



DIGITAL NUDGES AND EFFECTS ON  
CONSUMER BEHAVIOR:  
A LITERATURE REVIEW

Seminar Thesis  
of

MARVIN MESSENZEHL

5. April 2019

Matriculation Number

1585571

---

Submitted at the Chair of Enterprise Systems  
University of Mannheim

Reviewer: Prof. Dr. Hartmut Höhle  
Supervisor: Florian Pethig

# Table of Contents

<b>List of Figures</b> .....	<b>iv</b>
<b>List of Tables</b> .....	<b>v</b>
<b>List of Abbreviations</b> .....	<b>vi</b>
<b>Abstract</b> .....	<b>vii</b>
<b>1 Introduction</b> .....	<b>1</b>
<b>2 Conceptual Background</b> .....	<b>2</b>
2.1 The Birth of Nudging.....	2
2.2 (Online) Choice Architectures.....	4
2.3 Nudging became digital.....	5
<b>3 Methodology</b> .....	<b>6</b>
3.1 Journal selection .....	7
3.2 Paper selection.....	7
3.3 Analysis approach.....	8
<b>4 Results</b> .....	<b>8</b>
4.1 Overall research output.....	8
4.2 Research type and methods .....	10
4.2.1 Non-empirical .....	10
4.2.2 Empirical.....	11
4.3 Theories and concepts used to study nudges .....	14
4.3.1 Conceptual Background.....	14
4.3.2 Heuristics and biases.....	15
4.4 Influence on the choice architecture and decision making.....	17
<b>5 Conclusion</b> .....	<b>20</b>
5.1 Summary of Findings .....	20
5.2 Limitations.....	20
5.3 Recommendations for future research.....	21

<b>Bibliography .....</b>	<b>I</b>
---------------------------	----------

<b>Appendix .....</b>	<b>VII</b>
-----------------------	------------

<b>Affidavit .....</b>	<b>XVI</b>
------------------------	------------

**List of Figures**

1     Digital nudging example - booking.com ..... VII

2     Information flow of the screening process ..... IX

3     Classification of findings-detailed..... XI

## List of Tables

1	Overall research output across domains .....	9
2	Non-empirical research across domains .....	10
3	Empirical research across domains.....	11
4	Empirical research across parts of the choice architecture.....	13
5	Heuristics used across parts of choice architectures.....	16
6	Choice architecture parts used across the domains.....	18
7	Heuristics and Design elements of digital nudges (based on Schneider et al. 2018) .....	VIII
8	List of inspected journals.....	X
9	List of reviewed research articles - Part 1 .....	XII
10	List of reviewed research articles - Part 2 .....	XIII
11	List of reviewed research articles - Part 3 .....	XIV
12	List of domain codings .....	XV

## List of Abbreviations

<b>AIS</b>	Area of Information Systems
<b>CCH</b>	Consumer Choice
<b>EDU</b>	Education
<b>FIN</b>	Finance
<b>GOV</b>	Government
<b>HCI</b>	Human Computer Interaction
<b>HEA</b>	Health
<b>Lab</b>	Laboratory
<b>MISC</b>	Miscellaneous
<b>PSB</b>	Pro-social Behavior
<b>SCP</b>	Security and Privacy
<b>SUS</b>	Sustainability
<b>TRA</b>	Transportation
<b>UI</b>	User Interface
<b>UT</b>	University of Texas
<b>UX</b>	User Experience
<b>VHB</b>	Verband der Hochschullehrer für Betriebswirtschaft

## **Abstract**

With the release of the book "Nudge" by Richard Thaler and Cass Sunstein, the concept of nudging began to gain interest in research. Nudging describes a way that alters people's decisions and behaviors predictably. Therefore, this concept has promising benefits for different target groups. On the one hand, a business can increase conversions with precisely designed nudges and on the other hand users face easier decisions they have to make which overall can increase the user experience and - satisfaction. This paper builds a literature review of different research streams concerning nudges in digital environments. A qualitative representation of the current research in forms of academic journal articles is gathered, reviewed and analyzed. This literature review sees a clear focus of nudging in the application area of consumer choice and an emphasis on empirical studies. The vast majority of research studies the effect of social-, as well as default nudges. To design those nudges, researchers consider only a few specific biases such as the status quo bias and social norms. Overall, current research provides an isolated view on decision-making with the focus on the nudge itself. No research with regards to the overall user experience is identified. The results of this literature review provide essential findings for future research in the area of digital nudging. This paper recommends a focus for research on complex decision domains like the finance and insurance sector, as well as an extended analysis of other heuristics and biases such as the middle-option bias and scarcity effect. Furthermore, the findings of this paper provide exciting insights for product designers and -managers to facilitate decision-making processes in digital applications.

# 1 Introduction

It is a typical Sunday afternoon. John is sitting on the couch, watching the match of his favorite soccer club on TV. On his lap, he is holding his tablet while browsing the internet. John is looking for a good travel deal for his upcoming trip to Bali with his girlfriend. On a news site, a prominent and bright advertisement catches his attention: *Booking.com - From cozy country homes to funky city apartments*. That is precisely what John is looking for. He clicks the link and finds himself on a website full of amazing images of traveling people. Moreover, there is a search field, too. John enters his dream-destination, the travel time and clicks on "search." After some seconds a list of hotels shows up. The first one catches his eyes. A beautiful beach, a nice pool and cozy, big bedrooms. Perfect. He clicks on the details. However, John is starting to become nervous. A bright, red piece of information is saying to him that this room has been booked three times in the last twelve hours. Also, there are only seven rooms left! His heart beats faster. He needs to get that deal! John clicks on the reservation button. He just has been nudged<sup>1</sup>.

Johnson (2012, p.488) states that "what is chosen often depends upon how the choice is presented." This representation describes as the term of choice architecture, which should "alter people's behavior in a predictable way" (Thaler and Sunstein 2009, p.6). In the age of digital transformation, digital environments are powerful tools where the choice architecture can be controlled in detail and therefore provide opportunities to influence user behavior in several ways with the help of user-interface design elements. This process is called "digital nudging" (Weinmann et al. 2016).

Digital nudging and the design of online choice architecture have recently gained interest in different research areas. Because of the complexity behind this concept, it is significant to understand how such nudges influence the decision-making of the user and how the cognitive biases behind this process are working. Especially in consumer choices, there are good and bad patterns of nudging when it comes to an ethical point of view (Sunstein 2015). To get a better understanding of how digital nudges influence consumer choice this paper presents a systematic literature review of the last ten years.

The goals of this paper are two-folded. The primary aim is to provide an overview of different research streams within the topic of digital nudges. The paper focuses here on digital nudges in the area of consumer choice and their specific design elements. Literature

---

<sup>1</sup>A screenshot of the web page can be found in the appendix on Figure 1



in this domain shall be gathered, reviewed and analyzed. Different target groups can, such as product designers, managers and user interface designers, can use this knowledge to implement nudges in digital application more thoughtful and efficient. Furthermore, the correct use of nudges in combination with design elements can increase user experience, customer satisfaction and therefore conversion rates for digital products.

Secondary, a recommendation for future research is derived from the analysis to advance research in this particular subject. Because of its multidisciplinary nature, research on digital nudges may contribute to several scientific domains, such as information systems, psychology, and behavioral economics.

## **2 Conceptual Background**

### **2.1 The Birth of Nudging**

With the release of the book "Nudge" in 2009, Thaler and Sunstein have laid the foundation for the concept of nudging. This concept was primarily a subject of research in behavioral economics. Because of the multifaceted meaning of the word *nudging*, a consistent understanding is essential. Further on, this paper uses the central definition of nudges from Thaler and Sunstein (2009, p.6): *"A nudge [...] is any aspect of the choice architecture that alters people's behavior in a predictable way without forbidding any options or significantly changing their economic incentives."*

One central aspect of this definition is the economic incentive of the consumer, which should not be changed. This fundamental thought is the basis of a concept called libertarian paternalism. In this concept, choices are influenced in a way to make them easy for people and aligning them with their interests. One example of that would be "putting the fruit at eye level" (Thaler and Sunstein 2009, p.6). However, banning the food would not be a nudge. Because influencing people's behavior can simply be exploited, the ethical viewpoint on nudges should always be kept in mind. (Sunstein 2015).

Because the human brain only has a limited capacity to store and process information, the consumer often feels subconsciously overloaded. This overloading is called cognitive limitation, which results in greater difficulty and complexity when it comes to decisions and cognitively demanding tasks (Broniarczyk and Griffin 2014). Therefore "many decisions are based on beliefs concerning the likelihood of uncertain events" (Tversky and

Kahneman 1974, p.1124). Based on this assumption Tversky and Kahneman (1974) formulated three heuristics and several biases that build the foundation of human decision making. Those heuristics and biases act as a psychological guideline in digital nudging.

Besides the cognitive foundation of decision making, there are five general principles of nudging (based on Thaler, Sunstein and Balz 2010)

**Incentive** Those kinds of nudges aim to make incentives more salient to increase the effectiveness of the nudge. The focus lays on the motivation behind the decision. The nudge should always search for the right motivation for the right people. This motivation goes beyond monetary and material incentives.

**Understanding mapping** Making the consequence of a choice clear is an essential part of easing the decision-making. Mainly, this concerns complex information that is difficult to evaluate. For example, the number of megapixels of a camera. Frequently, customers cannot evaluate this information directly, based on a single number. A rational mapping is the displaying of the maximum printable size of a taken picture. This way, the product attribute can be compared efficiently.

**Defaults** The pre-selection of certain information has enormous effect. By changing the default option, consumers are more likely to choose an option near to the selected default or even the default itself. One prominent example of such a nudge is the question if people want to consent to be an organ donor. Simply by changing the default option, in this case, can nearly double the percentage of organ donors (Johnson and Goldstein 2003).

**Giving feedback** By giving feedback during the decision-making, people can evaluate their performance and estimate the output of the decision. Such an example can be found in an experiment for pre-ordering lunch in a school. Students arrange their lunch with different kind of foods. According to this arrangement they receive feedback about how balanced and healthy their food compilation is. Only based on this feedback, students selected significantly more fruits and vegetables in their meals (Miller et al. 2016).

**Expecting error** Precisely because of the underlying complexity of the decision-making process, it is necessary to expect errors to be made. Such errors should be taken into ac-

count when designing a decision, and the environment should be as forgiving as possible. That's why customers first have to remove their credit card from a cash machine before they can obtain the money. In this way, the systems makes sure that users do not forget their credit card (Weinmann et al. 2016).

**Structure complex choices** Another difficult task in decision-making is to compare different product alternatives. By listing all attributes, people can evaluate trade-offs and make better decisions, based on their interests. In a field experiment, researches evaluated the effect of such a nudge in a bar, when it comes to craft beer choice. By listing more product attributes that naturally describe the taste, people could decide easier what they want to order (Malone and Lusk 2017).

## 2.2 (Online) Choice Architectures

The concept of nudges builds on the assumption that decisions are made in choice architectures, which are designed by choice architects (Thaler and Sunstein 2009). In this case, the parallel to a "real" architect of a building is not far-fetched. Johnson et al. (Johnson et al. 2012) describe the power of such choice architects and how they guide people's choices like other architects guide behavior through the design of the "placement of doors, hallways, staircases, and bathrooms. Just like in a hotel or building, "there is no neutral architecture" (Johnson et al. 2012, p.488) for choices. Even small things like a default choice affect the decision-making. The mobile payment app Square, for example, nudges people into giving tips only by setting a default value. This way, customers actively must select a "no tipping" option if they do not want to give a tip (Weinmann et al. 2016). "Because advances in technology and the user of the Internet also provide new ways of finding, creating and exchanging information [...]" (Broniarczyk and Griffin 2014, p.609) people automatically shift a majority of their decisions in the online or digital world. However, digital environments are not less complex. Just like in non-digital environments, there is no neutral way to present choices. Therefore, any user interface can be viewed as a digital choice environment (Schneider et al. 2018). This ranges from the positioning of elements, the colors in the interface, the language, even the design elements themselves and beyond.

To get a better understanding of how such choice architectures can be built up and what elements are available, Münscher et al. (2016) created a taxonomy of choice architecture

categories and their techniques. Overall, there are three major categories with several associated techniques.

**Decision information** The first level of choice architectures targets the "presentation of decision-relevant information" (Münscher et al. 2016, p.514). One important aspect is that this category only includes the presentation and no altering of the options itself. Techniques for that choice architecture category are the translation of information, visibility of information and the providence of social reference points.

**Decision structure** Secondly, choice architects directly modify the available options of choice itself. This modification includes techniques like choice defaults, the related effort and consequences of an option and also the range of composition and options.

**Decision assistance** Lastly, choices can be designed in a way that consumers follow their intentions. Techniques for such assistance can be the fostering of a commitment or by providing reminders of the preferred behavior.

## 2.3 Nudging became digital

Because various choices we take today "involve some form of information technology" (Johnson et al. 2012, p.490), the concept of nudging recently gains interest in research of different disciplines. Thereby, the underlying concepts of non-digital nudges are transferred and adapted in digital environments. The result are digital nudges. According to Weinmann et al. (2016, p.433) digital nudges are defined as follows: *Digital nudging is the use of user-interface design elements to guide people's behaviors in digital choice environments.*

Digital environments face multiple sources of decision difficulty such as task complexity, information load, information uncertainty, conflicts, emotional difficulty and preference uncertainty (Broniarczyk and Griffin 2014). To face those challenges, the use of cognitive heuristics and biases can act as a baseline to design digital nudges. Different user-interface design elements induce different nudges. Table 7 in the appendix gives an overview of the different biases, in which way they influence decision-making and how those are translated to specific design elements.

Even though nudges aim to influence behavior in digital environments, they should not be

mistaken with persuasion. A persuasion is instead a form of human communication, that is also used in technology. The goal of this technique is also to influence user behavior, but more persistently, so that underlying attitudes are influenced (Oinas-Kukkonen and Harjuma 2009). Although both concepts share similarities, this paper solely focuses on digital nudges and the decision-making process. An ongoing influence on underlying behavior is still possible, but not directly part of a nudge and therefore not further evaluated in this literature review.

### **3 Methodology**

This literature review follows a systematic approach, that is well-established in the discipline of information systems (Webster and Watson 2002) and review targets a qualitative subset of literature. Thereby trying to be as representative as possible. The focus lies on publications of academic journals. To get a qualitative representation of the current research, a journal-wise analysis is preferable to a database-based analysis. The overall approach follows a known pattern in information systems literature reviews (Alavi and Carlson 1992).

1. Identifying, reviewing and analyzing existing literature in the field of digital nudges. This includes empirical, as well as non-empirical studies.
2. Identifying theoretical and methodological approaches used to understand the use of nudges in consumer choice. This also includes the type of choices and the designed choice architecture.
3. Identifying a research gap within existing literature to guide future research.

To realize this strategy, several variables are necessary for the search process. Digital nudging is a concept that spans across several fields of research. At the same time the understanding as well as implementation and studying differs widely. Therefore, this literature review aims to cooperate different research streams to build a common ground, by identifying and analyzing the most representative research articles in the domain. Thereby search variables are set journal- and paper-wise. A graphic of the screening process is available in the appendix (Figure 2).

### 3.1 Journal selection

Journal-wise variables are the journal domain and its rating. As suggested in existing literature, it is reasonable to not only search within the field of information systems research but also in other research streams. (Webster and Watson 2002). It is reasonable to examine academic journals with the most influence in the research domain. This includes research from the area of information systems, management, marketing, behavioral economics, and psychology. Regarding research about information systems the *AIS Basket of 8* provides a good starting point (Alavi and Carlson 1992). This scholarly basket consists out of eight well-respected journals in the domain. After the AIS scholarly basket, academic journals about management and marketing are recorded in the research process. Thereby, the journal list of the *UT Dallas* is taken as a reference point. Overall, the journal list of the UT Dallas contributes with twelve journals to the research pool. Relevant publications from the domains of behavioral economics, decision making and psychology are identified by the *VHB* journal rating *JOURQUAL3*<sup>2</sup>. Journals with a rating of *B* or better are taken into account for the review. To finalize the list of sources for the upcoming analysis, conference publication from the AIS with a VHB rating of *B* or better were included, too. In total 32 academic journals were examined. A complete list of these journals is accessible in the appendix (Table 8).

### 3.2 Paper selection

Paper-wise, only articles with a publication date older than 2010 are concerned. This literature review sets this date because nudging is a rather new concept that first was introduced under this definition in 2009 (Thaler and Sunstein 2009). To obtain relevant articles, a keyword-based search is conducted. The major keywords in this search are *nudg\** AND *digital*. A full-text search is conducted on all journals. Because the term nudging is not always directly mentioned in the articles, additional keywords are added to the search query if the examined journal does not provide any necessary results with regards to the keyword *nudg\**. Those additional keywords are *decision*, *choice*, *consumer*. Overall 534 journal articles were identified in the initial search. Those articles mention the term nudge or match the described keywords. Articles are excluded based on several criteria to extract

---

<sup>2</sup>more information under <https://vhbonline.org/vhb4you/jourqual/vhb-jourqual-3/gesamtliste/>

the most relevant sources. This concerns journal papers that only embody offline nudges. Such articles are excluded from the final article list, as well as articles that focus on the topic of persuasion.

In the end, the final concept matrix include 37 research articles. Figure 2 shows the information flow and screening process. The complete list of articles is available in the appendix (Table 9, 10 and 11)

### **3.3 Analysis approach**

To guide the analysis, the research takes several questions into account. The structure of those questions is based on prior literature research. (Alavi and Carlson 1992). On the one hand the research approach and field of used is evaluated to recognize trends in current research. On the other hand, major theories, concepts, heuristics, and biases are investigated to study the effect and implementation of digital nudges.

Concerning the in-depth analysis, a concept matrix codes the identified articles. To answer the underlying research questions, this paper inspects different categories of the relevant articles. Those categories are

- General research information and metadata
- Influence on choice architecture
- Underlying concepts and theories

A complete version of the coding and concept matrix is available in the online<sup>3</sup>.

## **4 Results**

### **4.1 Overall research output**

Since the release of the "Nudge" by Thaler and Sunstein in 2009, the concept of nudges gains more and more interest in several research streams and domains. Table 1 gives an overview of the overall research output. Domain names are coded with abbreviations. The complete coding of the domain names is available in the appendix in table 12 as well as in the abbreviation section.

---

<sup>3</sup>The concept matrix is available here: <http://bit.ly/review-nudges-concepts>

<b>Publishing year</b>	<b>CCH</b>	<b>EDU</b>	<b>FIN</b>	<b>HEA</b>	<b>PSB</b>	<b>SUS</b>	<b>TRA</b>	<b>SCP</b>	<b>GOV</b>	<b>MISC</b>
2011 (1)	1	0	0	0	0	0	0	0	0	0
2012 (1)	0	0	0	0	0	0	0	0	0	1
2013 (0)	0	0	0	0	0	0	0	0	0	0
2014 (5)	4	0	0	0	0	0	1	0	0	0
2015 (3)	0	0	1	2	0	0	0	0	0	0
2016 (7)	3	0	0	1	1	1	0	1	0	0
2017 (10)	6	0	0	0	2	1	0	1	0	0
2018 (9)	5	0	0	1	0	1	0	1	0	1
2019 (1)	1	0	0	0	0	0	0	0	0	0
<b>Total (37)</b>	20	0	1	4	3	3	1	3	0	2

Table 1: Overall research output across domains

Considering the number of published articles, the overall research output increased since 2011, especially in the last five years. Firstly this can be explained by the increased adoption and knowledge of nudging. Secondly, there are also more possibilities where digital nudges can be used. More and more domains face digitization, which leads to an expansion of digital applications and their adoption.

The primary research within the last ten years is conducted in the area of consumer choice. Here, a digital environment builds a typical buyer/seller relationship, where the application offers a good or service and the user is the consumer/buyer. This tendency in research shows an economic incentive behind the concept of nudging. If done right digital nudges are an excellent tool to increase conversion rates and overall revenue (Mirsch et al. 2018). However, the interest in digital nudging also spans across other domains, especially complex domains, where some form of expert knowledge is necessary in decision-making. Such an example is the health domain, where five of the overall 37 research articles evaluate the usage of digital nudges. Miller et al. (2016) study the effect of digital nudges within the MyPlate food recommendation systems. Through a feedback nudge during the pre-ordering process, they discover a significant positive effect on the meal composition of students. Those who received the MyPlate nudge while pre-ordering selected statistically significantly more fruits, vegetables, and low-fat milk than students who pre-ordered without nudging (Miller et al. 2016). Another example of such a digital nudge in a complex field is implemented by a default choice. Because of the default choice the



amount of carbon offset payments could increase significantly. Finally, this leads to an environmentally friendly decision (Székely and Weinmann 2016).

## 4.2 Research type and methods

The different research articles for this literature review use different research approaches and methods. Those articles should be categorized based on Alavi's and Carlson's (1992) research classification scheme. A graphic of this classification approach is available in the appendix (3).

### 4.2.1 Non-empirical

Non-empirical research includes articles based on the subjective opinions of the authors and literature reviews. They do not include empirically collected data (Alavi and Carlson 1992). Overall, seven articles can be classified as non-empirical research. This accounts for approx. 19% of the findings. Those papers follow two different non-empirical research approaches. Namely, literature reviews and conceptual studies. In the identified basket of literature, there is only one exception, which creates a theoretical concept based on survey data (Gamliel and Peer 2017). The literature reviews present literature in the field, and their findings. Conceptual studies describe theories, models or frameworks for the application of (digital) nudges. Four research articles follow both approaches. Broniarczyk and Griffin (2014), for example, review different literature and create a model that describes which techniques can aid in the decision-making process.

<b>Non-empirical research</b>	<b>CCH</b>	<b>SCP</b>	<b>MISC</b>
Literature review (1)	1	0	0
Conceptual (2)	1	1	0
Literature review and conceptual (4)	3	0	1
<b>Total (7)</b>	<b>5</b>	<b>1</b>	<b>1</b>

Table 2: Non-empirical research across domains

As described in table 2, the area of consumer choice contributes the most non-empirical research. Lades (2014), for example, evaluates the theoretical effect of nudges in intertemporal choices and the context of ethical usage. Thereby, the author concludes that "self-imposed nudges should be preferred to nudges by third parties" (Lades 2014, p.122). Fur-

thermore, impulsive nudges should be reduced to allow more humane handling of nudges in consumer choice.

#### 4.2.2 Empirical

Empirical articles are classified as articles that rely on observation and capture data through different research techniques such as surveys, case studies or laboratory experiments (Alavi and Carlson 1992). Overall 31 articles rely on empirical methods and capture or work with some form of data.

<b>Empirical research</b>	<b>CCH</b>	<b>EDU</b>	<b>FIN</b>	<b>HEA</b>	<b>PSB</b>	<b>SUS</b>	<b>TRA</b>	<b>SCP</b>	<b>GOV</b>	<b>MISC</b>
Lab experiment (15)	10	0	0	2	1	1	0	0	0	1
Field experiment (5)	2	0	0	1	1	1	0	0	0	0
Lab experiment and field experiment (1)	0	0	0	0	1	0	0	0	0	0
Lab experiment and survey (3)	2	0	0	0	0	0	0	1	0	0
Survey (5)	2	0	1	0	0	0	1	1	0	0
Case Study (1)	0	0	0	1	0	0	0	0	0	0
Case Study, survey and lab experiment (1)	0	0	0	0	1	0	0	0	0	0
<b>Total (31)</b>	<b>16</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>4</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>1</b>

Table 3: Empirical research across domains

**Laboratory experiments** In the findings of the literature, the majority (48%) uses laboratory experiments to evaluate the efficiency and use of digital nudges. A lab experiment describes an artificial setting in which researches can control several variables, manipulate them and evaluate the impact of that manipulation. As can be seen from previous parts of analysis, most lab experiments take place in the field of consumer choice. Lee et al. (2014) for example, study the effect of colorful versus monochrome product pictures. The finding of this study show that colorful images impact the product choice in several ways and act as a kind of psychological nudge. On the one hand, color can pull attention and highlight certain product features. On the other hand, colorful product images can

create abstraction making it harder to compare different products. This study states that marketers have to choose carefully whether to use black-and-white versus colorful imagery in advertisements and online shops. Furthermore, lab experiments with regards to health (Laran et al. 2018; Langley et al. 2015), as well as sustainability (Bruns et al. 2018) and pro-social behavior (Zarghamee et al. 2017) are part of the findings in the identified literature.

Considering the underlying evaluation of the choice architecture design, most lab experiments study the use of nudges with regards to decision information. Such an experiment is designed by Kretzer and Maedche (2018). This study uses digital nudging in the context of enterprise recommendation agents. A precisely targeted recommendation through a social nudge allows employees to reuse existing document resources more effectively which saves time and costs. This recommendation is a typical influence on the decision information of the choice architecture and nudges the user right at the beginning of the decision-making process. Five out of 15 lab experiments shapes the choice architecture by changing the decision structure with regards to the choice options. In this part the usage of specific heuristics and biases is common (Tversky and Kahneman 1974). One downside of laboratory experiments is the isolated view on the decision-making process. Because of the focus on one particular research variable those approach only evaluates the effect of a nudge in limited scope with no regards to the overall decision-making process. There is no valuation concerning the influence of the digital nudge on the whole user experience.

**Field experiment** Field experiments provide a natural consideration of the application. In a field experiment, there is only limited or no control on research variables. This leads to a realistic view of the evaluation and how the user perceives a nudge. This literature review identifies five field experiments within the findings. The study by Goswami and Urminsky (2016) combines a laboratory experiment with a field experiment while studying the effects of default effects in donations. Surprisingly, the most optimistic prediction, the significant increase of funds, is not supported. Rather, the study discovers two other effects. The scale-back and lower-bar effect.

Concerning the influence on the choice architecture, field experiments grant a broad view on the whole decision-making process. Three out of the five field experiments observe a combination of different choice architecture elements (Miller et al. 2016; Cosmo

and O’Hora 2017; Mazar et al. 2018). Cosmo and O’Hora (2017) study the effect of time-of-use pricing models for electricity consumption in households. Thereby, a little, standalone display acts as the UI. This display gives feedback, information, and reminders about the electricity consumption of the user and therefore affects all three categories of choice architectures. The findings of the study show that informational displays cause a reduction in costs.

<b>Empirical research</b>	<b>Decision Information</b>	<b>Decision structure</b>	<b>Decision assistance</b>	<b>Combination</b>
Lab experiment (15)	9	5	1	0
Field experiment (5)	0	1	1	3
Lab experiment and field experiment (1)	0	1	0	0
Lab experiment and survey (3)	1	2	0	0
Survey (5)	2	0	0	3
Case Study (1)	1	0	0	0
Case Study, survey and lab experiment (1)	1	0	0	0
<b>Total (31)</b>	12	9	2	6

Table 4: Empirical research across parts of the choice architecture

**Survey** Surveys make only a small part of the research on the topic of digital nudges. The five surveys in the findings spread across different domains. Additionally, three surveys are conducted together with a lab experiment. Those experiments take the survey data as a base and further examine the findings. One of those surveys investigates the effect of bonus-malus taxes. In combination with a social guidance nudge, users are drawn towards more sustainable transportation options (Hilton et al. 2014). In the identified literature, surveys typically evaluate the decision information as well as a combination of choice architecture categories.

**Case Study** The results of the research include only one case study. Guthrie et al. (2015) study the usage of digital nudges in the form of recommendations. Those recommendations should nudge people towards healthier food choices. Findings conclude that such a nudge works digitally in a better way than non-digital nudges do. Furthermore, the overall

food choice is perceived as healthier, whereas the understanding of the information still is an intricate part.

## **4.3 Theories and concepts used to study nudges**

### **4.3.1 Conceptual Background**

Overall, it is difficult to evaluate the conceptual background of the identified literature. Digital nudging is a concept that is based on research across several research streams and domains. The same goes for the underlying concepts, theories, and models. Within the findings, 29 research articles mention one or more theoretical background concepts they refer to during their studies. All in all, those papers mention 25 different theories. From those 25 theories, models and frameworks the majority is only named once.

The most mentioned theories are the prospect theory with eight mentions (Kahneman and Tversky 1979). The libertarian paternalism (Thaler and Sunstein 2009) with seven mentions. The model of judgment under uncertainty with six mentions (Tversky and Kahneman 1974) and the bounded rationality, an important basic theory for decision making, with five mentions (Simon 1955). All those theories and models have their origin in behavioral economic research and focus on decision making.

For social nudges, the theory of social influence (Cialdini and Goldstein 2004) is named three times in the findings. The social influence theory "emphasizes the way in which [...] goals interact with external forces" (Cialdini and Goldstein 2004, p.591). This kind of influence is subtle, indirect and outside of awareness.

Research articles that lay a focus on psychological factors, reference the reactance theory (Brehm 1966), the general evaluability theory (Hsee and Zhang 2010) and the construal level theory (Trope and Liberman 2010). Every single theory is mentioned two times. Brehm (1966) states that the theory of psychological reactance shows that individuals have certain freedoms concerning their behavior. If these behavioral freedoms are reduced or threatened, the individual will be motivated to regain them. This theory provides an important insight into how far nudges should take influence in decision-making and what their boundaries are. The general evaluability theory, on the other hand, focuses on the value system of individuals. It specifies "when people are value sensitive and when

people mispredict their own or others' value sensitivity" (Hsee and Zhang 2010, p.343). Those insights have important meanings for the design of social nudges. The construal level theory emphasizes cognitive and mental processes with regards to similarity and comparisons (Trope and Liberman 2010).

Furthermore, the majority of research articles in the domain of health, mentions the health belief model (Rosenstock 1974). This model evaluates three categories of preventive health behavior. With a focus on mental states, it describes a model with "states which help to account for behavior" (Rosenstock 1974, p.354) in the domain of health. Such insights in behavioral psychology provide essential guidelines for the efficient design of health nudges.

#### **4.3.2 Heuristics and biases**

Heuristics act as a rule of thumb for guiding a choice in cognitive loaded environments (Thaler and Sunstein 2009). In the 37 identified papers, 21 articles reference or use a heuristic in the design and implementation of a digital nudge. Zarghamee et al. (2017) execute the only study that relates to the status quo bias as well as social and mental norms. In this study, two implemented nudges increase the donation to charitable giving about 25%. This gain is achieved with a set default and an additional social nudge that provides a social reference point. The most used form of heuristics are norms which describes the effect that people tend to be influenced by the behavior of others (Schneider et al. 2018). Choice architects can implement nudges that use norms in two ways. Where social norms nudge users towards a social reference point (Wang et al. 2018), moral norms tend to emphasize value-based decisions. In a field experiment of 2017 a "pay what you want" pricing model was changed to nudge users to a higher pricing decision at a book store. The result shows that members, who are reminded of their club membership right before the decision, significantly adjust their pricing decision upwards (Gravert 2017).

Five of the 21 research articles that use heuristics and biases in a certain way referred to the status quo bias, which is a form of default. Defaults are one of the most efficient forms of nudging (Johnson and Goldstein 2003). The status quo bias shows that people tend to "favor the status quo, so they are less inclined to change default options" (Schneider et al. 2018, p.71). One interesting finding of the identified literature is shown by Steffel et al. (2016). In this study, the researchers try to de-bias the effect of a default choice by

<b>Heuristic / Bias</b>	<b>Decision information</b>	<b>Decision structure</b>	<b>Decisions assistance</b>	<b>Combination</b>
Status quo bias (5)	0	5	0	0
Decoy effect (1)	0	1	0	0
Primacy and recency effect (1)	0	1	0	0
Middle-option bias (0)	0	0	0	0
Anchoring and adjustments (1)	1	0	0	0
Norms (12)	8	1	2	1
Status quo bias and norms (1)	0	1	0	0
Scarcity effect (0)	0	0	0	0
<b>Total (21)</b>	<b>9</b>	<b>9</b>	<b>2</b>	<b>1</b>

Table 5: Heuristics used across parts of choice architectures

communicating the nudge transparently. The result shows that it is not entirely possible to de-bias a default choice and that the user is still nudged towards the default value. This result shows the cognitive strength of the status quo bias.

Other heuristics and biases are used less. Such an example is the decoy effect. By showing an unattractive option besides an attractive one, the user is nudged towards the attractive option (Schneider et al. 2018). Only one research article studies the effect of this effect. The target environment is an online crowdsourcing platform where users can donate money to an upcoming project. Here, the user has the choice between different donation-packages that include some reward. With the help of the decoy effect, the study shows that donations can increase by 11% (Tietz et al. 2016).

Another less used heuristic and bias is the primacy and recency effect which describes the effect of the positioning of choice options and interface elements. One research article studies the effect of choice positioning across different sides of the screen. For food choices, the researchers find out that it is more likely to choose a healthy option when it is located on the left side of the screen. Overall, several visual cues play an important role in influencing choices, such as the positioning and ordering of choice options. (Romero and Biswas 2016).

Surprisingly, two heuristics often implemented in non-digital nudges are not present in the findings of the identified literature. First, this includes the middle-option bias, which explains that people confronted with three options are most likely to choose the middle-option considering the price or size of a product (Schneider et al. 2018). In an offline environment, one can observe this effect in several coffee-shops. Here, the customer typically has a choice between three options in size. Because of the middle-option bias, it is most likely that the customer will choose the medium-sized coffee. Such a bias could also be transferable to digital environments, for example in a scenario where the user has to choose between different pricing models or product configurations. Furthermore, none of the research articles studies the implementation of a nudge that is based on the scarcity effect. This effect shows that people tend to perceive rare items as more attractive and desirable (Fromkin and Snyder 1980). One crucial aspect of the scarcity effect is a difficult implementation. Users often perceive nudges that build on top of this effect unethical (Sunstein 2015), while at the same time they are effective in forcing certain choices. An example of this nudge is described in the introduction chapter.

By mapping those heuristics to categories of the choice architecture, several insights can be made. The first observation is that norms are typically used for decision information. In eight out of twelve cases, norms are used in nudges that provide decision information. At the same time, norms are also efficient when it comes to decision assistance. Such a social reference point provides orientation for users and make choices more accessible. Other heuristics are more efficient in decision-making when it comes to the decision structure itself. In every study the decision structure is changed, researchers use the status quo bias. Other techniques like the decoy effect and the primacy and recency effect are also used to manipulate decision structure.

#### **4.4 Influence on the choice architecture and decision making**

Another important aspect shows the design of the choice architecture. To guide choices efficiently, different parts of the choice architecture should be altered according to the part of the decision-making process. For example, it is not perceived as useful to design a nudge for decision information, when the user is right in the decision process. Such nudges should always be implemented beforehand. Because those decision steps have dif-



<b>Choice Architecture</b>	<b>CCH</b>	<b>EDU</b>	<b>FIN</b>	<b>HEA</b>	<b>PSB</b>	<b>SUS</b>	<b>TRA</b>	<b>SCP</b>	<b>GOV</b>	<b>MISC</b>
Decision information (15)	10	0	1	2	1	0	0	0	0	1
Decision structure (10)	4	0	0	0	2	2	0	2	0	0
Decision assistance (3)	2	0	0	1	0	0	0	0	0	0
Combination (6)	2	0	0	1	0	1	1	1	0	0
<b>Total (34)</b>	18	0	1	4	3	3	1	3	0	1

Table 6: Choice architecture parts used across the domains

ferent requirements, the use of the right heuristics and biases is essential. Table 5 shows the heuristics and biases used to guide decisions in different categories of the choice architecture. Here, the status quo bias is solely implemented in nudges which influence the decision structure. The same holds for heuristics and biases concerning the decision information. Besides the heuristics, several other possibilities to influence the choice architecture exist. This can be plain informational text and the visibility of information (used by twelve research articles). Also, the translation of information (used by eight research articles) is a simple decision that designers can make to guide choices.

Across the domains, there is no real pattern to be recognized. The vast majority of the research articles explores the impact of choice information on consumer choice. In this decision environment consumers typically decide on their own, with no need for expert knowledge. Many consumers nowadays use technology to compare different choices and products. Accurate decision information is a powerful tool to guide those choices. However, the simplification of decision information proves to be beneficial in other domains, too. As for example in the health domain. Langley et al. (2015) study the effect of decision information in an online forum to nudge users towards a vaccination decision. The finding shows that the decision information provides helpful advice for users, but at the same time demonstrates that vaccination decisions are not taken in social isolation. This experiment implements a complex nudge, by targeting the user in a digital environment, whereas the decision has to be made in a non-digital environment. For such

specific nudges, no further literature to date is identified. In terms of decision structure, heuristics such as the status quo bias, the primacy and recency effect, and the decoy effect have proved to be effective. With six research articles, the majority manipulates choice defaults to nudge users towards certain decisions. As mentioned before, defaults provide a valid form of nudging. Other techniques used to design effective nudges are about the choice options, their position, effort and also consequences (Münscher et al. 2016). One of the studies explores the framing effects of intertemporal choices (Faralla et al. 2017). Here the authors try to nudge users towards a more future-oriented decision. Participants of the study have the option between two amounts of money such as "55€ today or 75€ in 60 days" (Faralla et al. 2017, p.13). The experiment additionally gives information about an explicit penalty if participants take the money now. This gentle nudge leads towards a more future-oriented decision by changing only the consequences of the choice. Concerning domains, no real pattern can be recognized for the category of decision structure.

A minor part of the research articles studies nudges with regards to decision assistance. Decision assistance can be achieved by providing reminders or facilitate commitment for a choice (Münscher et al. 2016). In a study of 2018 customers were nudged with the help of planning prompts. Those prompts asked for a specified timeframe for paying credit card debts. Within the help of this particular nudge the likelihood for following the set intentions increases significantly (Mazar et al. 2018). Research articles that emphasize a longer decision-making process or intertemporal decisions often use nudges in the category of decisions assistance.

Another crucial finding is that only six research articles use a combination of choice architecture techniques. An effective nudging can only happen if the entire decision-making process is taken into scope of the nudge (Miller et al. 2016; Hilton et al. 2014; Cosmo and O'Hora 2017; Mazar et al. 2018; Basu and Savani 2017; Schneider et al. 2017).

## **5 Conclusion**

### **5.1 Summary of Findings**

The results of this literature review are multifaceted. As shown previously, the vast majority of identified research articles studies nudging in the consumer choice area. Additionally, the superior part deals with empirical research. In summary the studies with a focus on provider overall better information and contributions to the concept of nudging. Empirical studies usually build a useful way of studying the effect of nudges and furnish ways to understand the use of them. With a clear focus on laboratory experiments, researchers limit on an isolated view on the decision-making process and the nudge implementation. Furthermore, it is important to mention, that also other factors than the nudge itself have an important influence on the decision environment so that other variables that do not directly have an impact on the decision should also be taken into account. Dong et al. 2019.

Considering the type of digital nudges, research articles lay a clear focus on default effect and social nudges. With the status quo bias and the norms as most used heuristics and biases in the nudge design, support this observation. Moreover, the current research targets mainly the choice architecture categories of decision information and decision structure. The category of decision assistance is less pronounced. One of the underlying reasons for that might be the psychological background and complex implementation of nudges. Decision assistance often goes beyond the boundaries of digital environments so that a digital nudge should affect a decision in a non-digital environment.

### **5.2 Limitations**

Despite the promising results and insights concerning digital nudging, the identified research papers, as well as the overall literature review have some limitations. First of all, it is important to mention that not every that of the research articles does not directly specify the studied concept as nudging. One possible explanation for this is the novelty of the concept of nudging. With the first research in the late 2000s, nudging itself is known less than ten years. Additionally, nudging has its roots in the area of behavioral economics. Other research streams might study the same concept but do not label it as nudge directly. If nudging research continues, this problem will fade away with the broader adoption of the

term "nudging" across research streams. At the moment many research articles, specifically about digital nudging, is in the review process and will probably be released in the near future. Those articles in review are not part of this literature review.

Moreover, there is only a limited amount of articles that mentions specific interface design elements of digital nudges. Design elements are the building stones of every user interface and therefore have a significant influence on the choice architecture presented to the user. Unfortunately, those design elements are rarely specified in current studies. Studies with a focus on digital nudges barely included screenshots of the digital environment and the user interface of the experiment. Such additional information can have a significant impact on the understanding of digital nudges.

In the end, this literature review was carried out in a limited time and scope. It is important to mention that not every article in the domain is included in this literature review. Moreover, a qualitative part of the literature is identified trying to be as representative as possible.

### **5.3 Recommendations for future research**

Based on the limitations and findings of this literature review, one can derive several recommendations for future research. One of those recommendations includes the use of other heuristics. As described in the review of the literature, no research article uses the scarcity effect, as well as the middle-option bias. Both techniques successfully support nudging in non-digital environments. Therefore, a transfer to digital choice environments might provide promising results.

Another implication for future research is the connection to the domain of HCI. Here, further research on how design elements influence digital nudges can be conducted. This can provide useful information for product designers and managers, to build efficient choice architectures.

Finally, future research should place more emphasis on other domains than consumer choice. Especially domains where complex decisions are taken. Such a domain is the finance and insurance sector. Here, users face complex decisions without being knowing domain experts. In the past, a lot of financial services and insurances were sold with the help of a consultant in the sales department. Nowadays, more and more self-services allow users to act by themselves and independently. Such an example is the online bank

N26 that provides full banking functionalities and services without a physical bank in the background. The only interfaces between bank and user are the mobile app and the web dashboard. In finance and insurance, decisions typically have a long term effect and usually are locked-in for an extended time. That is why it is critical to make good decisions and to provide a natural choice architecture for users. Besides the likely possibilities, nudging is very critical in this domain, because of the importance of the ethical aspect of nudging. If done wrong, a company can quickly lose the trust of users and conversions might go down.

## Bibliography

- Alavi, M. and Carlson, P. (1992), "A Review of MIS Research and Disciplinary Development", in *Journal of Management Information Systems* (8:4), pp. 45–62, issn: 0742-1222, url: <https://www.jstor.org/stable/40397997> (visited on 03/25/2019).
- Basu, S. and Savani, K. (2017), "Choosing one at a time? Presenting options simultaneously helps people make more optimal decisions than presenting options sequentially", en, in *Organizational Behavior and Human Decision Processes* (139), pp. 76–91, issn: 07495978 (doi: 10.1016/j.obhdp.2017.01.004), url: <https://linkinghub.elsevier.com/retrieve/pii/S0749597816302060> (visited on 03/09/2019).
- Brehm, J. W. (1966), *A theory of psychological reactance*, A theory of psychological reactance, Oxford, England: Academic Press.
- Broniarczyk, S. M. and Griffin, J. G. (2014), "Decision Difficulty in the Age of Consumer Empowerment", en, in *Journal of Consumer Psychology* (24:4), pp. 608–625, issn: 10577408 (doi: 10.1016/j.jcps.2014.05.003), url: <http://doi.wiley.com/10.1016/j.jcps.2014.05.003> (visited on 03/10/2019).
- Bruns, H., Kantorowicz-Reznichenko, E., Klement, K., Luistro Jonsson, M., and Rahali, B. (2018), "Can Nudges Be Transparent and Yet Effective?", en, in *Journal of Economic Psychology* (65), pp. 41–59 (doi: <https://doi.org/10.1016/j.joep.2018.02.002>), (visited on 03/10/2019).
- Cao, Z., Hui, K.-L., and Xu, H. (2018), "An Economic Analysis of Peer Disclosure in Online Social Communities", en, in *Information Systems Research* (29:3), pp. 546–566, issn: 1047-7047, 1526-5536 (doi: 10.1287/isre.2017.0744), url: <http://pubsonline.informs.org/doi/10.1287/isre.2017.0744> (visited on 03/04/2019).
- Cialdini, R. B. and Goldstein, N. J. (2004), "Social Influence: Compliance and Conformity", en, in *Annual Review of Psychology* (55:1), pp. 591–621, issn: 0066-4308, 1545-2085 (doi: 10.1146/annurev.psych.55.090902.142015), url: <http://www.annualreviews.org/doi/10.1146/annurev.psych.55.090902.142015> (visited on 04/01/2019).
- Cosmo, V. D. and O'Hara, D. (2017), "Nudging electricity consumption using TOU pricing and feedback: evidence from Irish households", en, in *Journal of Economic Psychology* (61), pp. 1–14, issn: 01674870 (doi: 10.1016/j.joep.2017.03.005), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487017301538> (visited on 03/10/2019).
- Dolan, P., Hallsworth, M., Halpern, D., King, D., Metcalfe, R., and Vlaev, I. (2012), "Influencing behaviour: The mindspace way", en, in *Journal of Economic Psychology* (33:1), pp. 264–277, issn: 01674870 (doi: 10.1016/j.joep.2011.10.009), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487011001668> (visited on 03/10/2019).
- Dong, P., Huang, X. I., and Labroo, A. A. (2019), "Cueing Morality: The Effect of High-Pitched Music on Healthy Choice", en, in *Journal of Marketing* (), p. 002224291881357, issn: 0022-2429, 1547-7185 (doi: 10.1177/0022242918813577), url: <http://journals.sagepub.com/doi/10.1177/0022242918813577> (visited on 03/05/2019).
- Eigenbrod, L. and Janson, A. (2018), "How Digital Nudges Influence Consumers – Experimental Investigation in the Context of Retargeting", in *ECIS 2018 Proceedings* (), url: [https://aisel.aisnet.org/ecis2018\\_rip/50](https://aisel.aisnet.org/ecis2018_rip/50).

- Faralla, V., Novarese, M., and Ardizzone, A. (2017), "Framing effects in intertemporal choice: A nudge experiment", en, in *Journal of Behavioral and Experimental Economics* (71), pp. 13–25, issn: 22148043 (doi: 10.1016/j.socec.2017.09.002), url: <https://linkinghub.elsevier.com/retrieve/pii/S2214804317301003> (visited on 03/09/2019).
- Fromkin, H. L. and Snyder, C. R. (1980), "The Search for Uniqueness and Valuation of Scarcity", en, in *Social Exchange*, ed. by K. J. Gergen, M. S. Greenberg, and R. H. Willis, Boston, MA: Springer US, pp. 57–75, isbn: 978-1-4613-3089-9 978-1-4613-3087-5 (doi: 10.1007/978-1-4613-3087-5\_3), url: [http://link.springer.com/10.1007/978-1-4613-3087-5\\_3](http://link.springer.com/10.1007/978-1-4613-3087-5_3) (visited on 04/01/2019).
- Gamliel, E. and Peer, E. (2017), "The Average Fuel-Efficiency Fallacy: Overestimation of Average Fuel Efficiency and How It Can Lead to Biased Decisions: Average Fuel-Efficiency Fallacy", en, in *Journal of Behavioral Decision Making* (30:2), pp. 435–445, issn: 08943257 (doi: 10.1002/bdm.1961), url: <http://doi.wiley.com/10.1002/bdm.1961> (visited on 03/09/2019).
- Goswami, I. and Urminsky, O. (2016), "When should the Ask be a Nudge? The Effect of Default Amounts on Charitable Donations", en, in *Journal of Marketing Research* (53:5), pp. 829–846, issn: 0022-2437, 1547-7193 (doi: 10.1509/jmr.15.0001), url: <http://journals.sagepub.com/doi/10.1509/jmr.15.0001> (visited on 03/04/2019).
- Gravert, C. (2017), "Pride and patronage - pay-what-you-want pricing at a charitable bookstore", en, in *Journal of Behavioral and Experimental Economics* (67), pp. 1–7, issn: 22148043 (doi: 10.1016/j.socec.2017.01.009), url: <https://linkinghub.elsevier.com/retrieve/pii/S2214804317300083> (visited on 03/09/2019).
- Guthrie, J., Mancino, L., and Lin, C.-T. J. (2015), "Nudging Consumers toward Better Food Choices: Policy Approaches to Changing Food Consumption Behaviors: Nudging Consumers", en, in *Psychology & Marketing* (32:5), pp. 501–511, issn: 07426046 (doi: 10.1002/mar.20795), url: <http://doi.wiley.com/10.1002/mar.20795> (visited on 03/10/2019).
- Hilton, D., Charalambides, L., Demarque, C., Waroquier, L., and Raux, C. (2014), "A tax can nudge: The impact of an environmentally motivated bonus/malus fiscal system on transport preferences", en, in *Journal of Economic Psychology* (42), pp. 17–27, issn: 01674870 (doi: 10.1016/j.joep.2014.02.007), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487014000178> (visited on 03/10/2019).
- Hsee, C. K. and Zhang, J. (2010), "General Evaluability Theory", en, in *Perspectives on Psychological Science* (5:4), pp. 343–355, issn: 1745-6916, 1745-6924 (doi: 10.1177/1745691610374586), url: <http://journals.sagepub.com/doi/10.1177/1745691610374586> (visited on 04/01/2019).
- Huh, Y. E., Vosgerau, J., and Morewedge, C. K. (2014), "Social Defaults: Observed Choices Become Choice Defaults", en, in *Journal of Consumer Research* (41:3), pp. 746–760, issn: 0093-5301, 1537-5277 (doi: 10.1086/677315), url: <https://academic.oup.com/jcr/article-lookup/doi/10.1086/677315> (visited on 03/05/2019).
- Hummel, D., Schacht, S., and Maedche, A. (2017), "Designing Adaptive Nudges for Multi-Channel Choices of DIGITAL Services: A Laboratory Experiment Design", en, in *ECIS 2017 Proceedings* (), p. 13.
- Johnson, E. J. and Goldstein, D. (2003), "Do Defaults Save Lives?", en, in *Science* (302:5649), pp. 1338–1339, issn: 0036-8075, 1095-9203 (doi: 10.1126/science.1091721), url:

- <http://www.sciencemag.org/lookup/doi/10.1126/science.1091721> (visited on 03/25/2019).
- Johnson, E. J., Shu, S. B., Dellaert, B. G. C., Fox, C., Goldstein, D. G., Häubl, G., Larrick, R. P., Payne, J. W., Peters, E., Schkade, D., Wansink, B., and Weber, E. U. (2012), “Beyond nudges: Tools of a choice architecture”, en, in *Marketing Letters* (23:2), pp. 487–504, issn: 0923-0645, 1573-059X (doi: 10.1007/s11002-012-9186-1), url: <http://link.springer.com/10.1007/s11002-012-9186-1> (visited on 03/03/2019).
- Jones, L. E., Loibl, C., and Tennyson, S. (2015), “Effects of informational nudges on consumer debt repayment behaviors”, en, in *Journal of Economic Psychology* (51), pp. 16–33, issn: 01674870 (doi: 10.1016/j.joep.2015.06.009), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487015000860> (visited on 03/10/2019).
- Kahneman, D. and Tversky, A. (1979), “Prospect Theory: An Analysis of Decision under Risk”, en, in *The Econometric Society* (47:2), pp. 263–292.
- Kretzer, M. and Maedche, A. (2018), “Designing Social Nudges for Enterprise Recommendation Agents: An Investigation in the Business Intelligence Systems Context”, en, in *Journal of the Association for Information Systems* (), pp. 1145–1186, issn: 15369323 (doi: 10.17705/1jais.00523), url: <https://aisel.aisnet.org/jais/vol19/iss12/4> (visited on 03/03/2019).
- Lades, L. K. (2014), “Impulsive consumption and reflexive thought: Nudging ethical consumer behavior”, en, in *Journal of Economic Psychology* (41), pp. 114–128, issn: 01674870 (doi: 10.1016/j.joep.2013.01.003), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487013000160> (visited on 03/10/2019).
- Langley, D. J., Wijn, R., and Epskamp, S. (2015), “Should I Get That Jab? Exploring Influence to Encourage Vaccination via Online Social Media”, en, in *ECIS 2015 Proceedings* (), p. 12.
- Laran, J., Janiszewski, C., and Salerno, A. (2018), “Nonconscious Nudges: Encouraging Sustained Goal Pursuit”, en, in *Journal of Consumer Research* (), ed. by G. V. Johar, M. C. Campbell, and C. Lamberton, issn: 0093-5301, 1537-5277 (doi: 10.1093/jcr/ucy071), url: <https://academic.oup.com/jcr/advance-article/doi/10.1093/jcr/ucy071/5123504> (visited on 03/05/2019).
- Lee, H., Deng, X., Unnava, H. R., and Fujita, K. (2014), “Monochrome Forests and Colorful Trees: The Effect of Black-and-White versus Color Imagery on Construal Level”, en, in *Journal of Consumer Research* (41:4), pp. 1015–1032, issn: 0093-5301, 1537-5277 (doi: 10.1086/678392), url: <https://academic.oup.com/jcr/article-lookup/doi/10.1086/678392> (visited on 03/05/2019).
- Lembregts, C. and Van Den Bergh, B. (2019), “Making Each Unit Count: The Role of Discretizing Units in Quantity Expressions”, en, in *Journal of Consumer Research* (45:5), ed. by G. Johar and R. Bagchi, pp. 1051–1067, issn: 0093-5301, 1537-5277 (doi: 10.1093/jcr/ucy036), url: <https://academic.oup.com/jcr/article/45/5/1051/4970010> (visited on 03/05/2019).
- Malone, T. and Lusk, J. L. (2017), “The excessive choice effect meets the market: A field experiment on craft beer choice”, en, in *Journal of Behavioral and Experimental Economics* (67), pp. 8–13, issn: 22148043 (doi: 10.1016/j.socec.2017.01.008), url: <https://linkinghub.elsevier.com/retrieve/pii/S2214804317300095> (visited on 03/09/2019).
- Mazar, N., Mochon, D., and Ariely, D. (2018), “If You Are Going to Pay Within the Next 24 Hours, Press 1: Automatic Planning Prompt Reduces Credit Card Delinquency”,



- en, in *Journal of Consumer Psychology* (28:3), ed. by A. Mukhopadhyay and S. Botti, pp. 466–476, issn: 10577408 (doi: 10.1002/jcpy.1031), url: <http://doi.wiley.com/10.1002/jcpy.1031> (visited on 03/10/2019).
- Miller, G. F., Gupta, S., Kropp, J. D., Grogan, K. A., and Mathews, A. (2016), “The effects of pre-ordering and behavioral nudges on National School Lunch Program participants’ food item selection”, en, in *Journal of Economic Psychology* (55), pp. 4–16, issn: 01674870 (doi: 10.1016/j.joep.2016.02.010), url: <https://linkinghub.elsevier.com/retrieve/pii/S0167487016000222> (visited on 03/10/2019).
- Mirsch, T., Lehrer, C., and Jung, R. (2018), “Making Digital Nudging Applicable: The Digital Nudge Design Method”, in *ICIS 2018 Proceedings* (), url: <https://aisel.aisnet.org/icis2018/design/Presentations/5>.
- Münscher, R., Vetter, M., and Scheuerle, T. (2016), “A Review and Taxonomy of Choice Architecture Techniques: Choice Architecture Techniques”, en, in *Journal of Behavioral Decision Making* (29:5), pp. 511–524, issn: 08943257 (doi: 10.1002/bdm.1897), url: <http://doi.wiley.com/10.1002/bdm.1897> (visited on 03/09/2019).
- Oinas-Kukkonen, H. and Harjuma, M. (2009), “Persuasive Systems Design: Key Issues, Process Model, and System Features”, en, in *Communications of the Association for Information Systems* (24), issn: 15293181 (doi: 10.17705/1CAIS.02428), url: <https://aisel.aisnet.org/cais/vol24/iss1/28> (visited on 03/03/2019).
- Romero, M. and Biswas, D. (2016), “Healthy-Left, Unhealthy-Right: Can Displaying Healthy Items to the Left (versus Right) of Unhealthy Items Nudge Healthier Choices?”, en, in *Journal of Consumer Research* (43:1), pp. 103–112, issn: 0093-5301, 1537-5277 (doi: 10.1093/jcr/ucw008), url: <https://academic.oup.com/jcr/article-lookup/doi/10.1093/jcr/ucw008> (visited on 03/05/2019).
- Rosenstock, I. M. (1974), “The Health Belief Model and Preventive Health Behavior”, en, in *Health Education Monographs* (2:4), pp. 354–386, issn: 0073-1455 (doi: 10.1177/109019817400200405), url: <http://journals.sagepub.com/doi/10.1177/109019817400200405> (visited on 04/01/2019).
- Schneider, C., Weinmann, M., and Brocke, J. vom (2018), “Digital nudging: guiding online user choices through interface design”, en, in *Communications of the ACM* (61:7), pp. 67–73, issn: 00010782 (doi: 10.1145/3213765), url: <http://dl.acm.org/citation.cfm?doid=3234519.3213765> (visited on 03/06/2019).
- Schneider, D., Lins, S., Grupp, T., Benlian, A., and Sunyaev, A. (2017), “Nudging Users Into Online Verification: The Case of Carsharing Platforms”, en, in *ICIS 2017 Proceedings* (), p. 21.
- Simon, H. A. (1955), “A Behavioral Model of Rational Choice”, in *The Quarterly Journal of Economics* (69:1), pp. 99–118, issn: 0033-5533 (doi: 10.2307/1884852), url: <https://www.jstor.org/stable/1884852> (visited on 04/01/2019).
- Sleesman, D. J. and Conlon, D. E. (2017), “Encouraging Prosocial Decisions: The Role of Fairness Salience and Uncertainty: Encouraging Prosocial Decisions”, en, in *Journal of Behavioral Decision Making* (30:2), pp. 502–515, issn: 08943257 (doi: 10.1002/bdm.1970), url: <http://doi.wiley.com/10.1002/bdm.1970> (visited on 03/09/2019).
- Steffel, M., Williams, E. F., and Pogacar, R. (2016), “Ethically Deployed Defaults: Transparency and Consumer Protection through Disclosure and Preference Articulation”, en, in *Journal of Marketing Research* (53:5), pp. 865–880, issn: 0022-2437, 1547-7193 (doi: 10.1509/jmr.14.0421), url: <http://journals.sagepub.com/doi/10.1509/jmr.14.0421> (visited on 03/06/2019).

- Stryja, C., Satzger, G., and Dorner, V. (2017), “A Decision Support System Design to Overcome Resistance Towards Sustainable Innovations”, en, in *ECIS 2017 Proceedings* (), p. 12.
- Sunstein, C. R. (2015), *Nudging and Choice Architecture: Ethical Considerations*, en, SSRN Scholarly Paper ID 2551264, Rochester, NY: Social Science Research Network, url: <https://papers.ssrn.com/abstract=2551264> (visited on 03/23/2019).
- Székely, N. and Weinmann, M. (2016), “Nudging People to Pay CO2 Offsets – The Effect of Anchors IN Flight Booking Processes”, en, in *ECIS 2016 Proceedings* (), p. 11.
- Thaler, R. H. and Sunstein, C. R. (2009), *Nudge: improving decisions about health, wealth, and happiness*, en, Rev. and expanded ed., with a new afterword and a new chapter, OCLC: 845500596, New York, NY: Penguin, isbn: 978-0-300-12223-7 978-0-14-311526-7.
- Thaler, R. H., Sunstein, C. R., and Balz, J. P. (2010), “Choice Architecture”, en, in *SSRN Electronic Journal* (), issn: 1556-5068 (doi: 10.2139/ssrn.1583509), url: <http://www.ssrn.com/abstract=1583509> (visited on 03/23/2019).
- Tietz, M., Simons, A., Weinmann, M., and Brocke, J. v. (2016), “The Decoy Effect in Reward-Based Crowdfunding: Preliminary Results from an Online Experiment”, in *ICIS 2016 Proceedings* (), url: <https://aisel.aisnet.org/icis2016/Crowdsourcing/Presentations/20>.
- Trope, Y. and Liberman, N. (2010), “Construal-Level Theory of Psychological Distance”, in *Psychological review* (117:2), pp. 440–463, issn: 0033-295X (doi: 10.1037/a0018963), url: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3152826/> (visited on 04/01/2019).
- Tversky, A and Kahneman, D (1974), “Judgment under uncertainty: heuristics and biases”, in *Science* (4157:185), pp. 1124–1131, url: <http://science.sciencemag.org/content/sci/185/4157/1124.full.pdf> (visited on 03/23/2019).
- Wang, C. A., Zhang, X. M., and Hann, I.-H. (2018), “Socially Nudged: A Quasi-Experimental Study of Friends’ Social Influence in Online Product Ratings”, en, in *Information Systems Research* (29:3), pp. 641–655, issn: 1047-7047, 1526-5536 (doi: 10.1287/isre.2017.0741), url: <http://pubsonline.informs.org/doi/10.1287/isre.2017.0741> (visited on 03/04/2019).
- Watson, J., Ghosh, A. P., and Trusov, M. (2018), “Swayed by the Numbers: The Consequences of Displaying Product Review Attributes”, en, in *Journal of Marketing* (82:6), pp. 109–131, issn: 0022-2429, 1547-7185 (doi: 10.1177/0022242918805468), url: <http://journals.sagepub.com/doi/10.1177/0022242918805468> (visited on 03/05/2019).
- Webster, J. and Watson, R. T. (2002), “Analyzing the Past to Prepare for the Future: Writing a Literature Review”, en, in *MIS Quarterly* (26:2), p. 12.
- Weinmann, M., Schneider, C., and Brocke, J. v. (2016), “Digital Nudging”, en, in *Business & Information Systems Engineering* (58:6), pp. 433–436, issn: 2363-7005, 1867-0202 (doi: 10.1007/s12599-016-0453-1), url: <http://link.springer.com/10.1007/s12599-016-0453-1> (visited on 02/19/2019).
- Yang, A. X., Hsee, C. K., Liu, Y., and Zhang, L. (2011), “The supremacy of singular subjectivity: Improving decision quality by removing objective specifications and direct comparisons”, en, in *Journal of Consumer Psychology* (21:4), pp. 393–404, issn: 10577408 (doi: 10.1016/j.jcps.2011.05.006), url: <http://doi.wiley.com/10.1016/j.jcps.2011.05.006> (visited on 03/10/2019).

- Yoo, O. S. and Sarin, R. (2018), “Consumer Choice and Market Outcomes Under Ambiguity in Product Quality”, en, in *Marketing Science* (37:3), pp. 445–468, issn: 0732-2399, 1526-548X (doi: 10.1287/mksc.2017.1069), url: <http://pubsonline.informs.org/doi/10.1287/mksc.2017.1069> (visited on 03/05/2019).
- Zarghamee, H. S., Messer, K. D., Fooks, J. R., Schulze, W. D., Wu, S., and Yan, J. (2017), “Nudging charitable giving: Three field experiments”, en, in *Journal of Behavioral and Experimental Economics* (66), pp. 137–149, issn: 22148043 (doi: 10.1016/j.soccec.2016.04.008), url: <https://linkinghub.elsevier.com/retrieve/pii/S2214804316300222> (visited on 03/09/2019).

# Appendix

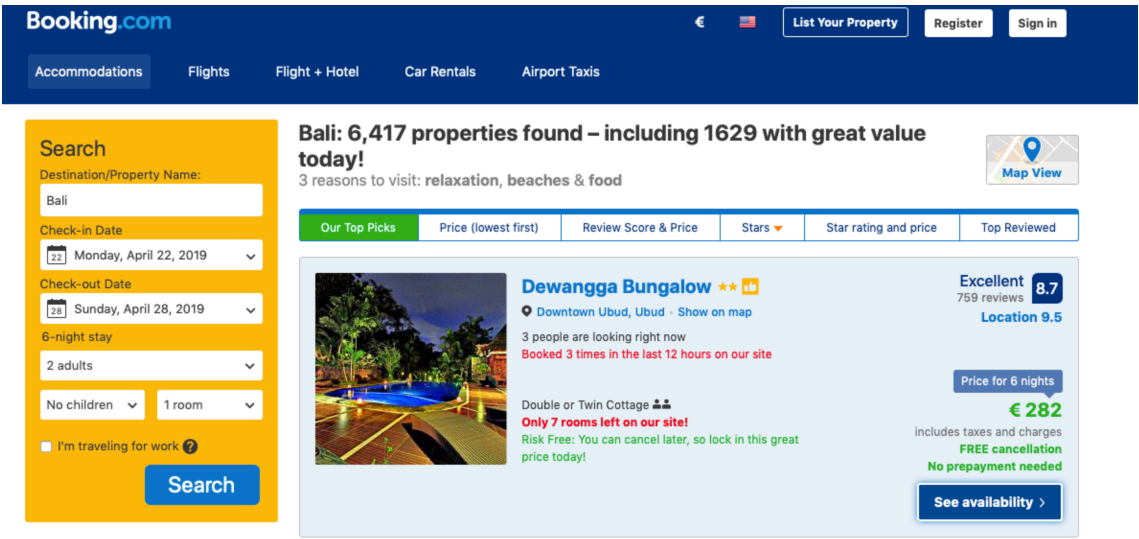


Figure 1: Digital nudging example - booking.com

<b>Heuristic / Bias</b>	<b>Example Design elements and mechanisms</b>
Status quo bias	<ul style="list-style-type: none"> <li>- Radio buttons</li> <li>- Checkboxes</li> <li>- Dropdown menus</li> <li>- Sliders with default position</li> <li>- Pre-filled inputs</li> </ul>
Decoy effect	Presentation of options in: <ul style="list-style-type: none"> <li>- Radio buttons</li> <li>- Checkboxes</li> <li>- Dropdown menus</li> </ul>
Primacy and recency effect	Positioning of elements (earlier or later)
Middle-option bias	<ul style="list-style-type: none"> <li>- Addition of higher- and lower-price alternatives around the preferred option.</li> <li>- Ordering of alternatives.</li> <li>- Modification of the option scale.</li> </ul>
Anchoring and adjustments	<ul style="list-style-type: none"> <li>- Variation of slider endpoints.</li> <li>- Use of default slider position.</li> <li>- Predefined values in text boxes for quantities.</li> </ul>
Norms (moral / social)	<ul style="list-style-type: none"> <li>- Display of popularity (social norms).</li> <li>- Display of honesty codes (moral norms)</li> </ul>
Scarcity effect	<ul style="list-style-type: none"> <li>- Use of default slider position.</li> <li>- Language and displaying additional information about quantity and availability</li> </ul>

Table 7: Heuristics and Design elements of digital nudges (based on Schneider et al. 2018)

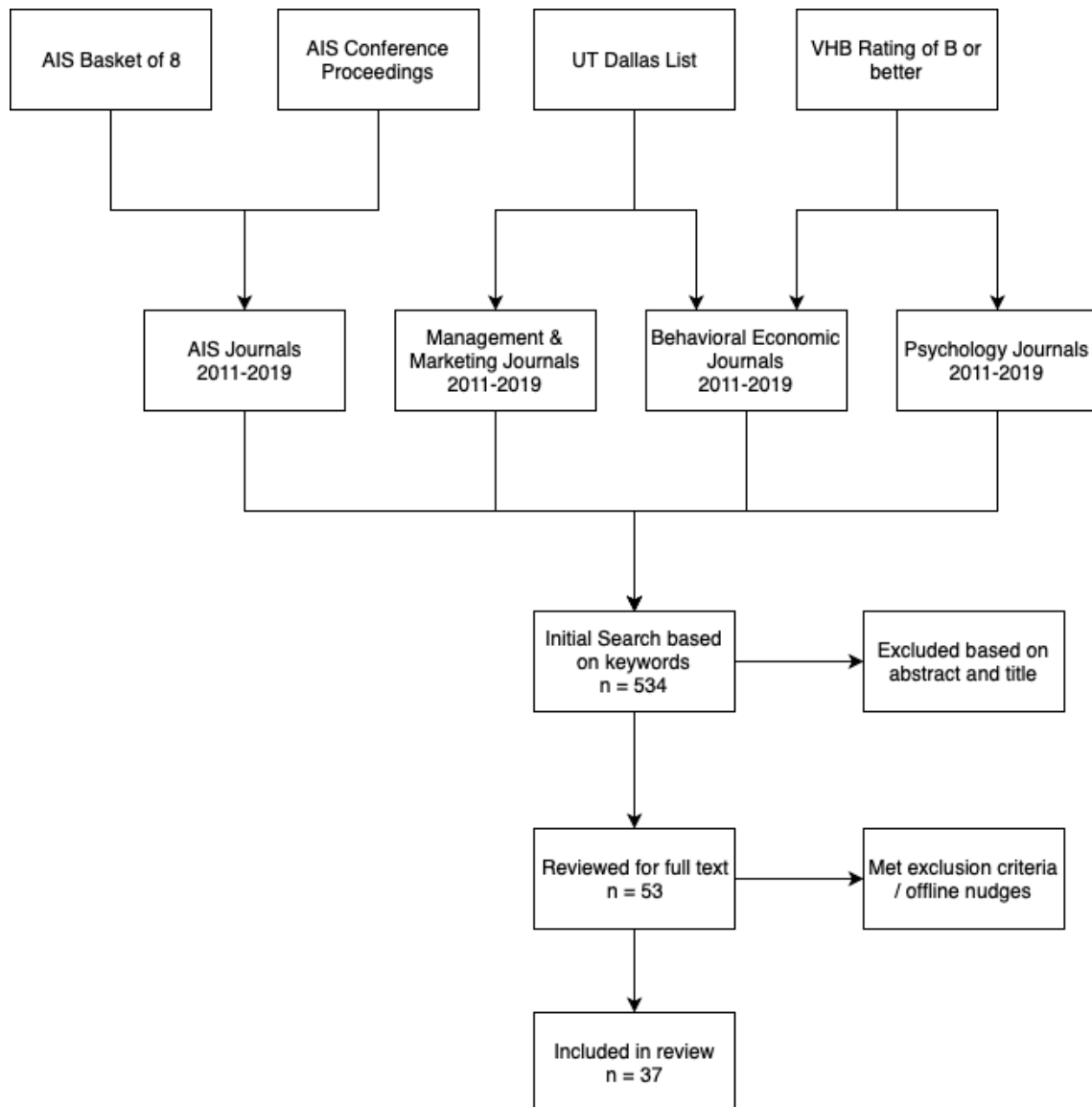


Figure 2: Information flow of the screening process

	<b>Library / Source</b>	<b>Journal</b>	<b>VHB Rating</b>
1	AIS (Basket of 8)	European Journal of Information Systems	A
2	AIS (Basket of 8)	Information Systems Journal	A
3	AIS (Basket of 8)	Information Systems Research	A+
4	AIS (Basket of 8)	Journal of AIS	A
5	AIS (Basket of 8)	Journal of Information Technology	A
6	AIS (Basket of 8)	Journal of MIS	A
7	AIS (Basket of 8)	Journal of Strategic Information systems	A
8	AIS (Basket of 8)	MIS Quaterly	A+
9	UT Dallas	Journal on Computing	A
10	UT Dallas	Journal of Consumer Research	A+
11	UT Dallas	Journal of Marketing	A+
12	UT Dallas	Journal of Marketing Research	A+
13	UT Dallas	Marketing Science	A+
14	UT Dallas	Management Science	A+
15	UT Dallas	Operations Research	A+
16	UT Dallas	Academy of Management Journal	A+
17	UT Dallas	Academy of Management Review	A+
18	UT Dallas	Journal of International Business Studies	A
19	UT Dallas	Strategic Management Journal	A
20	VHB	Journal of Behavioral Decision Making	B
21	VHB	Journal of Behavioral and Experimental Economics	B
22	VHB	Journal of Applied Behavioral Science	B
23	VHB	Organizational Behavior and Human Decision Processes	A
24	VHB	Applied Psychology	B
25	VHB	European Journal of Work & Organizational Psychology	B
26	VHB	Journal of Applied Psychology	A
27	VHB	Journal of Business and Psychology	B
28	VHB	Journal of Consumer Psychology	A
29	VHB	Journal of Economic Psychology	B
30	VHB	Psychology & Marketing	B
31	AIS Conferences	Proceedings of the International Conference on Information Systems (ICIS)	A
32	AIS Conferences	Proceedings of the European Conference on Information Systems (ECIS)	B

Table 8: List of inspected journals

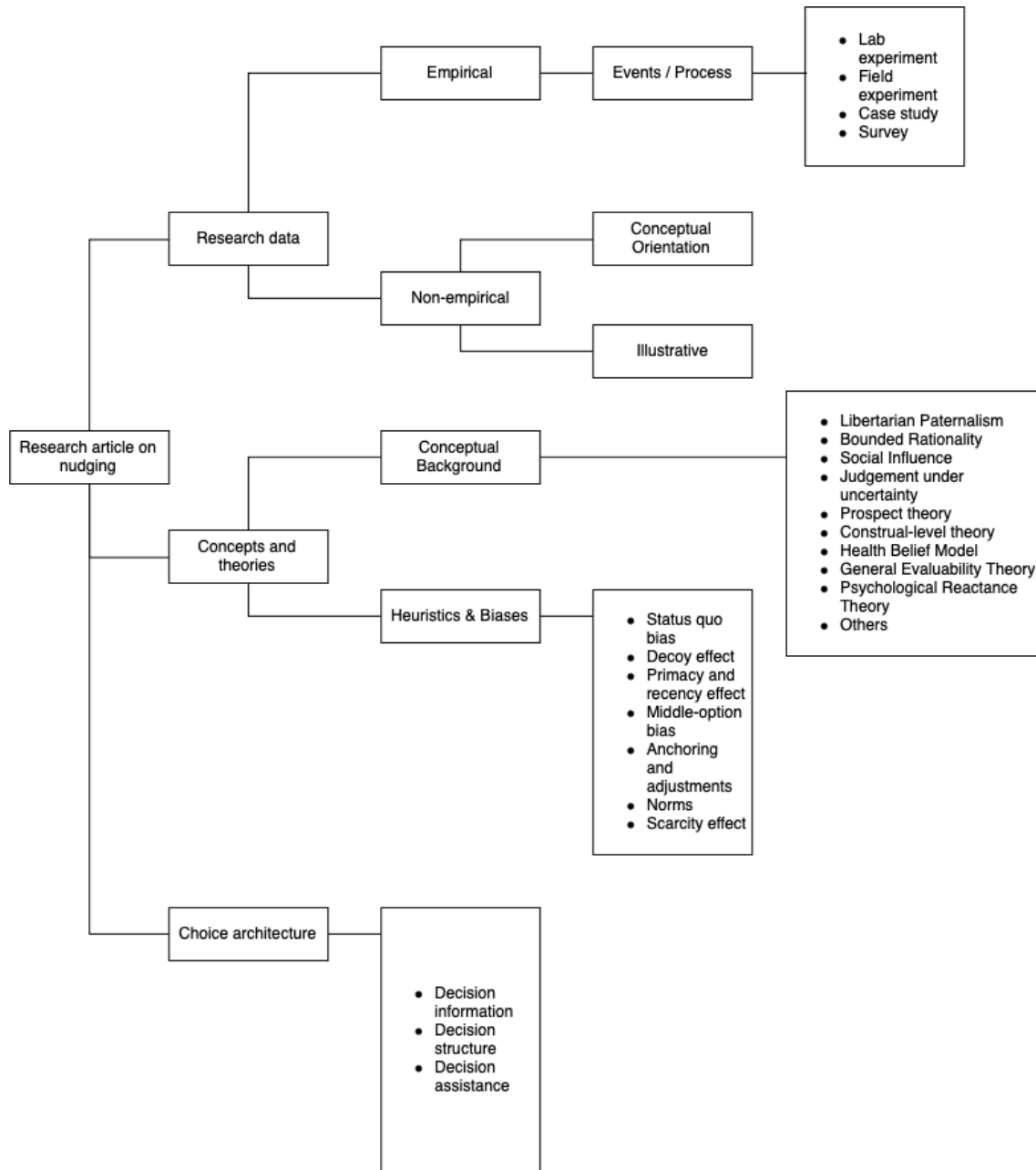


Figure 3: Classification of findings-detailed



	<b>Author &amp; Year</b>	<b>Title</b>	<b>Publication</b>
1	Basu and Savani 2017	Choosing one at a time? Presenting options simultaneously helps people make more optimal decisions than presenting options sequentially	Organizational Behavior and Human Decision Processes
2	Broniarczyk and Griffin 2014	Decision Difficulty in the Age of Consumer Empowerment	Journal of Consumer Psychology
3	Bruns et al. 2018	Can Nudges Be Transparent and Yet Effective?	Journal of Economic Psychology
4	Cao et al. 2018	An Economic Analysis of Peer Disclosure in Online Social Communities	Information Systems Research
5	Cosmo and O'Hara 2017	Nudging electricity consumption using TOU pricing and feedback: evidence from Irish households	Journal of Economic Psychology
6	Dolan et al. 2012	Influencing behaviour: The mindspace way	Journal of Economic Psychology
7	Eigenbrod and Jansson 2018	How Digital Nudges Influence Consumers – Experimental Investigation in the Context of Retargeting	ECIS 2018 Proceedings
8	Faralla et al. 2017	Framing effects in intertemporal choice: A nudge experiment	Journal of Behavioral and Experimental Economics
9	Gamliel and Peer 2017	The Average Fuel-Efficiency Fallacy: Overestimation of Average Fuel Efficiency and How It Can Lead to Biased Decisions	Journal of Behavioral Decision Making
10	Goswami and Urminsky 2016	When should the Ask be a Nudge? The Effect of Default Amounts on Charitable Donations	Journal of Marketing Research
11	Gravert 2017	Pride and patronage - pay-what-you-want pricing at a charitable bookstore	Journal of Behavioral and Experimental Economics
12	Guthrie et al. 2015	Nudging Consumers toward Better Food Choices: Policy Approaches to Changing Food Consumption Behaviors	Psychology & Marketing
13	Hilton et al. 2014	A tax can nudge: The impact of an environmentally motivated bonus/malus fiscal system on transport preferences	Journal of Economic Psychology
14	Huh et al. 2014	Social Defaults: Observed Choices Become Choice Defaults	Journal of Consumer Research
15	Hummel et al. 2017	Designing Adaptive Nudges for Multi-Channel Choices of Digital Services	ECIS 2017 Proceedings

Table 9: List of reviewed research articles - Part 1

	<b>Author &amp; Year</b>	<b>Title</b>	<b>Publication</b>
16	Jones et al. 2015	Effects of informational nudges on consumer debt repayment behaviors	Journal of Economic Psychology
17	Kretzer and Maedche 2018	Designing Social Nudges for Enterprise Recommendation Agents: An Investigation in the Business Intelligence Systems Context	Journal of the Association for Information Systems
18	Lades 2014	Impulsive consumption and reflexive thought: Nudging ethical consumer behavior	Journal of Economic Psychology
19	Langley et al. 2015	Should I Get That Jab? Exploring Influence to Encourage Vaccination via Online Social Media	ECIS 2015 Proceedings
20	Laran et al. 2018	Nonconscious Nudges: Encouraging Sustained Goal Pursuit	Journal of Consumer Research
21	Lee et al. 2014	Monochrome Forests and Colorful Trees: The Effect of Black-and-White versus Color Imagery on Construal Level	Journal of Consumer Research
22	Lembregts and Van Den Bergh 2019	Making Each Unit Count: The Role of Discretizing Units in Quantity Expressions	Journal of Consumer Research
23	Mazar et al. 2018	If You Are Going to Pay Within the Next 24 Hours, Press 1: Automatic Planning Prompt Reduces Credit Card Delinquency	Journal of Consumer Psychology
24	Miller et al. 2016	The effects of pre-ordering and behavioral nudges on National School Lunch Program participants' food item selection	Journal of Economic Psychology
25	Münscher et al. 2016	A Review and Taxonomy of Choice Architecture Techniques: Choice Architecture Techniques	Journal of Behavioral Decision Making
26	Romero and Biswas 2016	Healthy-Left, Unhealthy-Right: Can Displaying Healthy Items to the Left (versus Right) of Unhealthy Items Nudge Healthier Choices?	Journal of Consumer Research
27	Schneider et al. 2017	Nudging Users Into Online Verification: The Case of Carsharing Platforms	ICIS 2017 Proceedings
28	Sleesman and Conlon 2017	Encouraging Prosocial Decisions: The Role of Fairness Salience and Uncertainty: Encouraging Prosocial Decisions	Journal of Behavioral Decision Making

Table 10: List of reviewed research articles - Part 2

	<b>Author &amp; Year</b>	<b>Title</b>	<b>Publication</b>
29	Steffel et al. 2016	Ethically Deployed Defaults: Transparency and Consumer Protection through Disclosure and Preference Articulation	Journal of Marketing Research
30	Stryja et al. 2017	A Decision Support System Design to Overcome Resistance Towards Sustainable Innovations	ECIS 2017 Proceedings
31	Székely and Weinmann 2016	Nudging People to Pay CO2 Offsets - The Effect of Anchors in Flight Booking Processes	ECIS 2016 Proceedings
32	Tietz et al. 2016	The Decoy Effect in Reward-Based Crowdfunding: Preliminary Results from an Online Experiment	ICIS 2016 Proceedings
33	Wang et al. 2018	Socially Nudged: A Quasi-Experimental Study of Friends' Social Influence in Online Product Ratings	Information Systems Research
34	Watson et al. 2018	Swayed by the Numbers: The Consequences of Displaying Product Review Attributes	Journal of Marketing
35	Yang et al. 2011	The supremacy of singular subjectivity: Improving decision quality by removing objective specifications and direct comparisons	Journal of Consumer Psychology
36	Yoo and Sarin 2018	Consumer Choice and Market Outcomes Under Ambiguity in Product Quality	Marketing Science
37	Zarghamee et al. 2017	Nudging charitable giving: Three field experiments	Journal of Behavioral and Experimental Economics

Table 11: List of reviewed research articles - Part 3

<b>Domain</b>	<b>Coding</b>
Consumer Choice	CCH
Education	EDU
Finance	FIN
Health	HEA
Prosocial Behavior	PSB
Sustainability	SUS
Transportation	TRA
Security & Privacy	SCP
Government	GOV
Other	MISC

Table 12: List of domain codings

## **Affidavit**

I hereby declare that I have developed and written the enclosed seminar thesis entirely on my own and have not used outside sources without declaration in the text. Any concepts or quotations applicable to these sources are clearly attributed to them.

This seminar thesis has not been submitted in the same or substantially similar version, not even in part, to any other authority for grading and has not been published elsewhere. I am aware of the fact that a misstatement may have serious legal consequences.

Mannheim, 5. April 2019

Marvin Messenzehl