environmentally friendly and not create extra waste.

Aside from directly supporting you to stop wrapping gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop giving people home-made gifts
- ☐ stop making gifts
- ☐ stop handing over gifts
- ☐ start putting bows around gifts
- ☐ none of the above

OPTION - start optional child



Imagine a situation in which you regularly give people home-made gifts. When doing this, you always have to firstly make the gift, and secondly hand it over. You can optionally also wrap the gift, and/or put a bow around it. At the moment, you always make and hand over the gift, and also wrap it, but you don't put bows around them.

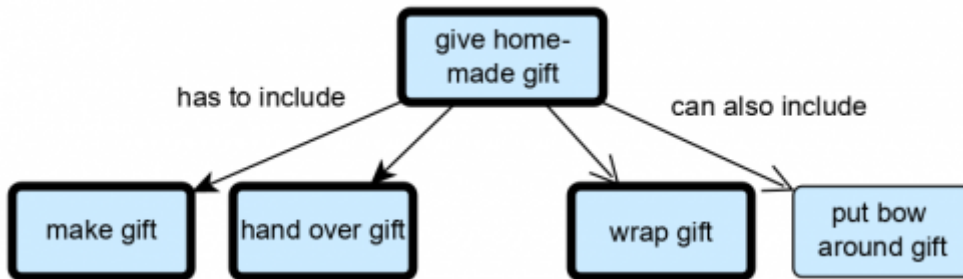
You want the system to help you: **start putting bows around your gifts**: because they are really time-consuming to do and therefore make the gift extra special

Aside from directly supporting you to start putting bows around your gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop giving people home-made gifts
- ☐ stop making gifts
- ☐ stop handing over gifts

- ☐ stop wrapping gifts
- ☐ none of the above

OPTION - stop mandatory child



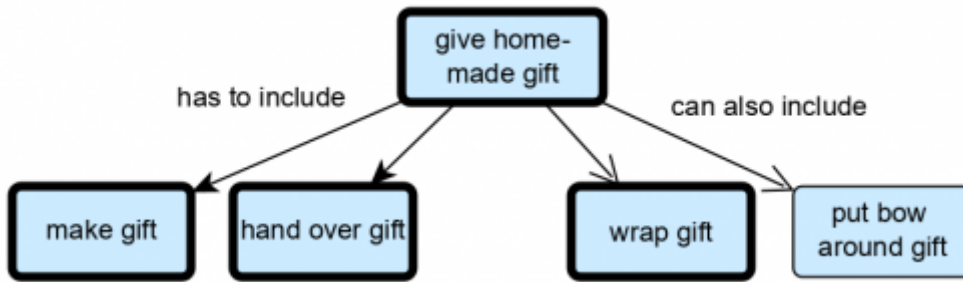
Imagine a situation in which you regularly give people home-made gifts. When doing this, you always have to firstly make the gift, and secondly hand it over. You can optionally also wrap the gift, and/or put a bow around it. At the moment, you always make and hand over the gift, and also wrap it, but you don't put bows around them.

You want the system to help you: **stop making gifts**, as you use this to procrastinate cleaning the house.

Aside from directly supporting you to stop making gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop giving people home-made gifts
- ☐ stop handing over gifts
- ☐ stop wrapping gifts
- ☐ start putting bows around gifts
- ☐ none of the above

OPTION - stop parent



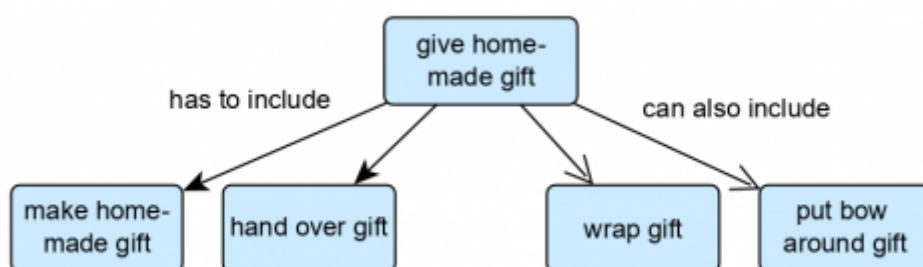
Imagine a situation in which you regularly give people home-made gifts. When doing this, you always have to firstly make the gift, and secondly hand it over. You can optionally also wrap the gift, and/or put a bow around it. At the moment, you always make and hand over the gift, and also wrap it, but you don't put bows around them.

You want the system to help you: **stop giving home-made gifts**, as none of your friends really appreciate them anyway and this causes frustration.

Aside from directly supporting you to stop giving home-made gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ stop making gifts
- ☐ stop handing over gifts
- ☐ stop wrapping gifts
- ☐ start putting bows around gifts
- ☐ none of the above

OPTION - start mandatory child



Imagine a situation in which you could make home-made gifts. You could for instance do this as a part of giving people home-made gifts, in which case you would have to make them, and also hand it over. In this case, you could also optionally also wrap the gift, and/or put a bow around it. At the moment, you

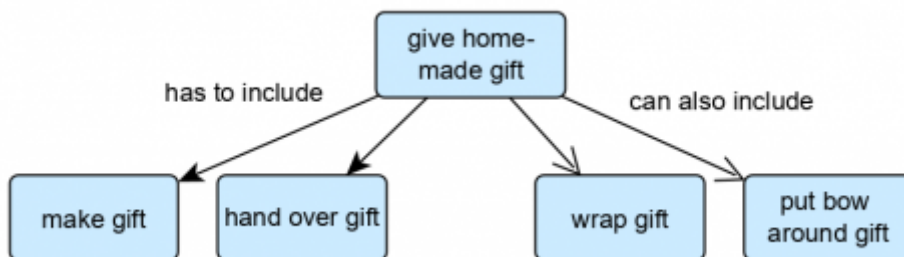
never make home-made gifts.

You want the system to help you: **start making gifts**, as it's an activity which helps you relax

Aside from directly supporting you to start making gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start giving people home-made gifts
- ☐ start handing over gifts
- ☐ start wrapping gifts
- ☐ start putting bows around gifts
- ☐ none of the above

OPTION - start optional child 2 (parent not being done)



Imagine a situation in which you could put bows around gifts you give. For instance as a part of giving people home-made gifts, in which case you would have to make them, and also hand it over. In this case, you could also optionally also wrap the gift along with putting a bow around it. At the moment, you never put bows around any gifts, and you don't give home-made gifts.

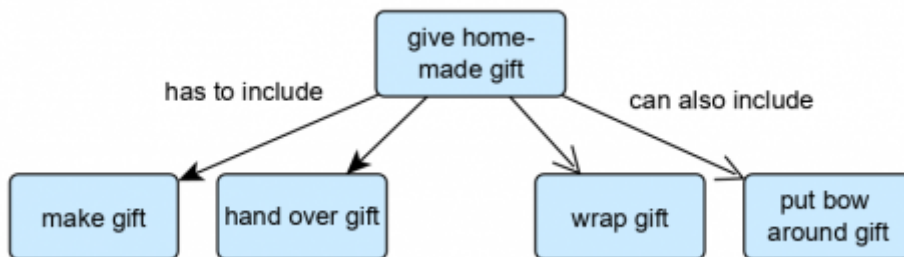
You want the system to help you: **start putting bows around gifts**

Aside from directly supporting you to start putting bows around gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start giving people home-made gifts
- ☐ start making gifts
- ☐ start handing over gifts

- ☐ start wrapping gifts
- ☐ none of the above

OPTION - start parent



Imagine a situation in which you could give people home-made gifts. If you were to do this, you would always have to have to firstly make the gift, and secondly hand it over. You could optionally also wrap the gift, and/or put a bow around it. At the moment, you never give home-made gifts.

You want the system to help you: **start giving home-made gifts**, as you don't have much money but still want to give something special to people.

Aside from directly supporting you to start giving home-made gifts (for instance motivating you to do so), which other changes could the system help you with to indirectly help you achieve your goal?

- ☐ start making gifts
- ☐ start handing over gifts
- ☐ start wrapping gifts
- ☐ start putting bows around gifts
- ☐ none of the above

MC part explanation

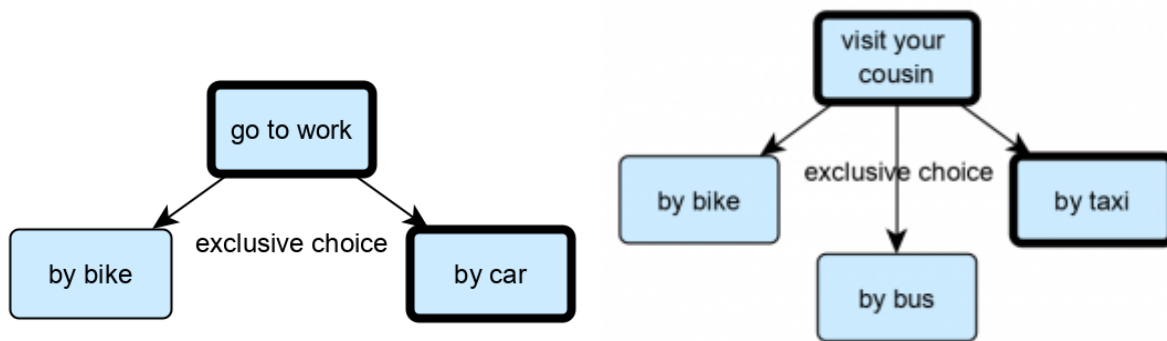
You are almost there!

For the final questions, you will again see some scenarios and figures describing some situations. In this case, there are always two goals! These might match some of

the goals you have seen before.

In these questions, you will be asked to evaluate some options for *additional* goals to support. As before, read all scenarios carefully before you answer.

XOR - MC



Imagine a situation where you go to work during the week. You have two different ways of getting there, namely by bus or by car. At the moment, you always go by car. You also go to visit your cousin every weekend. You have three different ways of getting there, namely by bike, bus or by taxi. At the moment, you always go by taxi.

Remember/write down the second number to fill in at the end, which is thirty-eight.

You want the system to help you: **stop driving to work**, as you want to save on gas, and to **start biking to your cousin**, as you want to get more exercise

Below, are four options on additional changes the system could help you with to reach your main goals. Please rank these options as to which makes most sense to you, where 1 is the best and 4 the worst.

stop going to work, start driving

stop going to your cousin by taxi

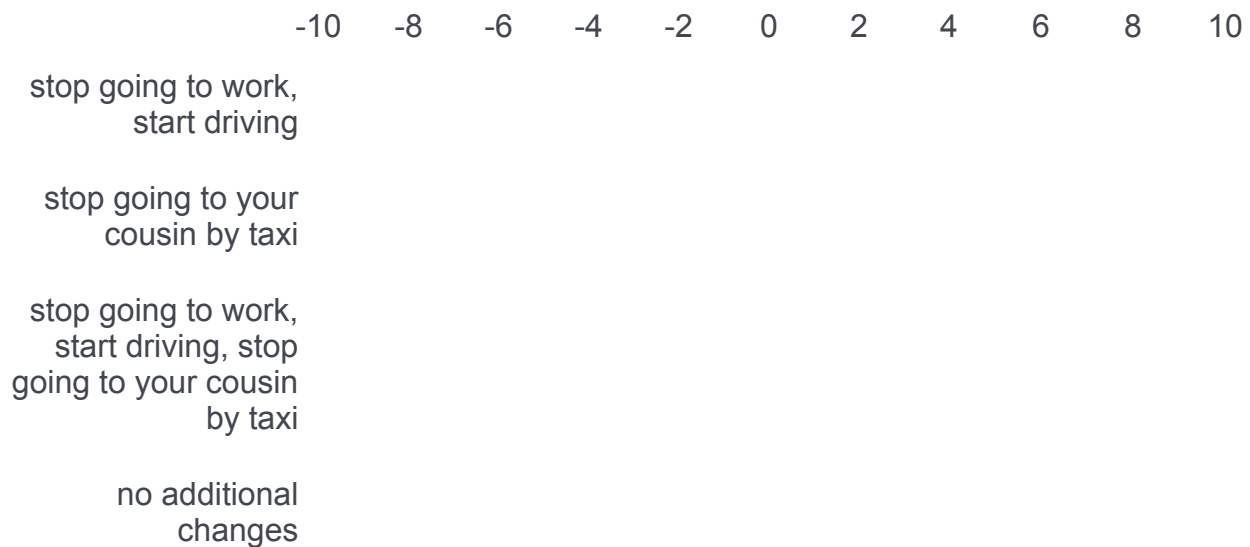
stop going to work, start driving, stop going to your cousin by taxi

no additional changes

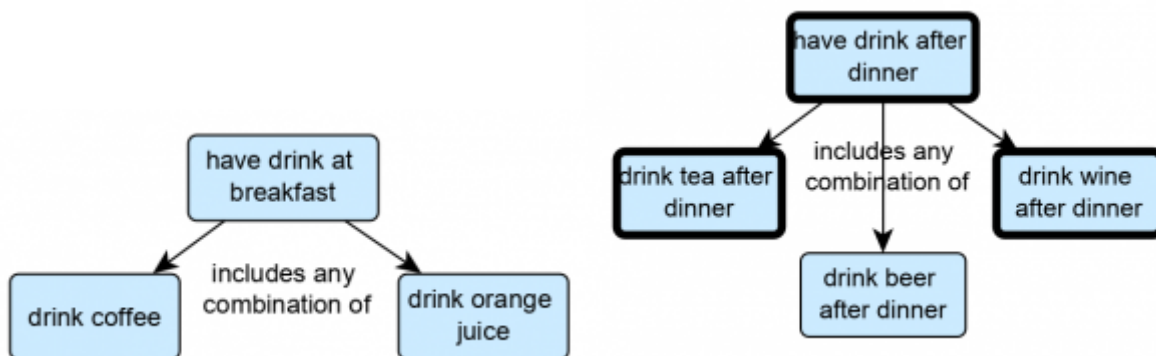
Additionally, for each of these options, please indicate how helpful it would be for you to achieve your main goals of **stop driving to work**, and **start biking to your cousin** if the

system were to help you with them.

Where -10 means: detrimental to achieving my goals, 0 is neutral, and 10 is very helpful to achieving my goals.



OR - MC



Imagine a situation where you have breakfast, and could you have something to drink. You could drink coffee or orange juice, or both. At the moment, you never drink anything during breakfast. Right after dinner, you could also have a drink, in which case you could have tea, wine or a beer. You normally have a glass of wine and a cup of tea.

You want the system to help you: **start having a drink for breakfast**, as you always get thirsty while going to work shortly after, and to **stop having a drink after dinner**, as you always have to go to the toilet in the middle of the night.

Below, are four options on *additional changes* the system could help you with to reach your main goals. Please rank these options as to which makes most sense to you, where 1 is the best and 4 the worst.

start drinking coffee at breakfast, start drinking orange juice at breakfast

stop having wine after dinner, stop having tea after dinner

start drinking coffee at breakfast, start drinking orange juice at breakfast, stop having wine after dinner, stop having tea after dinner

no additional changes

Additionally, for each of these options, please indicate how helpful it would be for you to achieve your main goals of **start having a drink for breakfast**, and **stop having a drink after dinner** if the system were to help you with them.

Where -10 means: detrimental to achieving my goals, 0 is neutral, and 10 is very helpful to achieving my goals.

-10 -8 -6 -4 -2 0 2 4 6 8 10

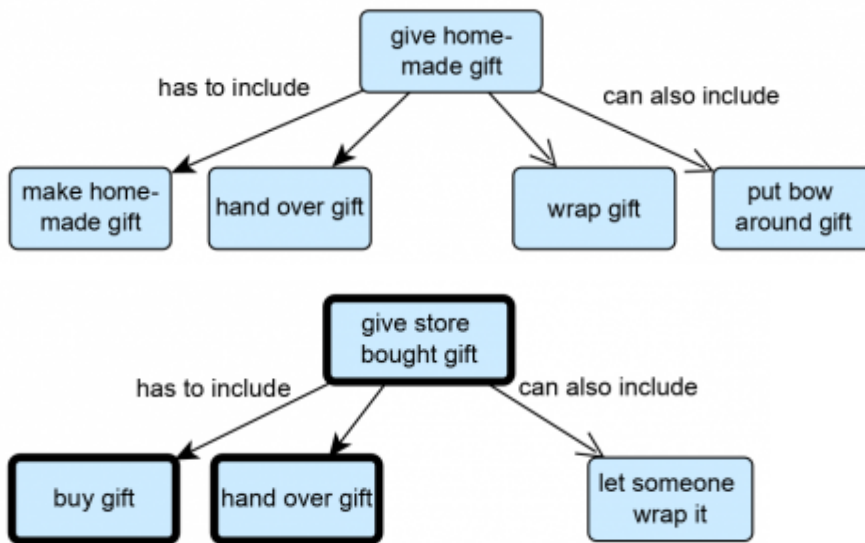
start drinking coffee
at breakfast, start
drinking orange juice
at breakfast

stop having wine
after dinner, stop
having tea after
dinner

start drinking coffee
at breakfast, start
drinking orange juice
at breakfast, stop
having wine after
dinner, stop having
tea after dinner

no additional
changes

OPTION - MC



Imagine a situation in which you could give people home-made gifts. If you were to do this, you would always have to have to firstly make the gift, and secondly hand it over. You could optionally also wrap the gift, and/or put a bow around it. If you give a store-bought gift, you would have to always firstly buy the gift, and secondly hand it over. You could optionally also let someone wrap it. At the moment, you always give store-bought gifts, and never home-made gifts

You want the system to help you: **start giving home-made gifts**, and **stop giving store-bought gifts**, as you don't have much money but still want to give something special to people.

Below, are four options on *additional changes* the system could help you with to reach your main goals. Please rank these options as to which makes most sense to you, where 1 is the best and 4 the worst.

stop buying gifts

start making home-made gifts

stop buying gifts, start making home-made gifts

no additional changes

Additionally, for each of these options, please indicate how helpful it would be for you to achieve your main goals of **start giving home-made gifts**, and **stop giving store-bought gifts**, if the system were to help you with them.

Where -10 means: detrimental to achieving my goals, 0 is neutral, and 10 is very helpful to achieving my goals.

	-10	-8	-6	-4	-2	0	2	4	6	8	10
stop buying gifts											
start making home-made gifts											
stop buying gifts, start making home-made gifts											
no additional changes											

Control question

Thank you for taking this survey! If you read everything fully, you have seen you were asked to remember two numbers. Please enter these below in numeric format (first number first, then second number, no spaces inbetween), to receive your survey code.

Survey code

Thank you! Your survey code is: \${e://Field/RandomID}.

Please click -> below to finish.

Powered by Qualtrics