



Join host Kristen Berman, CEO and Co-founder of Irrational Labs, as she chats with visionary product and organizational leaders to uncover their insights about user behavior — and how they've managed to change it.







## The Science Behind the Science of Change

The Science of Change is a new podcast hosted by behavioral scientist and co-founder of Irrational Labs, Kristen Berman. On this show, Kristen chats with visionary product and organizational leaders to uncover their insights about user behavior — and how they've managed to change it. For listeners who want a deeper dive into the behavioral science behind each episode, we've compiled citations for all of our behavioral science claims.

Haven't heard the new Netflix episode on our podcast? Listen here!

## **Netflix Citations**

Camerer, C. (2003). The behavioral challenge to economics: understanding normal people.

https://www.semanticscholar.org/paper/The-behavioral-challenge-to-economics%3A-normal-Camerer/970ab7eb82496e48a1fb5e845ef39c48dde7bd82

Cialdini, R. B. (2006). Influence: the psychology of persuasion, revised edition. New York: William Morrow.

Hall, D. L., Cohen, A. B., Meyer, K. K., Varley, A. H., & Brewer, G. A. (2015). Costly signaling increases trust, even across religious affiliations. *Psychological science*, 26(9), 1368-1376. https://doi.org/10.1177/0956797615576473

Hansen, J., & Wänke, M. (2009). Liking what's familiar: The importance of unconscious familiarity in the mere-exposure effect. Social cognition, 27(2), 161-182. https://doi.org/10.1521/soco.2009.27.2.161

Karmakar, M. (2015). Viewing Patterns and Addiction to Television among Adults Who Self-Identify as Binge-Watchers.

 $\frac{https://www.semanticscholar.org/paper/Viewing-Patterns-and-Addiction-to-Television-among-Karmakar/177ffe036b39c980761e9a9bdf410ed2cbaabd4a}{}$ 





Join host **Kristen Berman**, CEO and Co-founder of Irrational Labs, as she chats with visionary product and organizational leaders to uncover their insights about user behavior — and how they've managed to change it.







Kumar, A., Killingsworth, M. A., & Gilovich, T. (2014). Waiting for merlot: Anticipatory consumption of experiential and material purchases. *Psychological science*, 25(10), 1924-1931. https://doi.org/10.1177/0956797614546556

McConnell, A. R., Niedermeier, K. E., Leibold, J. M., El-Alayli, A. G., Chin, P. P., & Kuiper, N. M. (2000). What if I find it cheaper someplace else?: Role of prefactual thinking and anticipated regret in consumer behavior. *Psychology & Marketing*, *17*(4), 281–298. https://doi.org/10.1002/(SICI)1520-6793(200004)17:4<281::AID-MAR2>3.0.CO;2-5

Ouellette, J.A., & Wood, W. (1998). Habit and intention in everyday life: The multiple processes by which past behavior predicts future behavior. *Psychological Bulletin*, *124*, 54-74. <a href="https://doi.org/10.1037/0033-2909.124.1.54">https://doi.org/10.1037/0033-2909.124.1.54</a>

Read, D., Loewenstein, G., & Kalyanaraman, S. (1999). Mixing virtue and vice: combining the immediacy effect and the diversification heuristic. *Journal of Behavioral Decision Making*, 12, 257-273.

https://doi.org/10.1002/(SICI)1099-0771(199912)12:4<257::AID-BDM327>3.0.CO;2-6

Sarkhosh, K., & Menninghaus, W. (2016). Enjoying trash films: Underlying features, viewing stances, and experiential response dimensions. Poetics, 57, 40-54. https://doi.org/10.1016/J.POETIC.2016.04.002

Starosta, J. A., & Izydorczyk, B. (2020). Understanding the Phenomenon of Binge-Watching-A Systematic Review. *International journal of environmental research and public health*, 17(12), 4469. <a href="https://doi.org/10.3390/ijerph17124469">https://doi.org/10.3390/ijerph17124469</a>

Tipoe, Eileen & Adams, Abi & Crawford, Ian. (2021). Revealed preference analysis and bounded rationality. *Oxford Economic Papers*. <a href="https://doi.org/10.1093/oep/gpab018">https://doi.org/10.1093/oep/gpab018</a>

Wilson, T. D., & Gilbert, D. T. (2003). Affective forecasting. In M. P. Zanna (Ed.), *Advances in experimental social psychology*, Vol. 35, pp. 345–411). Elsevier Academic Press. <a href="https://doi.org/10.1016/S0065-2601(03)01006-2">https://doi.org/10.1016/S0065-2601(03)01006-2</a>





Join host **Kristen Berman**, CEO and Co-founder of Irrational Labs, as she chats with visionary product and organizational leaders to uncover their insights about user behavior — and how they've managed to change it.







Wilson, T. D., & Gilbert, D. T. (2005). Affective Forecasting: Knowing What to Want. *Current Directions in Psychological Science*, *14*(3), 131–134. https://doi.org/10.1111/j.0963-7214.2005.00355.x