

# Nudging

## AI Usage Guidelines

### General Principle

AI tools can assist with language and form but must **NOT** replace your own thinking, analysis, or content creation. **You are the author of your work.** AI is a tool for refinement, not generation.

### What IS Allowed

#### 1. Language Correction

- Grammar checking
- Spelling correction
- Syntax improvement
- **Important:** When asking for help with corrections, you must ask AI to explain the issues in detail without fixing them for you, giving you the choice to accept or reject each suggestion.

##### Example – ALLOWED:

Your text: *“The intervention are based on loss aversion and it work by making customer feel they losing something.”*

Prompt to AI: *“Please identify grammar and spelling errors in this sentence and explain in detail what is wrong, but do not rewrite it for me. Let me decide how to fix each issue.”*

AI response: *“Errors found: ‘are’ should be ‘is’ because ‘intervention’ is singular; ‘work’ should be ‘works’ to agree with the singular subject; ‘customer’ should be ‘customers’ (plural); ‘losing’ should be ‘are losing’ to complete the verb phrase.”*

You then correct: *“The intervention is based on loss aversion and it works by making customers feel they are losing something.”*

#### 2. Translation of Single Words or Short Phrases

- Looking up vocabulary
- Finding the right term in another language

##### Example – ALLOWED:

Prompt: *“What is the English translation of the German word ‘Verlustaversion’?”*

AI response: *“Loss aversion”*

#### 3. Clarification of Concepts You Already Know

- Asking for explanation of a technical term
- Requesting examples of a concept
- Only for concepts you have already encountered in your readings

**Example – ALLOWED:**

Prompt: “Can you explain what the endowed progress effect means in behavioral economics? I read about it in Nunes and Drèze (2006) but want to make sure I understand it correctly.”

AI response provides explanation.

You then write your own description in your own words.

**4. Style and Clarity Improvement of Your Own Text**

- Making your already written text more concise
- Improving flow between sentences you wrote
- Making your academic tone more consistent
- **Important:** You must ask AI to suggest improvements and explain why, without doing the rewriting for you.

**Example – ALLOWED:**

Your text: “People don’t negotiate. They are scared. Managers judge women. Women know this. So they don’t ask for raises.”

Prompt: “I have written this text. Can you suggest how to improve the flow and explain what could be better, without rewriting it for me? I want to understand the issues and make the changes myself.”

AI suggests: “The sentences are very short and choppy. Consider: (1) combining the first two sentences to show causality, (2) connecting the middle sentences to show the relationship between judgment and awareness, (3) using a more formal tone by avoiding contractions.”

You rewrite: “People often avoid negotiation because they fear negative judgment. Women in particular anticipate that managers may perceive their salary requests unfavorably, which discourages them from asking for raises.”

**What is NOT Allowed**

**1. Generating Ideas or Concepts for Your Project**

**Examples – NOT ALLOWED:**

- “I need to design a nudging intervention to increase stair use. Can you give me some ideas?”
- “What are some behavioral insights I could use for my loyalty program project?”
- “Give me thinking directions for possible interventions.”
- “Can you help me formulate this well in an idea?”

**Why:** The ideas and concepts must come from YOU. This includes initial brainstorming, choosing which behavioral insights to apply, and designing the intervention logic.

**2. Writing Complete Texts or Paragraphs**

**Examples – NOT ALLOWED:**

- “Write a behavioral audit section about why women negotiate less for salary.”
- “Here are my notes on loss aversion and loyalty programs. Write this as a coherent paragraph for my memo.”

- “Convert this table into text for my memo.”
- “Based on the draft I give you, help me write the memo.”
- “Produce the revised memo in full.”

**Why:** You must write your own content. AI can help polish what you wrote, but cannot write it for you.

### 3. Asking AI to Structure or Organize Your Argument

**Examples – NOT ALLOWED:**

- “Here is my research question about airline rebooking. Create an outline for my memo showing how to approach this problem.”
- “How should I structure my behavioral challenge section?”
- “Give me a brief overview of how to accomplish this task using nudging.”

**Why:** The logical structure and argumentation must be your intellectual work.

### 4. Searching for or Summarizing Academic Papers

**Examples – NOT ALLOWED:**

- “Find me recent papers about negotiation and gender.”
- “Summarize the main findings of Recalde and Vesterlund (2024).”
- “Read this PDF and tell me the key points.”

**Why:** You must find, read, and understand sources yourself. Use Google Scholar for searches. Read papers yourself and create your own summaries.

### 5. Generating Literature Reviews or Citations

**Examples – NOT ALLOWED:**

- “Write a literature review paragraph about the endowed progress effect.”
- “Create a paragraph explaining what Button (2024) says about airline behavior and integrate it into my argument.”
- “Write a conclusion for my paper.”

**Why:** You must read the sources and describe them in your own words based on your own understanding.

### The Rewriting Boundary

This is the most confusing area. Here is how to distinguish **allowed rewriting** from **prohibited writing**.

#### **ALLOWED Rewriting:**

- You have already written a complete draft with your ideas and structure
- The content and logic are yours
- You want to improve clarity, grammar, or academic tone

- AI suggests improvements and explains why, but you decide what to change
- You ask AI to identify issues without fixing them for you

**NOT ALLOWED Writing:**

- You give AI notes, bullet points, or raw ideas and ask it to create text
- AI generates sentences or paragraphs that you did not write first
- AI creates structure or organization you did not design
- You copy AI output with minor changes

**Concrete Example:**

**NOT ALLOWED:**

Your notes: “*loyalty programs, people collect stamps, endowed progress effect, start with 3 stamps, people more likely to complete*”

Prompt: “*Turn these notes into a paragraph about loyalty program intervention.*”

**ALLOWED:**

Your first draft: “*Our intervention uses a loyalty program. Customers get stamps. When they have enough stamps they get a reward. We will give them three stamps at the start. This might make them more likely to finish the card because of the endowed progress effect.*”

Prompt: “*I have written this paragraph. Please identify places where the sentences are choppy or could flow better and explain what could be improved, but do not rewrite it for me. I want to understand the issues and fix them myself.*”

AI: “*The sentences are very short and repetitive. Consider: (1) combining sentences 2 and 3 to reduce redundancy, (2) the connection to the endowed progress effect could be explained more clearly – what specifically about starting with three stamps relates to this effect?*”

You rewrite: “*Our intervention uses a loyalty program in which customers collect stamps toward a reward. To leverage the endowed progress effect, customers will receive three stamps at enrollment, which should increase their motivation to complete the card by creating a perception of advancement toward the goal.*”

**Mandatory Requirement: Submit ALL Prompts**

**You must submit ALL prompts you used and ALL responses you received from AI tools.**

This includes:

- Every conversation with ChatGPT, Claude, Gemini, etc.
- Every use of DeepL, Grammarly, or similar tools if used for more than single words
- Screenshots if you cannot copy text
- Even if you did not use the AI output in your final work

If you used AI but cannot provide the prompts for any reason, you must clearly state this and explain what you used AI for.

Failure to submit prompts is itself a violation of academic integrity rules.

### When in Doubt

Ask yourself: Am I using AI to help express MY ideas more clearly, or am I using AI to generate ideas and content FOR me?

If the answer is the latter, do not use AI for that task.

If you are unsure whether a specific use is allowed, **ask your instructor BEFORE using AI.**

### Summary Table

Task	Allowed	Not Allowed
Grammar and spelling check (with explanation)	✓	
Translation of words	✓	
Explaining concepts you read about	✓	
Improving clarity of your text (with suggestions)	✓	
Generating intervention ideas		✓
Writing paragraphs from your notes		✓
Creating structure for your argument		✓
Searching for papers		✓
Summarizing papers		✓
Writing literature reviews		✓

**Remember:** Academic integrity means **YOUR work reflects YOUR thinking.** AI is a tool to help you communicate your ideas more clearly, not to generate those ideas for you.