

Neuro Web Design

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The Journal of Biocommunication
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Stephen Wilson
Darren Bridger
Redaktion Osnabrück
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Vincent Pang
IEEE Neural Networks Council
Arthur Tatnall
Society for Neuroscience. Annual Meeting
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Anna Milner
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while you re reading neuro design you ll probably find yourself thinking i already knew that a lot but when you re finished you ll discover that your ability to create effective web sites has mysteriously improved a brilliant idea for a book and very nicely done steve krug author of don t make me think a common sense approach to usability why do people decide to buy a product online register at your site trust the information you provide neuro design applies the research on motivation decision making and neuroscience to the design of sites you will learn the unconscious reasons for people s actions how emotions affect decisions and how to apply the principles of persuasion to design sites that encourage users to click neuro design employs neuro marketing concepts which are at the intersection of

psychology and user experience it s scientific yet you ll find it accessible easy to read and easy to understand by applying the concepts and examples in this book you ll be able to dramatically increase the effectiveness and conversion rates of your own site

projektarbeit aus dem jahr 2015 im fachbereich medien kommunikation public relations werbung marketing social media note 1 0 akad university ehem akad fachhochschule stuttgart sprache deutsch abstract diese arbeit untersucht die neuropsychologische wirkung einer webseite auf das verhalten von besuchern und konzentriert sich auf die bereiche kommunikation und konsum im vordergrund steht die frage wie unternehmen das potenzial und die techniken des neuromarketing für die optimierung der internetpräsenz nutzen können um ihren marketingerfolg zu steigern um diese frage zu beantworten soll zunächst ein grundlagenverständnis zum thema neuromarketing geschaffen werden gleichzeitig wird die bedeutung des designs von webseiten in bezug auf das nutzerverhalten dargestellt und mögliche grenzen abgesteckt anschließend ist zu untersuchen welche kommunikativen und entscheidungsrelevanten elemente und techniken aus psychologischer sicht den erfolg des internetauftritts steigern können und speziell den konsum im internet stimulieren ziel ist es für das webdesign relevante psychologische einflussfaktoren aus kommunikation und konsumentscheidung zu identifizieren und daraus konkrete optimierungsansätze abzuleiten dabei gilt es diese so zu formulieren dass sie für unternehmen anwendbar sind und bei der gestaltung von webpräsenzen umgesetzt werden können in einer einzigen minute wächst das internet um fast 600 neue websites tendenz steigend websites sind damit zur massenware geworden die sich in der konsequenz immer ähnlicher werden dadurch wird es aber auch schwieriger in der masse aufzufallen und besucher für sich zu gewinnen perspektiven liefert das neurowebdesign ein begriff der 2009 durch die amerikanische psychologin susan weinschenk geprägt wurde die in ihrem buch neuro design what makes them click erstmals neuropsychologische erkenntnisse in die webgestaltung transferierte und grundlegende prinzipien formulierte der begriff konnte sich bisher zwar nicht richtig durchsetzen dennoch lässt sich im webdesign ein trend erkennen der auf das erlebnis des internetnutzers abzielt ein erlebnis hat immer mit geistiger interaktion zu tun wir erleben etwas wenn wir uns über dinge gedanken machen und etwas dabei empfinden um dies auf unternehmenswebseiten umzusetzen müssen die verantwortlichen mitarbeiter die auslöser kennen und wissen worauf ein nutzer mit welchem verhalten aus welchem grund reagiert auf diese fragen kann die psychologie antworten geben was einen vertiefenden blick auf die schnittstellen zwischen neurowissenschaft und webdesign begründet

we design to elicit responses from people we want them to buy something read more or take action of some kind designing without understanding what makes people act the way they do is like exploring a new city without a map results will be haphazard confusing and inefficient this book combines real science and research with practical examples to deliver a guide every designer needs with it you ll be able to design more intuitive and engaging work for print websites applications and products that matches the way people think work and play learn to increase the effectiveness conversion rates and usability of your own design projects by finding the answers to questions such as what grabs and holds attention on a page or screen what makes memories stick what is more important peripheral or central vision how can you predict the types of errors that people will make what is the limit to someone s social circle how do you motivate people to continue on to the next step what line length for text is best are some fonts better than others these are just a few of the questions that the book answers in its deep dive exploration of what makes people tick

sites are an inexpensive way to offer information to consumers about products services and or items of interest the design guide will fill a void in the publishing industry on how to best use the world wide as a provider

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with the technological advancement of mobile devices social networking

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the internet covers everything from choosing and setting up a modem to finding the coolest sites and all in jargon free detail beginners will find everything they need to join the information revolution and those with some experience of the internet will be amazed at what they ve been missing full color illustrations

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Introduction

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