

# Humans, Computers, and Cognition Bibliography

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## Required Books

Johnson, J. (2014). *Designing with the mind in mind* (2nd ed.). Elsevier.  
Kahneman, D. (2011). *Thinking, fast and slow*. Farrar, Straus and Giroux.  
Ware, C. (2010). *Visual thinking for design*. Morgan Kaufmann.

## Optional Reading

Cialdini, R. B. (2003). *Influence: The psychology of persuasion*. Harper Collins.  
Sedivy, J., & Carlson, G. (2011). *Sold on language: how advertisers talk to you and what this says about you*. John Wiley & Sons.  
Thaler, R. H., & Sunstein, C. R. (2009). *Nudge: Improving decisions about health, wealth, and happiness*. Penguin Books.  
Weinschenk, S. (2011). *100 things every designer needs to know about people*. Pearson Education.

## Articles Assigned

Christakis, N. A., & Fowler, J. H. (2009). [Chapter 1](#). In *Connected: The surprising power of our social networks and how they shape our lives* (pp. 3–32). Little, Brown.  
Clark, H. (1996). [Chapter 1](#). In *Using language* (pp. 3–25). Cambridge University Press.

- Damasio, A. R. (2004). Emotions and feelings. In *Feelings and emotions: the amsterdam symposium* (pp. 49–57).
- Duranti, A. (1997). *Linguistic Anthropology*. Cambridge University Press.
- Glasow, P. A. (2005). *Fundamentals of Survey Research Methodology* (Tech. Rep. No. MP 05W0000077). The MITRE Corporation.
- Gliner, J. A., Morgan, G. A., & Leech, N. L. (2011). *Research methods in applied settings: An integrated approach to design and analysis*. Routledge.
- Goffman, E. (1979). [Footing](#). *Semiotica*, 25(1-2), 1–30.
- Hall, E. T. (1989). [Chapter 3](#). In *Beyond culture* (pp. 85–103). Anchor.
- Nadal, M., & Skov, M. (2015). [Neuroesthetics](#). In *International encyclopedia of the social & behavioral sciences* (2nd ed., Vol. 16, pp. 656–663). Elsevier.
- Oinas-Kukkonen, H., & Harjumaa, M. (2008). [A systematic framework for designing and evaluating persuasive systems](#). In *International conference on persuasive technology* (pp. 164–176).
- Salkind, N. J. (2010). Research design. In L. M. Given (Ed.), *The sage encyclopedia of qualitative research methods* (pp. 1260–1261). Sage Publications.
- Thaler, R. H., Sunstein, C. R., & Balz, J. P. (2014). [Choice architecture](#).

## Critical Review (Students Select One Article)

- Baumeister, R. F., Bratslavsky, E., Muraven, M., & Tice, D. M. (1998). [Ego depletion: Is the active self a limited resource?](#) *Journal of personality and social psychology*, 74(5), 1252.
- Bransford, J. D., Barclay, J. R., & Franks, J. J. (1972). [Sentence memory: A constructive versus interpretive approach](#). *Cognitive psychology*, 3(2), 193–209.
- Bransford, J. D., & Johnson, M. K. (1972). [Contextual prerequisites for understanding: Some investigations of comprehension and recall](#). *Journal of verbal learning and verbal behavior*, 11(6), 717–726.
- Brieber, D., Nadal, M., & Leder, H. (2015). [In the white cube: Museum context enhances the valuation and memory of art](#). *Acta psychologica*, 154, 36–42.

- Christakis, N. A., & Fowler, J. H. (2007). [The spread of obesity in a large social network over 32 years](#). *New England journal of medicine*, 357(4), 370–379.
- Danziger, S., Levav, J., & Avnaim-Pesso, L. (2011). [Extraneous factors in judicial decisions](#). *Proceedings of the National Academy of Sciences*, 108(17), 6889–6892.
- Fischhoff, B., Slovic, P., & Lichtenstein, S. (1977). [Knowing with certainty: The appropriateness of extreme confidence](#). *Journal of Experimental Psychology: Human perception and performance*, 3(4), 552.
- Fowler, J. H., & Christakis, N. A. (2008). [Dynamic spread of happiness in a large social network: longitudinal analysis over 20 years in the Framingham Heart Study](#). *Bmj*, 337, a2338.
- Johnson, E. J., Bellman, S., & Lohse, G. L. (2002). [Defaults, framing and privacy: Why opting in-opting out](#). *Marketing Letters*, 13(1), 5–15.
- Langer, E. J., Blank, A., & Chanowitz, B. (1978). [The mindlessness of ostensibly thoughtful action: The role of "placebic" information in interpersonal interaction](#). *Journal of personality and social psychology*, 36(6), 635.
- Masuda, T., & Nisbett, R. E. (2001). [Attending holistically versus analytically: Comparing the context sensitivity of Japanese and Americans](#). *Journal of personality and social psychology*, 81(5), 922–934.
- Masuda, T., & Nisbett, R. E. (2006). [Culture and change blindness](#). *Cognitive Science*, 30(2), 381–399.
- McQuarrie, E. F., & Phillips, B. J. (2005). [Indirect persuasion in advertising: How consumers process metaphors presented in pictures and words](#). *Journal of advertising*, 34(2), 7–20.
- Peterson, L., & Peterson, M. J. (1959). [Short-term retention of individual verbal items](#). *Journal of experimental psychology*, 58(3), 193.
- Simons, D. J., & Levin, D. T. (1998). [Failure to detect changes to people during a real-world interaction](#). *Psychonomic Bulletin & Review*, 5(4), 644–649.
- Strack, F., & Mussweiler, T. (1997). [Explaining the enigmatic anchoring effect: Mechanisms of selective accessibility](#). *Journal of personality and social psychology*, 73(3), 437.
- Tyler, M., & Spivey, M. (2001). [Spoken language comprehension improves the efficiency of visual search](#). In *Proceedings of the 23rd annual conference of the cognitive science society* (pp. 1060–1065).