

PERSUASIVE GAMES



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Persuasive Games Persuasive Games

T. J. Lavender



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Persuasive Games Ian Bogost, 2010-08-13 An exploration of the way videogames mount arguments and make expressive statements about the world that analyzes their unique persuasive power in terms of their computational properties Videogames are an expressive medium and a persuasive medium they represent how real and imagined systems work and they invite players to interact with those systems and form judgments about them In this innovative analysis Ian Bogost examines the way videogames mount arguments and influence players Drawing on the 2 500 year history of rhetoric the study of persuasive expression Bogost analyzes rhetoric s unique function in software in general and videogames in particular The field of media studies already analyzes visual rhetoric the art of using imagery and visual representation persuasively Bogost argues that videogames thanks to their basic representational mode of procedurality rule based representations and interactions open a new domain for persuasion they realize a new form of rhetoric Bogost calls this new form procedural rhetoric a type of rhetoric tied to the core affordances of computers running processes and executing rule based symbolic manipulation He argues further that videogames have a unique persuasive power that goes beyond other forms of computational persuasion Not only can videogames support existing social and cultural positions but they can also disrupt and change these positions themselves leading to potentially significant long term social change Bogost looks at three areas in which videogame persuasion has already taken form and shows considerable potential politics advertising and learning

Persuasive Gaming in Context Teresa La Hera, Jeroen Jansz, Joost Raessens, Ben Schouten, 2025-10-01 The rapid developments in new communication technologies have facilitated the popularization of digital games which has translated into an exponential growth of the game industry in recent decades The ubiquitous presence of digital games has resulted in an expansion of the applications of these games from mere entertainment purposes to a great variety of serious purposes In this edited volume we narrow the scope of attention by focusing on what game theorist Ian Bogost has called persuasive games that is gaming practices that combine the dissemination of information with attempts to engage players in particular attitudes and behaviors This volume offers a multifaceted reflection on persuasive gaming that is on the process of these particular games being played by players The purpose is to better understand when and how digital games can be used for persuasion by further exploring persuasive games and some other kinds of persuasive playful interaction as well The book critically integrates what has been accomplished in separate research traditions to offer a multidisciplinary approach to understanding persuasive gaming that is closely linked to developments in the industry by including the exploration of relevant case studies

Cases on the Societal Effects of Persuasive Games Ruggiero, Dana, 2014-06-30 This book investigates the connection between multimedia technologies and game based learning for an improved understanding of the impact and effectiveness of serious games in modern societies offering examples from the fields of education business healthcare and more Provided by publisher

Persuasive Games in Political and Professional Dialogue Răzvan

Săftoiu, Maria-Ionela Neagu, Stanca Măda, 2015-09-15 *Persuasive Games in Political and Professional Dialogue* is about the rediscovery of humans as proficient users of language in the sense that while involved in a dialogue they listen observe discuss reason evaluate and conclude in other words speakers are no longer interested in defeating the other and proving him her wrong but in learning from the other The volume comprises 12 articles distributed in two sections Persuasion in Political Dialogue and Persuasive Strategies in Professional Dialogue which approach the topic of persuasion as it unfolds from political and professional communication The articles in the proposed volume depict relevant theoretical and practical issues related to persuasion in two communication sites politics and workplace and they are results of consistent research conducted by the contributors in various settings The contributions provide critical valuable insights into the dynamic process of creating and maintaining relationships at an individual and at a professional level **Persuasive games** Judith L. Anderson, 1975

Video Games and American Culture Aaron A. Toscano, 2019-12-12 Digital media are immersive technologies reflecting behaviors attitudes and values The engrossing entertaining virtual worlds video games provide are important sites for 21st century research This book moves beyond assertions that video games cause violence by analyzing the culture that produces such material While some popular media reinforce the idea that video games lead to violence this book uses a cultural studies lens to reveal a more complex situation Video games do not lead to violence sexism and chauvinism Rather Toscano argues a violent sexist chauvinistic culture reproduces texts that reflect these values Although video games have a worldwide audience this book focuses on American culture and how this multi billion dollar industry entertains us in our leisure time and sometimes at work bringing us into virtual environments where we have fun learning fighting discovering and acquiring bragging rights When politicians and moral crusaders push agendas that claim video games cause a range of social ills from obesity to mass shooting these perspectives fail to recognize that video games reproduce hegemonic American values This book in contrast focuses on what these highly entertaining cultural products tell us about who we are **Digital Arts and Entertainment: Concepts, Methodologies, Tools, and Applications** Management Association, Information Resources, 2014-06-30 In today's interconnected society media including news entertainment and social networking has increasingly shifted to an online ubiquitous format Artists and audiences will achieve the greatest successes by utilizing these new digital tools Digital Arts and Entertainment Concepts Methodologies Tools and Applications examines the latest research and findings in electronic media evaluating the staying power of this increasingly popular paradigm along with best practices for those engaged in the field With chapters on topics ranging from an introduction to online entertainment to the latest advances in digital media this impressive three volume reference source will be important to researchers practitioners developers and students of the digital arts **Playing to Win Over** Ruud Sebastiaan Jacobs, 2017

Emergently-Persuasive Games Neil Dansey, 2014 *Under the Influence? Measuring the Effectiveness of Persuasive Games* T. J. Lavender, 2010-07 Thanks to the maturation of the Internet as a game distribution

platform and the development of a new generation of low cost easy to use game development tools videogames are being used increasingly often for serious goals such as raising awareness changing attitudes and motivating behavioural change But little empirical research has been done as to the effectiveness of these persuasive videogames The videogame Homeless It s No Game was developed to determine whether people could be persuaded to become more sympathetic to the plight of the homeless by playing the role of a homeless woman in a videogame and whether this persuasive effect could be measured The results of the research were promising and indicated that persuasive games can have an effect especially if participants considered the game to be realistic

Configurable Persuasive Games Rohan Benkar,2013 Abstract Serious games games that are designed and developed for the primary purpose of education rather than pure entertainment have been used widely as an active learning platform However these games can do more than just teach Serious games can be used to change attitudes and beliefs of players Such serious games called persuasive games can engender significant long term changes in players This thesis presents a web based multiplayer persuasive game called GeoGame that teaches the complex real world semantics of the Green Revolution to Geography students GeoGame is developed with a purpose of changing the attitudes of students towards farming in developing countries

Serious Games David R. Michael,Sande Chen,2006 Learn how to take the skills and knowledge you use to make games for entertainment to make serious games games for education training healing and more Serious Games Games That Educate Train and Inform teaches game developers how to tap into the rapidly expanding market of serious games Explore the numerous possibilities that serious games represent such as the ability to teach military training in a non lethal environment and the ability to convey a particular political viewpoint through a game s storyline You ll get a detailed overview of all of the major markets for serious games including the military educators government agencies corporations hospitals non profit organizations religious groups and activist groups Discover the goals of each market the types of games on which they focus and market specific issues you need to consider Case studies of how professionals in these various markets utilize games provide ideas and inspiration as well as credibility for serious games Serious Games shows you how to apply your game development skills to a new and growing area and also teaches you techniques to make even entertainment based games richer and more meaningful

The Rhetoric of Persuasive Games : Freedom and Discipline in America's Army Anders Sundnes Løvlie,2008 Game Face ,2007 **The New York Times Magazine** ,2006 Powering Up Rebecca Mileham,2008-05-05 When it comes to computer games the numbers are astounding the world s top professional gamer has won over half a million dollars shooting virtual monsters on screen online games claim literally millions of subscribers while worldwide spending on computer gaming will top 24 billion by 2011 From techno toddlers to silver surfers everyone s playing games on their PCs Wiis Xboxes and phones How are we responding to this onslaught of brain training entertaining potentially addicting time consuming myth spawning games In Powering Up Rebecca Mileham looks at the facts behind the headlines to see what effect this epidemic of game playing is really having on

us and the society we live in Is it making us obese anti social violent and addicted or just giving us different ways of getting cleverer fitter and more skilled She examines the evidence from experts and gamers alike and asks some controversial and thought provoking questions Are car driving games turning us into boy racers Could becoming a virtual bully help children solve classroom disputes Should you feel remorse for killing pixel people Does it matter if you cheat in a single player game Can games get ex prisoners back to work If you re part of the gaming revolution yourself or are just curious to know what s fact and what s fiction in the media coverage of this topic then this is the book for you About the author Rebecca Mileham has written for the Sunday Times She magazine and for museums all over the UK In ten years at the Science Museum London she developed exhibitions on topics as diverse as Charles Babbage s Difference Engines robotic submarines face transplants and the male pill [http www rebecca mileham net](http://www.rebecca-mileham.net) Game Design Complete Patrick O'Luanaigh,2006 Most books on game design and development treat the topic as if designers worked in a vacuum But in the real world game design almost always needs to work within the constraints of time money hardware and software limitations marketing issues sales potential and other challenges Anyone who views this as an opportunity rather than a problem can learn to create exciting and truly original titles that become highly successful The complete approach to game design is all about getting into the trenches and uncovering the real world constraints and issues and providing design solutions that really work This highly practical and informative guide shows that designing successful games involves critical factors such as how to design for licenses when a game is based on a film book or TV show how to design for technology that has significant limitations such as limited memory smaller displays and limited CPU capacity how to create designs that are compelling and really hook the player and how to spot and take advantage of key design trends that are leading the industry No other book like Game Design Complete brings together the amazing insight of today s top minds to cover topics like designing unique characters dealing with strange and challenging environments like Mars or the artic designing a game around famous people designing a game to stand out as a brand designing for different demographics and much more Throughout the book is jam packed with design related war stories tips and techniques that really work At Play Sharon R. Mazzarella,Norma Pecora,2006 First Published in 2006 Routledge is an imprint of Taylor Francis an informa company *This Might be a Game* Jane Evelyn McGonigal,2006

Urb ,2007-07

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