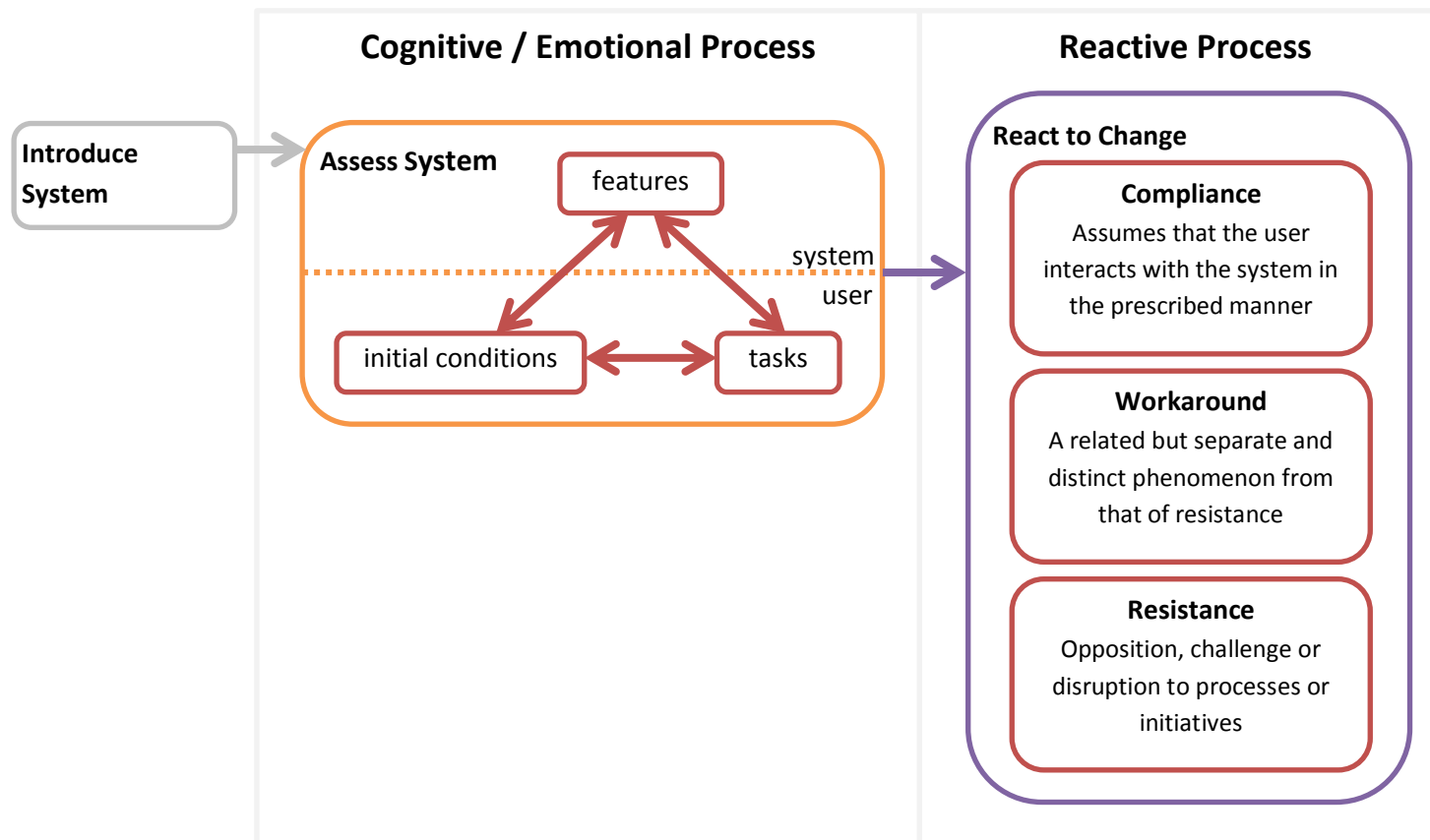


Exercise 6: Read either “Domestication” or “Why do People Reject Technologies?” and visualize the domestication process described in this text.

Selected paper:

Laumer, S. and Eckhardt, A., “**Why do People Reject Technologies? – Towards an Understanding of Resistance to IT-induced Organizational Change**” (2010). ICIS 2010 Proceedings. Paper 151.



This model shows the initial findings as outlined in the *Theoretical Background* part.

It is divided into two phases, which are triggered by the *System Introduction*. The users start to evaluate the systems, taking into account his personal background, attitudes and tasks within the company. After evaluation took place a positive or negative reaction is initiated.

The next model summarizes the *Model of Resistance to IT-induced Organizational Change (MRTOC)* as introduced in the paper. The previous model's color scheme is applied for mapping the model as far as possible to the process.

PS: That's one of the worst articles I've ever read...

