

How much do you trust this text?

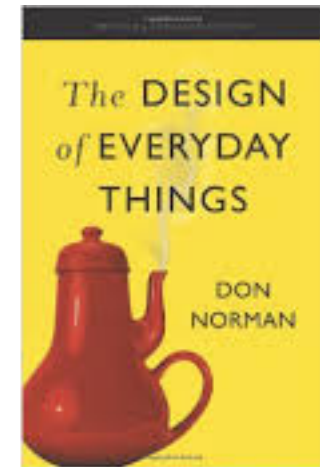
How much do you trust this text?

How much do you trust this text?

How much do you trust this text?

The everyday items that are designed the best are the ones that we never have to think about how to use/interact with it.

Can you think of examples?



Highly recommended

## **Lesson V: design matters**

# Agenda

- EDA Refresher
- Effective Visualization
  - Graphical Integrity
  - Scope
  - Displays
  - Sensible Design
- Communication
  - Motivation
  - Key Considerations

# Agenda

- EDA Refresher
- Effective Visualization
  - Graphical Integrity
  - Scope
  - Displays
  - Sensible Design
- Communication
  - Motivation
  - Key Considerations

## Analyze (Exploratory)

- Explore the data
- Assess a situation
- Determine how to proceed
- Decide what to do

## Communicate (Explanatory)

- Present data and ideas
- Explain and inform
- Provide evidence and support
- Influence and persuade

# The Persuasive Power of Data Visualization

Anshul Vikram Pandey

*New York University*

Anjali Manivannan

*New York University*

Oded Nov

*New York University*

Margaret L. Satterthwaite

*NYU School of Law, satterth@exchange.law.nyu.edu*

Enrico Bertini

*New York University*

After looking into common effects in attitude formation and change we searched for specific mentions to the graphical appearance of charts as a driver for persuasion. Some of the comments we collected seem to back up the findings we found in our results. Some participants explicitly mention the charts as being the main reason for their change: "I already knew that increased incarceration didn't lower crime, but I wasn't sure of the statistics. To see it on the graphs is really eye opening."; "I was influenced by the bar graph showing the reasons why the survey respondents played video games."; "I would not know exact numbers on this issue - the graphs gave a visual and helped identify the numbers"; "Seeing the graphs conflicted with my previous opinion, so I feel like I need to reevaluate my stance in a way."

It is also important to mention that the graphical appearance of charts is not the only factor that has a strong impact on people's attitude. In our collected feedback, we found numerous references to statistics and numbers, suggesting that mere exposure to data does have a persuasive effect – maybe at least partially due to the increased sense of objectivity evidence supported by numbers carries. We found comments like: "It was concrete data that seemed compelling"; "Seeing numbers is a good indicator of change rather than just reading what someone has to say"; "It showed a large amount of different sources, which made it more credible". More research is needed to disentangle what kind of specific effects each of these components have on persuasion.

# Communication

# 755



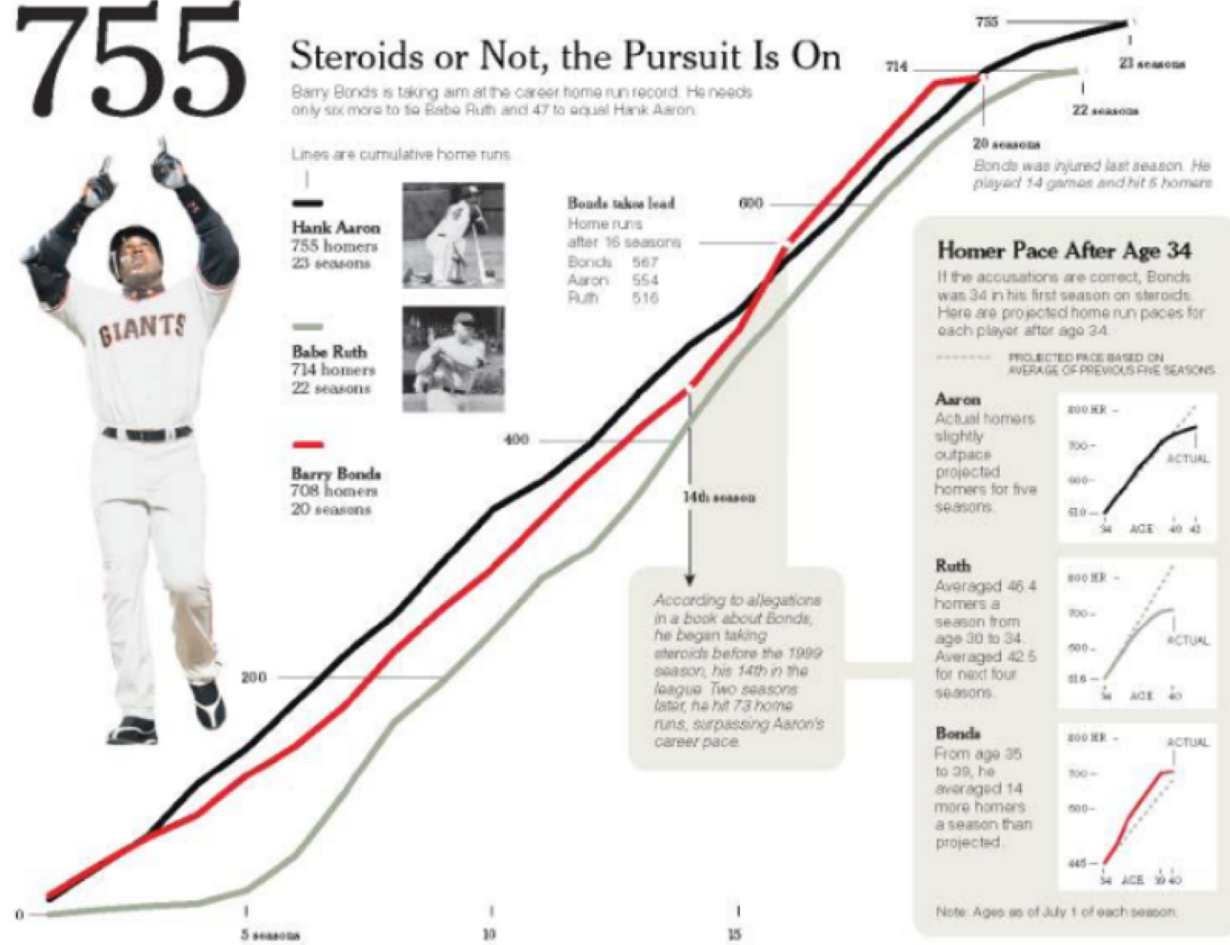
## Steroids or Not, the Pursuit Is On

Barry Bonds is taking aim at the career home run record. He needs only six more to tie Babe Ruth and 47 to equal Hank Aaron.

Lines are cumulative home runs

- Hank Aaron**  
755 homers  
23 seasons
- Babe Ruth**  
714 homers  
22 seasons
- Barry Bonds**  
708 homers  
20 seasons

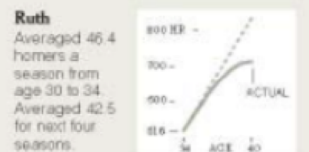
**Bonds takes lead**  
Home runs after 16 seasons  
Bonds: 567  
Aaron: 554  
Ruth: 516



### Homer Pace After Age 34

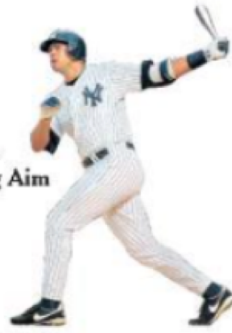
If the accusations are correct, Bonds was 34 in his first season on steroids. Here are projected home run paces for each player after age 34.

----- PROJECTED PACE BASED ON AVERAGE OF PREVIOUS FIVE SEASONS



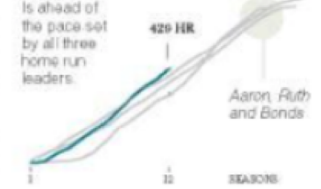
Note: Ages as of July 1 of each season.

### Others Taking Aim



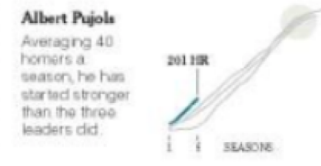
#### Alex Rodriguez

Is ahead of the pace set by all three home run leaders.



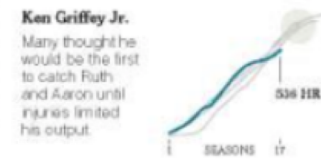
#### Albert Pujols

Averaging 40 homers a season, he has started stronger than the three leaders did.



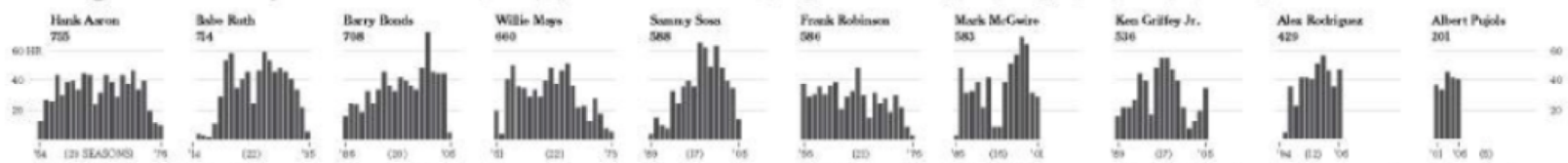
#### Ken Griffey Jr.

Many thought he would be the first to catch Ruth and Aaron until injuries limited his output.



### Differing Paths to the Top of the Charts

The top seven players on the career home run list, along with a look at Griffey (12th), Rodriguez (37th) and Pujols (tied 257th).





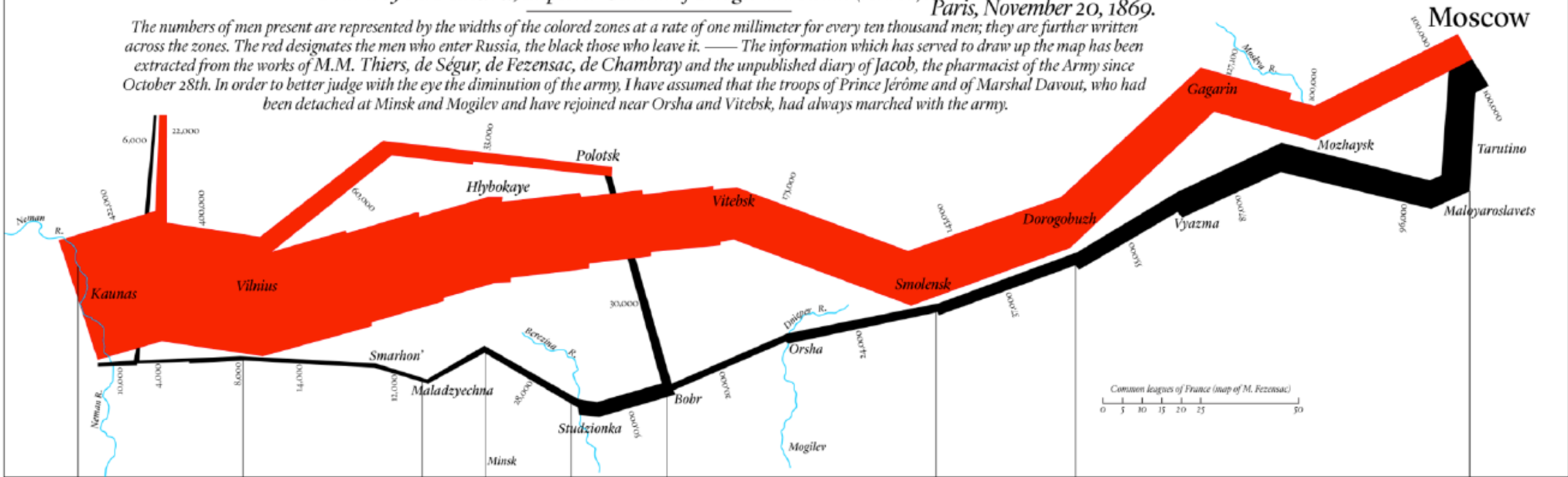
# Minard's Graphic on Napoleon's Russia Campaign

## Figurative Map of the successive losses in men of the French Army in the Russian campaign 1812 ~ 1813

Drawn by M. Minard, Inspector General of Bridges and Roads (retired).

Paris, November 20, 1869.

The numbers of men present are represented by the widths of the colored zones at a rate of one millimeter for every ten thousand men; they are further written across the zones. The red designates the men who enter Russia, the black those who leave it. — The information which has served to draw up the map has been extracted from the works of M.M. Thiers, de Ségur, de Fezensac, de Chambray and the unpublished diary of Jacob, the pharmacist of the Army since October 28th. In order to better judge with the eye the diminution of the army, I have assumed that the troops of Prince Jérôme and of Marshal Davout, who had been detached at Minsk and Mogilev and have rejoined near Orsha and Vitebsk, had always marched with the army.



GRAPHIC TABLE of the temperature in degrees below zero of the Réaumur thermometer.

The Cossacks pass the frozen Neman at a gallop.

