

Co-funded by the  
Erasmus+ Programme  
of the European Union

## **Multiplier Event We-Collab Project**

*Sapienza University of Rome, 03 December 2024*

# Self-Organized Learning in a Future Digital Environment



**Gianluca Di Flumeri, PhD**

[gianluca.diflumeri@brainsigns.com](mailto:gianluca.diflumeri@brainsigns.com)



## Who is BrainSigns?

### 1 *Mission*

We provide methodology to understand the cognitive and emotional response to targeted stimuli

### 2 *Experience*

Since 2010 we have been developing and validating methodologies for Human Factors assessment in controlled and real contexts. We were pioneer in neuromarketing with some of the biggest companies in Italy to improve their products and services using innovative methods based on neuroscience

### 3 *Competence*

Our R&D area is strongly linked to laboratories at the Sapienza University of Rome to reinforce our business applications

### 4 *Vision*

The continuous research for optimization and the development of brilliant ideas are at the foundation of our innovative process

### 5 *Multidisciplinary*

Bioengineers, psychologists and marketing experts collaborate in every project to solve customer problems

## — 4 *Keywords* —

Scientific credibility, Determination,  
Innovation, Orientation to the future



Know-how



## Industrial Neuroscience Laboratories @ Dept. of Molecular Medicine, Sapienza University of Rome

First neuroscience labs in Italy since 1989

MISSION: to develop innovation based on scientific knowledge in the recording and analysis of human neurophysiological signals for evaluating human factor in different applied research areas.

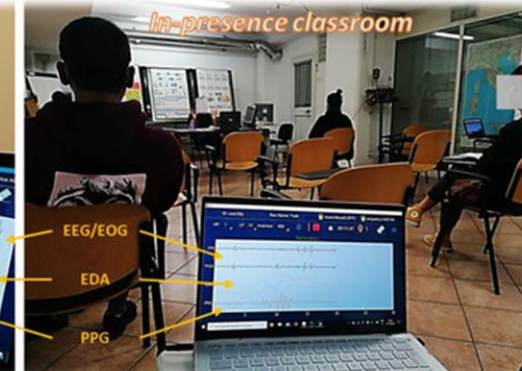
FROM 2010



SPIN-OFF COMPANY



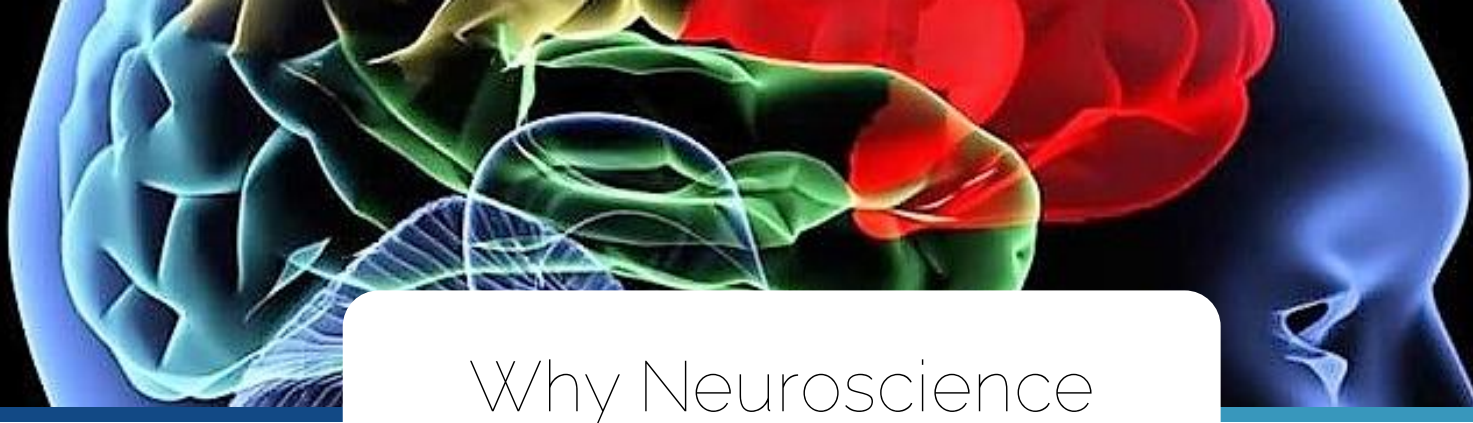
Ministero dell'Università e della Ricerca



# Measuring the Human Factor







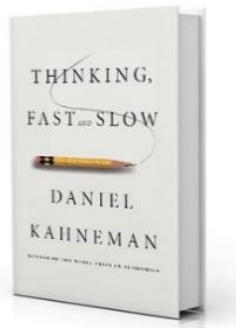
# Why Neuroscience

*The question is therefore not whether, but rather when and how, neuroscience will shape our future.*  
Martha J. Farah, TRENDS in Cognitive Sciences Vol.9 No.1 January 2005

*«Emotion probably assists reasoning ... certain levels of emotion processing probably point us to the sector of decision-making space where our reason can operate most effectively».*

*Damasio, neuroscientist, «The feeling of what happens», 1999*

*Consumers don't think how they feel. They don't say what they think, and they don't do what they say.*  
David Ogilvy, 1950



## SYSTEM 1

- Fast/automatic/easy
- Performs familiar or practiced routines
- Fine for small talk
- Undemanding
- Can perform while tired, sick or stressed
- Impressions/intuitions/feelings
- Susceptible to errors

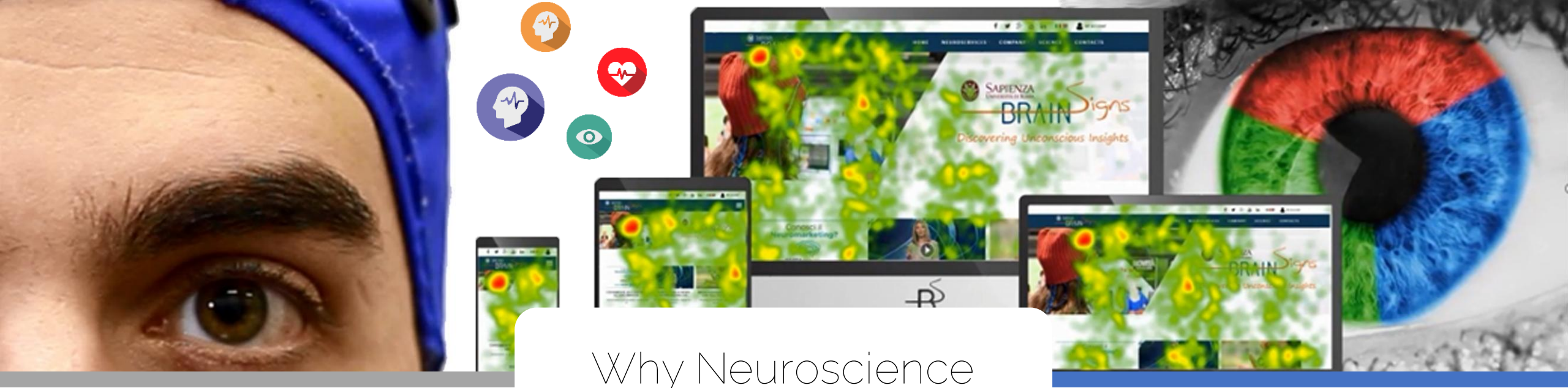
## SYSTEM 2

- Slow/effortful/hard
- Necessary for novel decisions or routines
- Useful for harder questions
- Tiring/draining
- Impaired by fatigue, illness or stress
- Logic/analysis/reflection
- Can override errors through careful thought



# Neuromarketing experience





## Why Neuroscience

*Measuring physiological reactions with reliable neurometric indicators is an innovative, interesting and effective approach.*



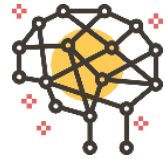
Is it possible to measure student's unconscious mental phenomena while attending a class in terms of attention, emotion, interest and cognitive effort?



*The integration of neuroscientific techniques with traditional learning analytics provides useful indications to optimize communication, educational contents and organization of material to improve learning effectiveness.*







## Neuroscience Technologies



*Electroencephalography  
(EEG)*



*Electrocardiography  
(ECG)*



*Galvanic Skin Response  
(GSR)*



*Eye-tracking*



*Implicit Reaction  
Time Test (IRT)*



*Qualitative  
interview*

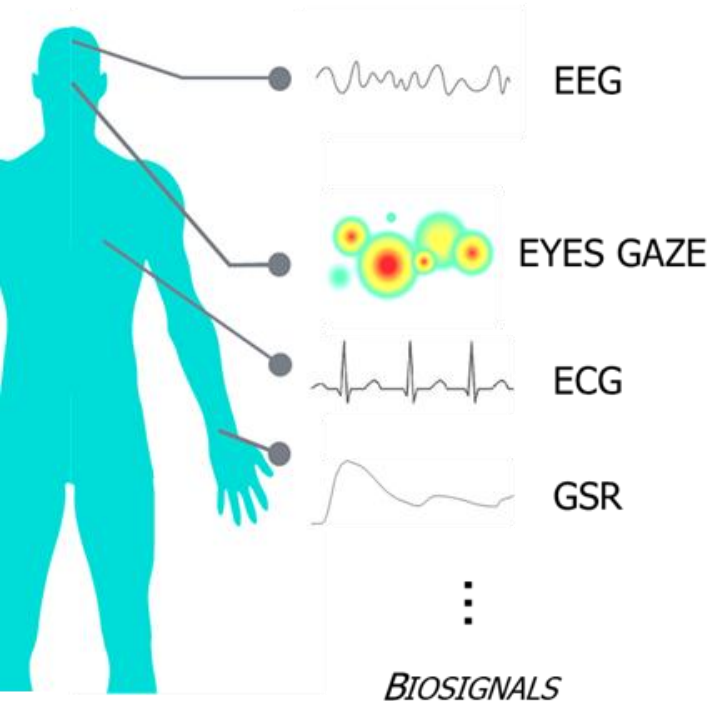


The skills of Brainsigns in the application of neuroscientific technologies are well known thanks to a wide number of [scientific articles](#) published in the most authoritative international scientific journals.



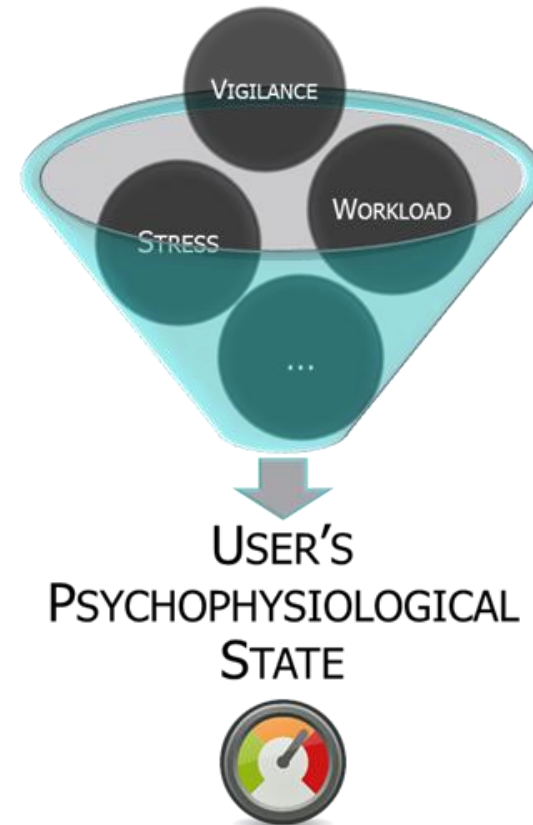


# Neuroscientific approach



**Cognitive Neuroscience  
applied to operational environments**

**NEUROMETRICS  
OF SPECIFIC MENTAL STATES**



**CROSS - DOMAIN**



# The problem

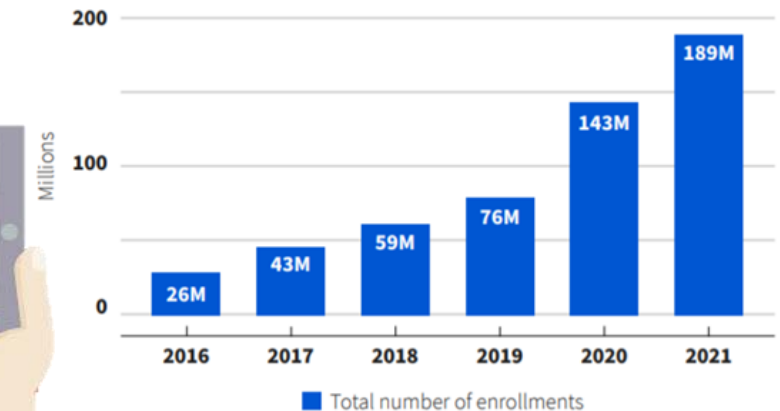


Contextual circumstances, such as economic crisis and pandemic restrictions, are **promoting *remote learning* in different domains.**



## More learners are accessing online learning

The demand for online learning on Coursera continues to outpace pre-pandemic levels.



**Effectiveness of online education in a broader extent is largely debated.** There are few, and even disagreeing results, about the comparison between “in-presence” and “remote” modalities.

**Digital Education  
Action Plan**

**2021-2027**

Resetting education and training for the digital age

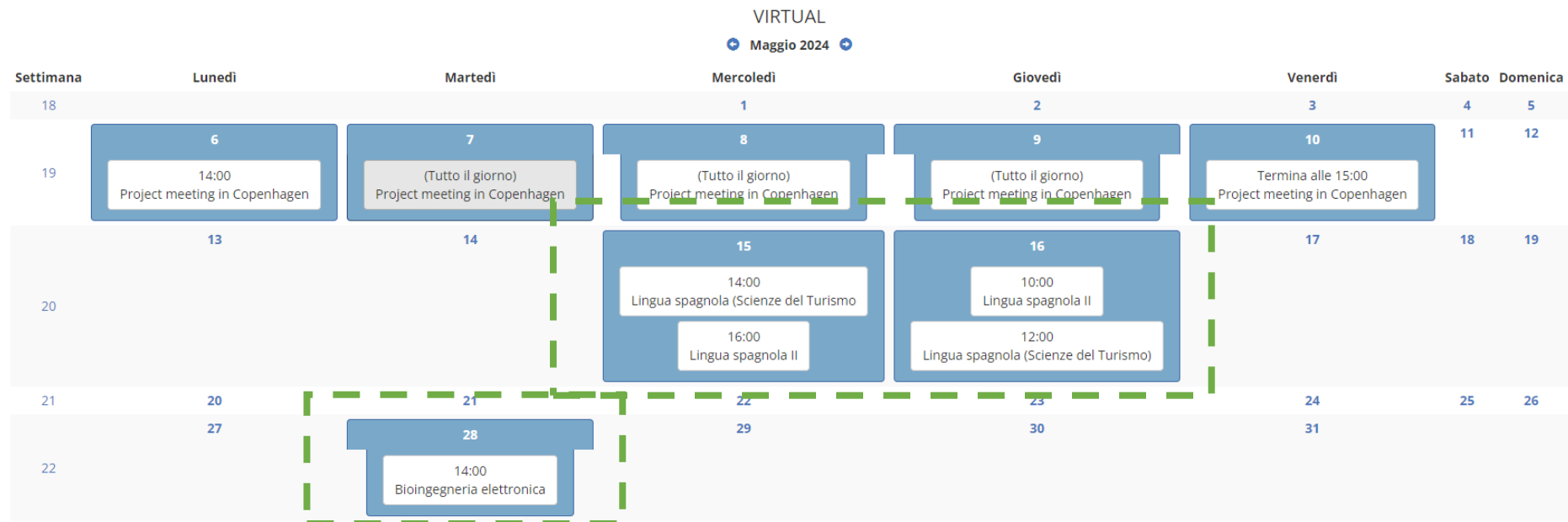
*BrainSigns currently involved in:*



Comparison of *Presence* vs *Remote* conditions (same teacher)

30-minutes-long lessons. Sample size:

- 6 students attended 4 lessons within *Lingua Spagnola* course (Prof. Fernando Martinez).
- 3 students attended 1 lesson within *Bioingegneria* course (Prof. Gianluca Di Flumeri).

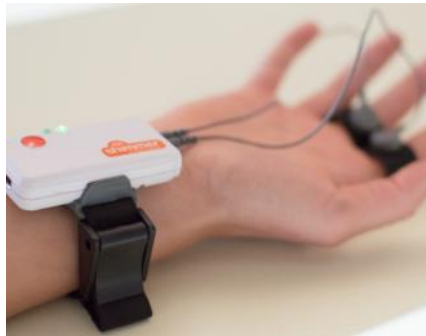






## Mindtooth Touch

Headset for recording brain electrical activity (EEG)



## Shimmer3 GSR+

Wristband for recording heart activity (PPG) and skin sweating (EDA)



## BrainSignsReader

BrainSigns software for synchronously recording biosignals from different devices.

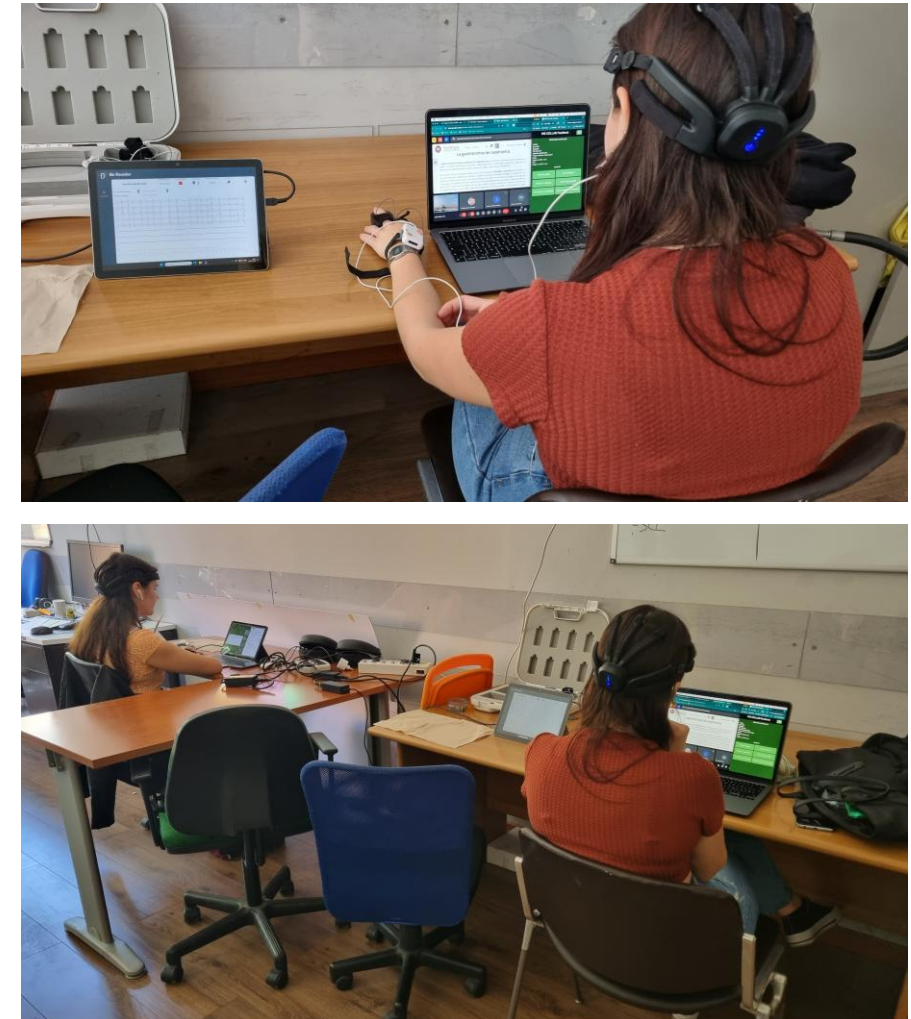
# PR5 – Data collection @Sapienza



IN PRESENCE



REMOTE



# PR5 – Data collection @Sapienza

Neurophysiological parameters analysis performed on EEG signals:

- **Mental workload** is linked to the amount of cognitive resources allocated on the task
- **Distraction** is linked to the difference between workload and attention (high difference means that students are *mindwandering*).
- **Stress** is linked to the overall ‘comfort perception’ of the students.

Autonomic parameters analysis performed on PPG and EDA signals:

- Skin Conductance Level (**SCL**) is an EDA-derived parameter representing the state of **arousal** along the learning experience
- Emotional Index (**EI**) is a combination of SCL and Heart Rate (HR) parameters representing the **emotional state** of the students experienced along the learning modalities

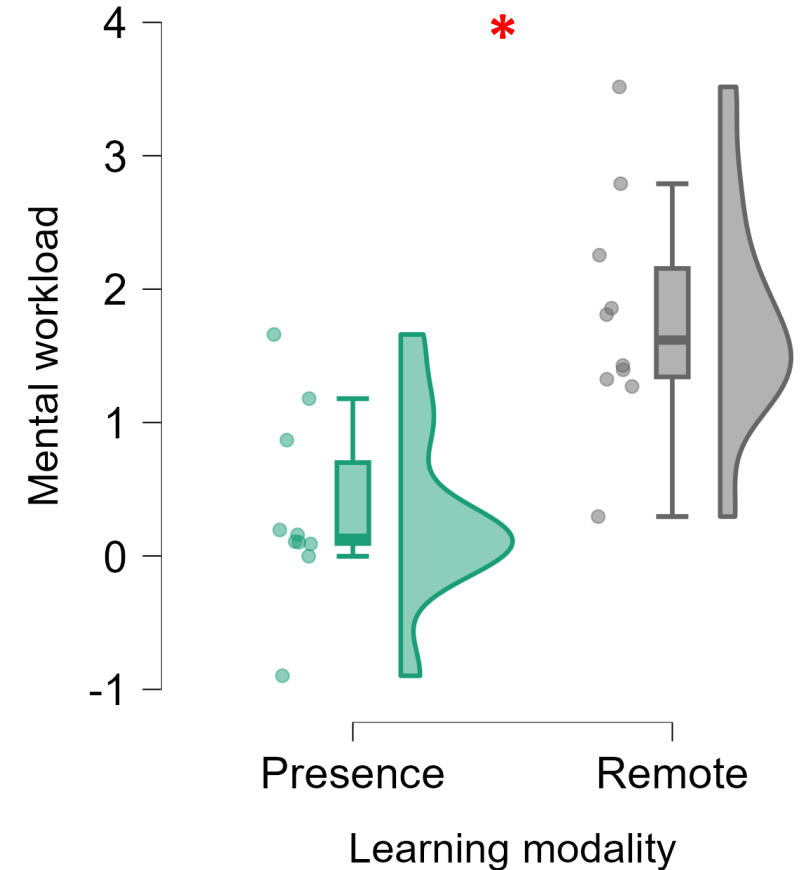
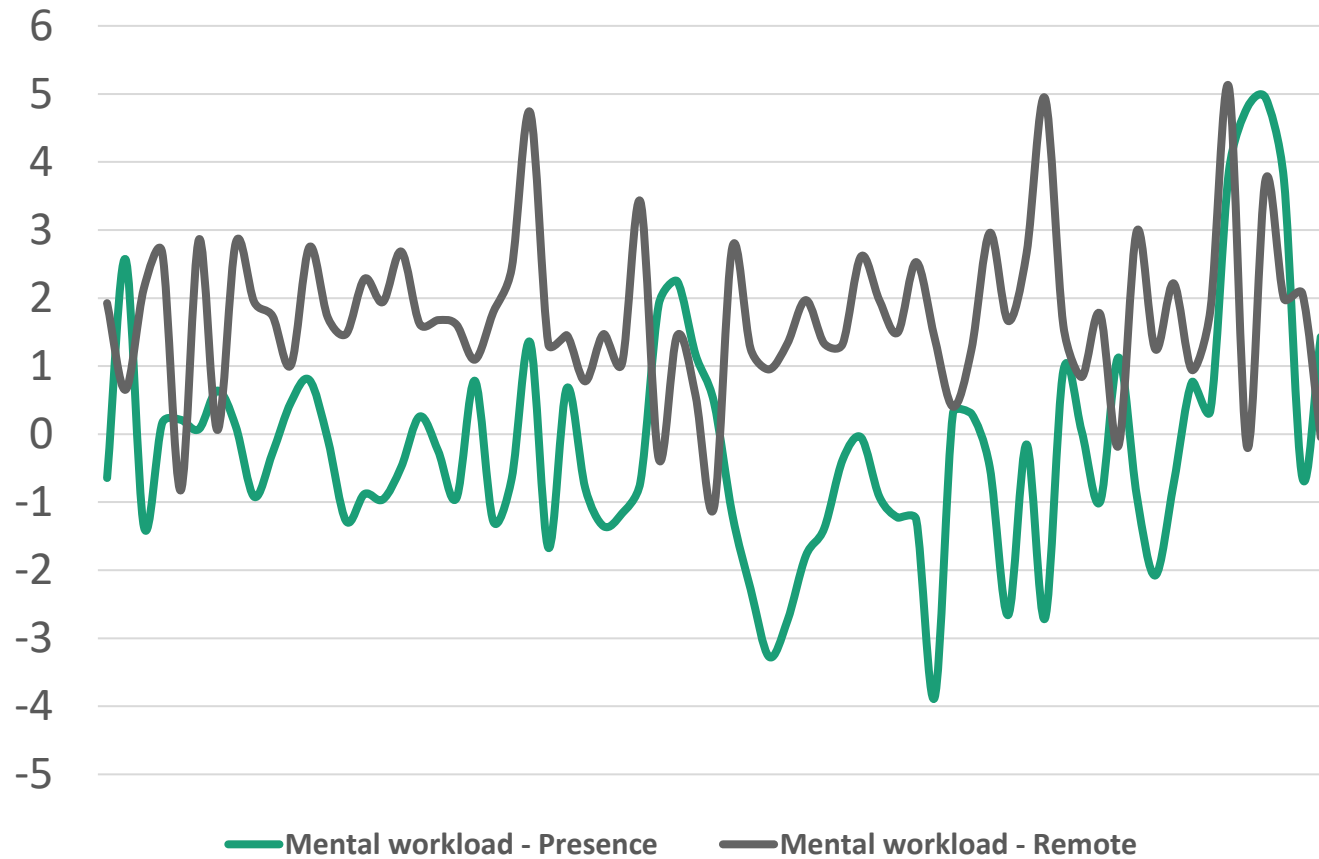
The results will be presented:

- By visualizing the Neuro-Indicators variations **overtime**
- Neuro-Indicators mean values along the **Presence** and **Remote** learning modalities.



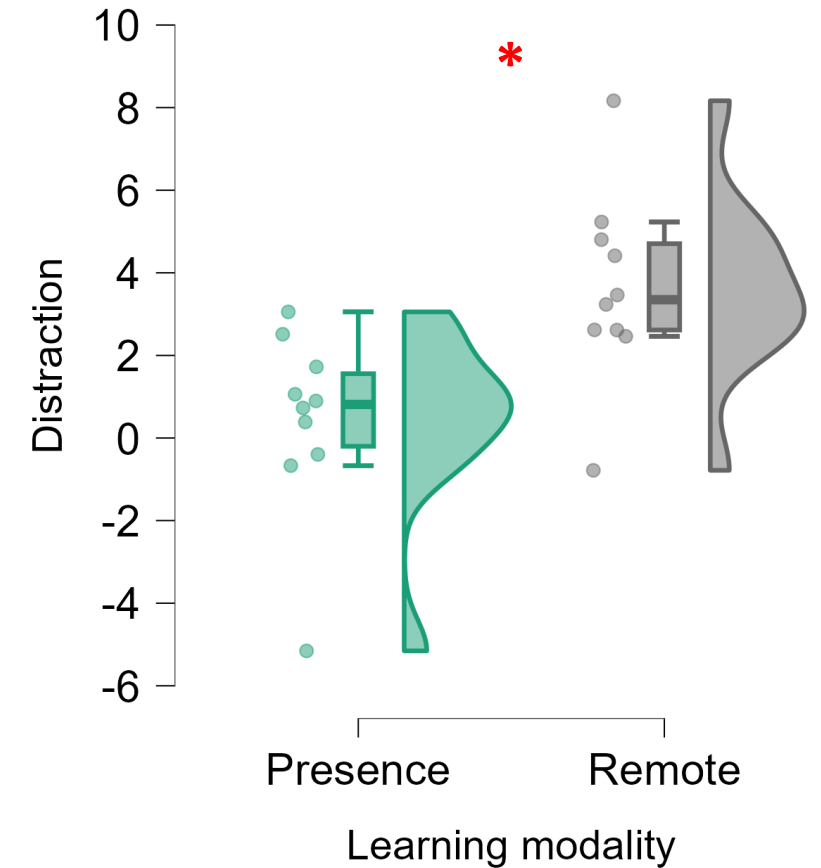
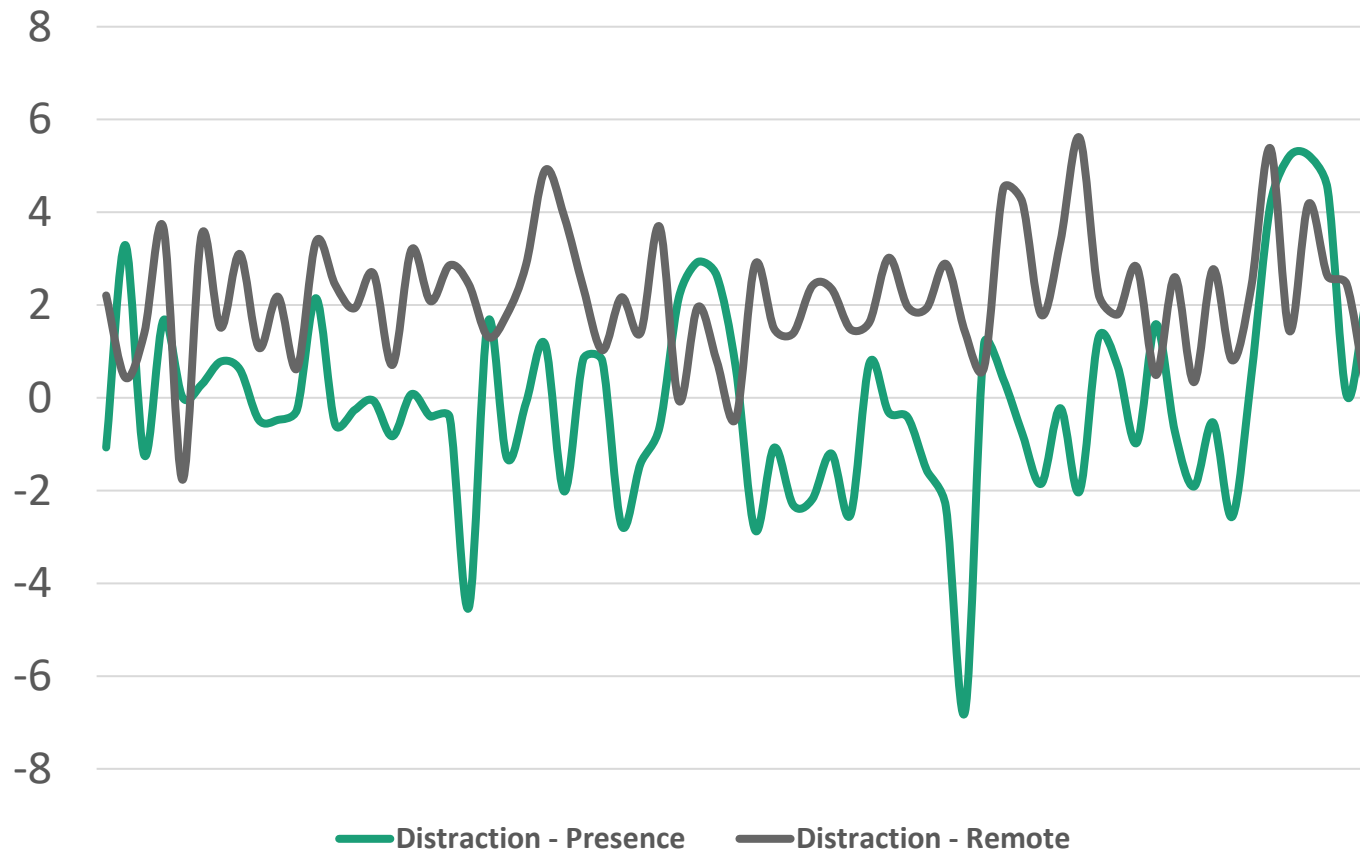
# Neurophysiological parameters (EEG analysis)

# Mental workload



Significantly higher workload by remote → Higher difficulty? More engagement?

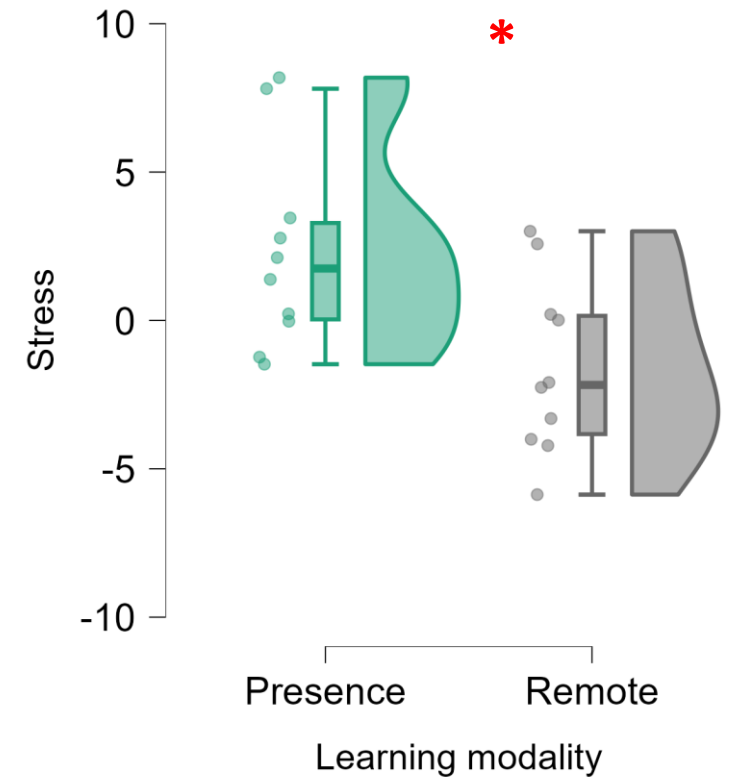
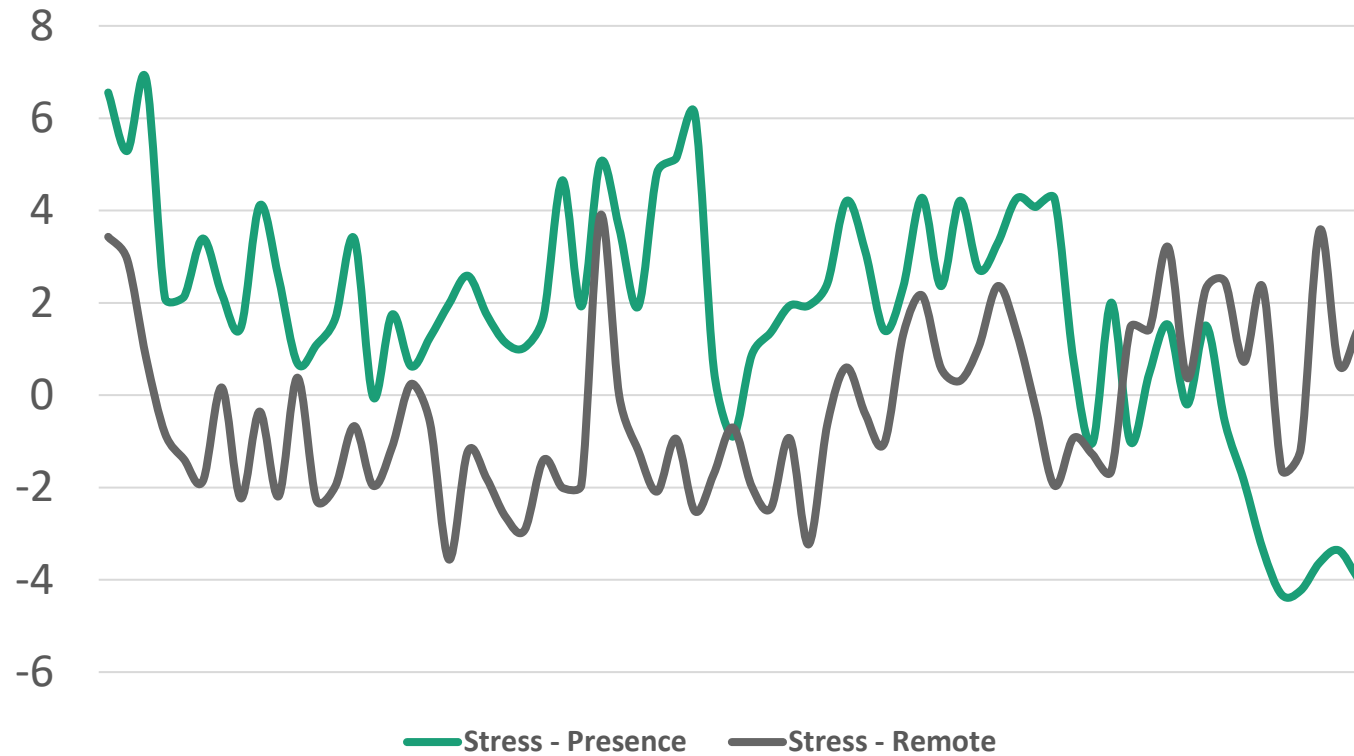
# Distraction



Significantly higher distraction by remote → Less attention, the higher workload was due to the difficulty and not to the engagement.



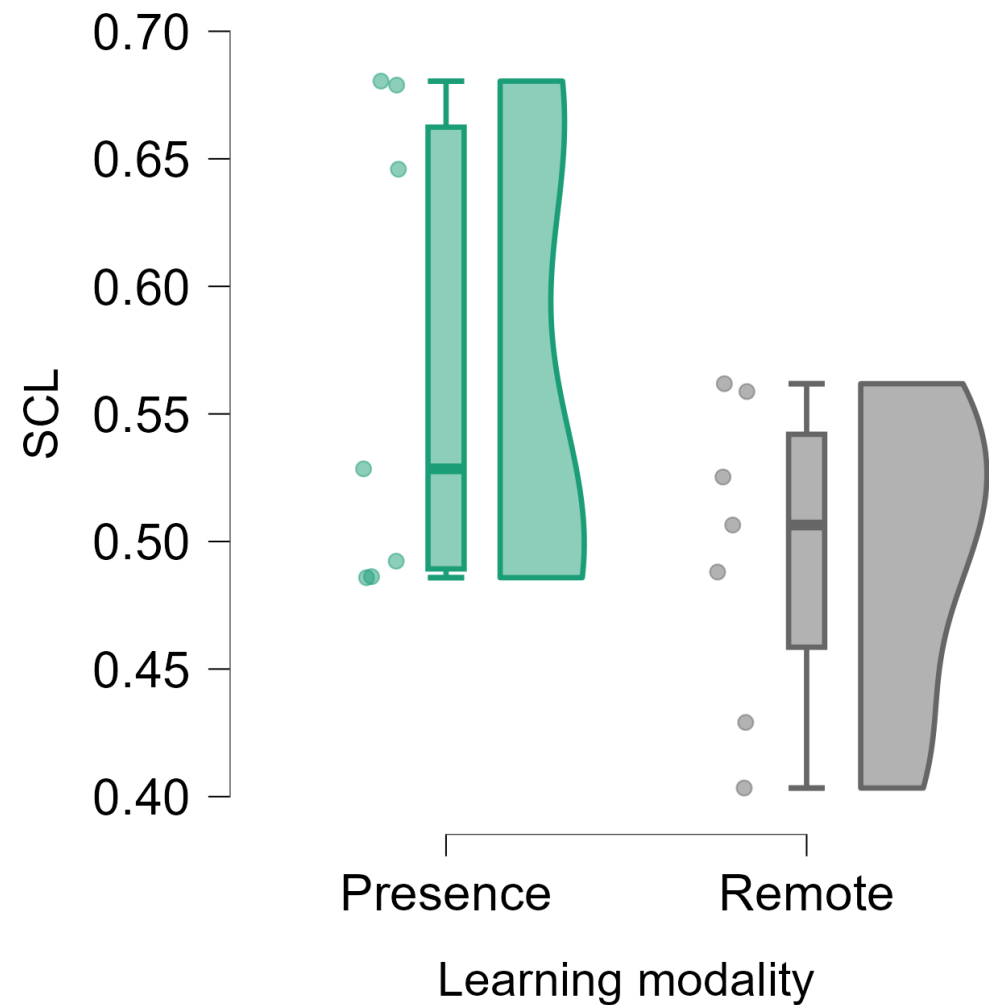
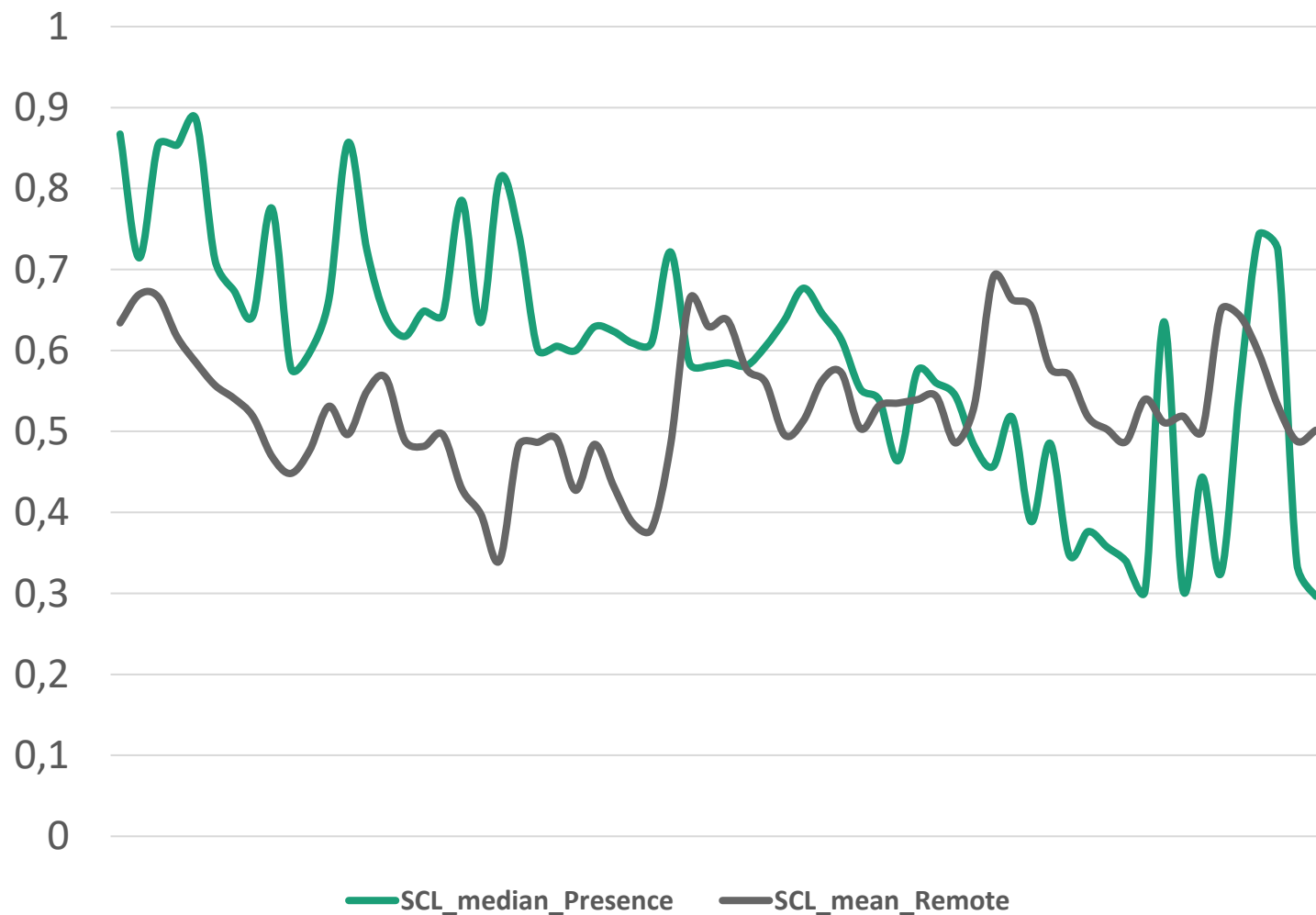
# Stress



Significantly higher stress in presence, especially at the beginning.

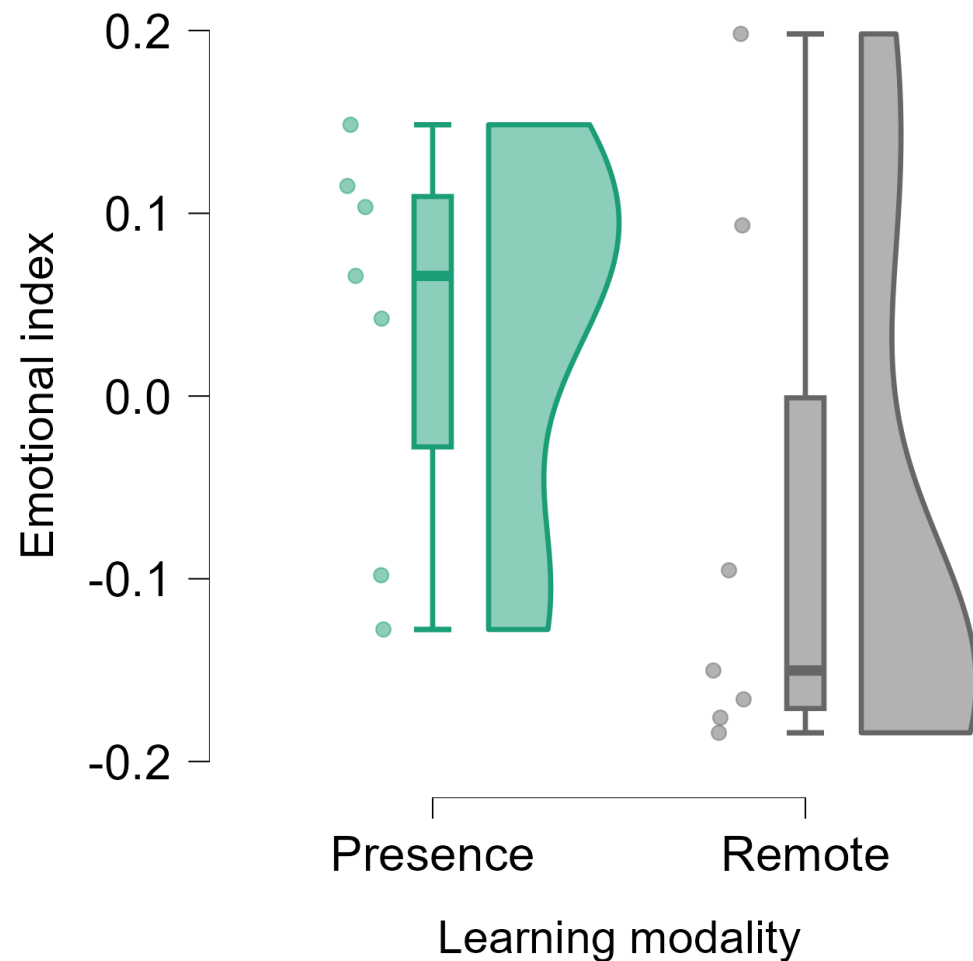
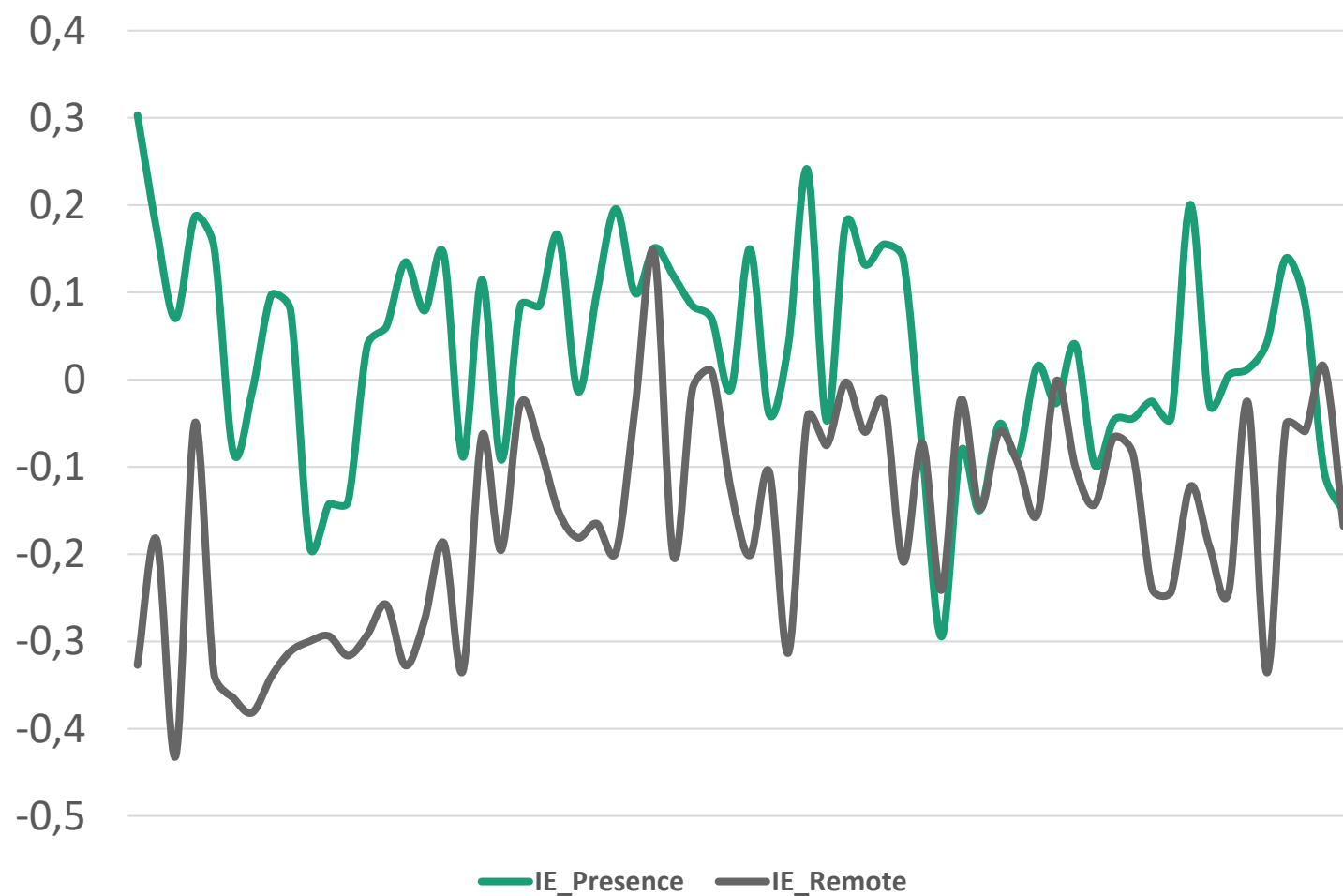
Autonomic parameters  
(EDA and PPG analysis)

# Arousal





# Emotional index overall



# What about educational material?



If I had necessarily to provide a lesson by remote, may I optimize my material in order to promote students' engagement and learning?



The experiment was organized during the training week at Copenhagen Business School with the aim of showcasing the potential of deploying a neuroscientific approach to evaluate students' cognitive and emotional experience with respect to different educational contents.

- 2 videos, consisting of a ppt presentation and a voice-over, regarding the same matter but of different length, namely LONG and SHORT, have been tested.

# Experimental design



5 participants (students)

- 3 males
- 2 females



Copenhagen  
Business School

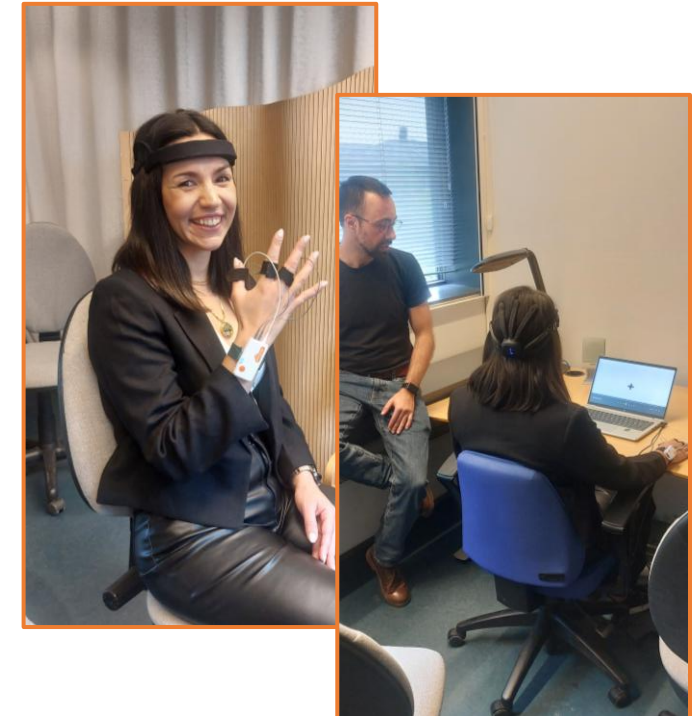


09/05/2024

---

## 2 VIDEOS:

- Same topic: Politeness and communication
- Same teacher
- Different length: LONG = 11' 30'' & SHORT = 5' 20''
- BASELINE: 76'' beginning, 86'' end
- FINAL QUESTIONNAIRE of 10 questions

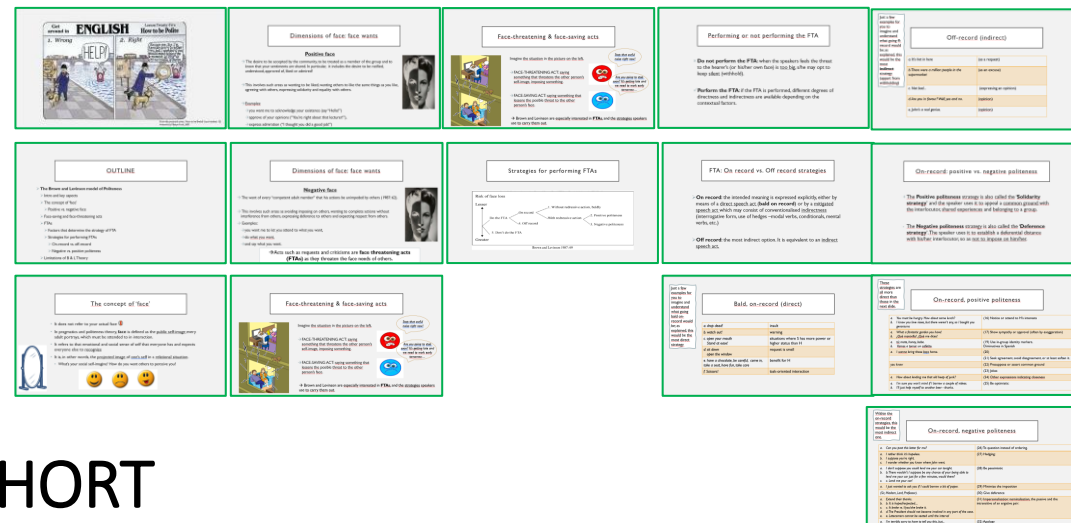
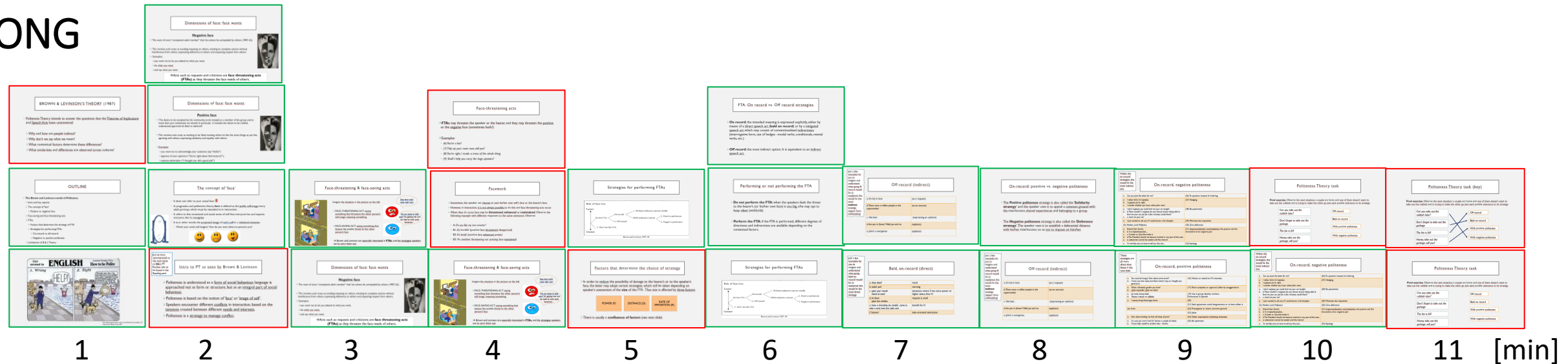




# Experimental design



LONG



SHORT



**Mental Workload** is the amount of cognitive resources “allocated” on the main tasks.



**Approach-Withdrawal**, being the balance between the behavioral inhibition and approach systems, is a measure of the positive or negative user’s motivation.



**Visual attention** is a measure of the sustained focus.



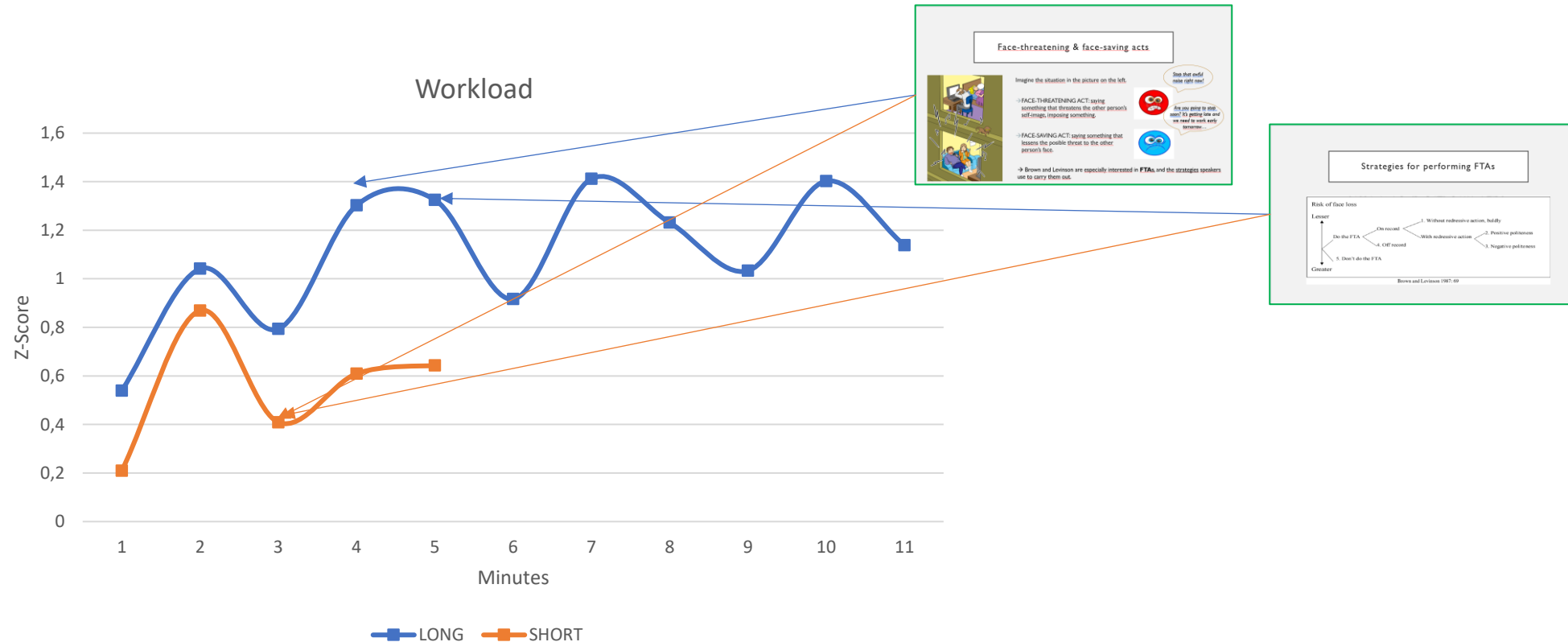
**Emotion** combines the information about the valence, i.e., the quality, and the arousal, i.e., the intensity, of the user’s emotional state into a synthetic indicator.

*\*all the metrics have been individually normalized with respect to the baseline, therefore the ‘0 level’ corresponds to the level of that metric during the baseline itself (fixing cross, no contents)*

# RESULTS

## MENTAL WORKLOAD

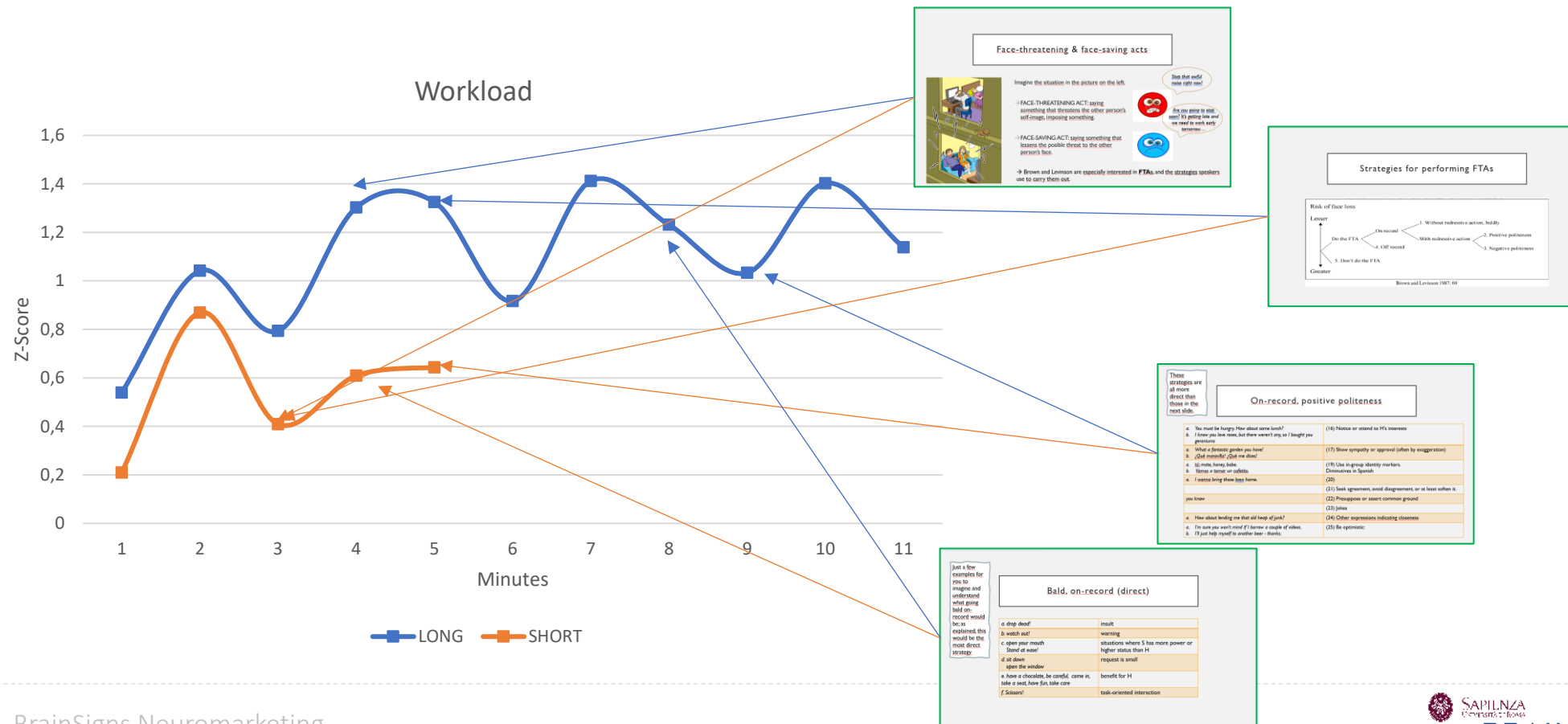
In both the cases the participants were mentally “active” (positive values → higher than baseline)  
Similar trend in the first three minutes, then the LONG video results more mentally demanding.



## MENTAL WORKLOAD

In both the cases the participants were mentally “active” (positive values → higher than baseline)

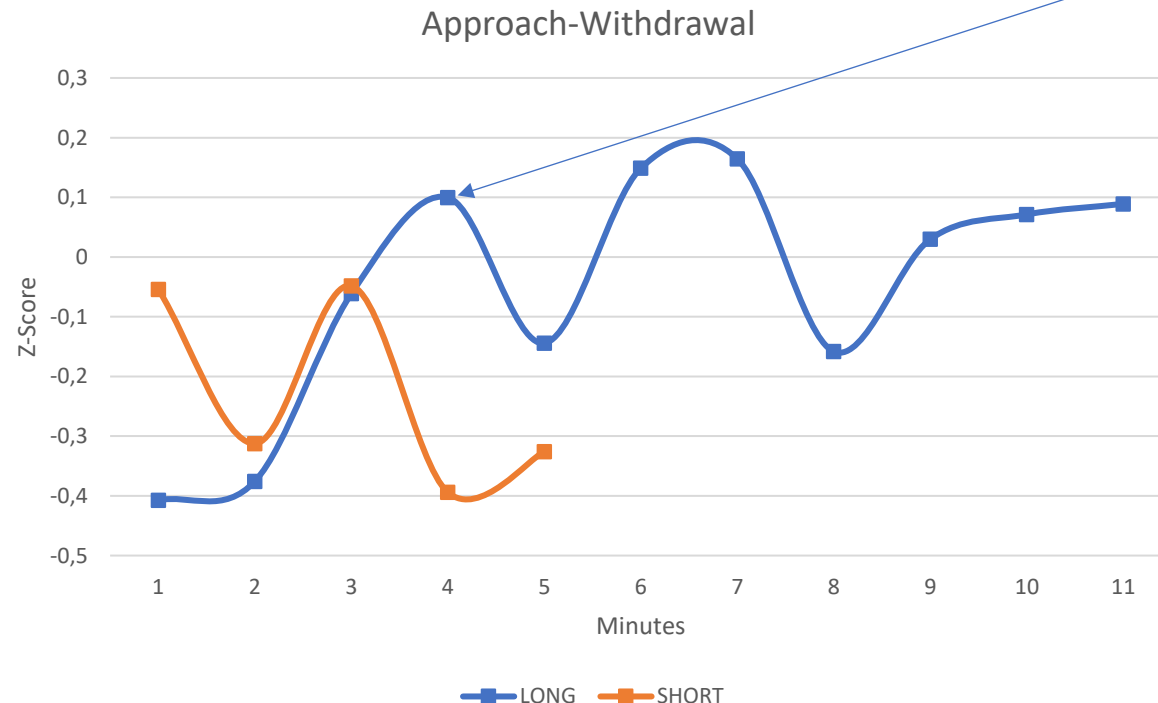
Similar trend in the first three minutes, then the LONG video results more mentally demanding.





## APPROACH-WITHDRAWAL

At the beginning maybe the users were not highly motivated (few negative values), with a similar trend in the first three minutes, then the LONG video was able to induce more interest until its conclusion, maybe also thanks to the new slides.



### Facework

- Sometimes, the speaker can choose to save his/her own self's face or the hearer's face.
- However, in interaction, it is not always possible to do this and face threatening acts may occur.
- When they do occur, face may be **threatened**, **enhanced** or **maintained**. Observe the following example with different responses to the same utterance. Observe:
- A: Do you like my new sweater?
- B1: It's horrible! (positive face threatened, disapproval)
- B2: It's lovely! (positive face enhanced, praise)
- B3: Yes. (neither threatening nor praising, face maintained)

### Face-threatening acts

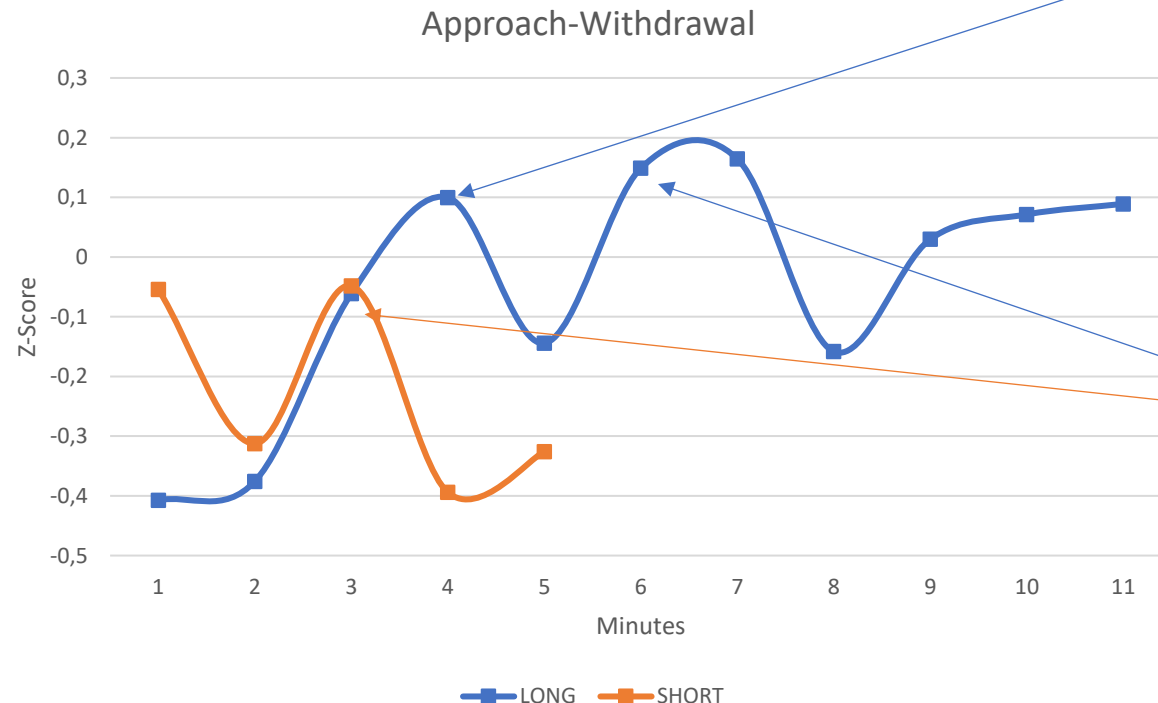
➔ FTAs may threaten the speaker or the hearer, and they may threaten the positive or the negative face (sometimes both!)

➔ Examples:

- (6) You're a liar!
- (7) Tidy up your room now, will you?
- (8) You're right, I made a mess of the whole thing.
- (9) Shall I help you carry the bags upstairs?

## APPROACH-WITHDRAWAL

At the beginning maybe the users were not highly motivated (few negative values), with a similar trend in the first three minutes, then the LONG video was able to induce more interest until its conclusion, maybe also thanks to the new slides.



**Facework**

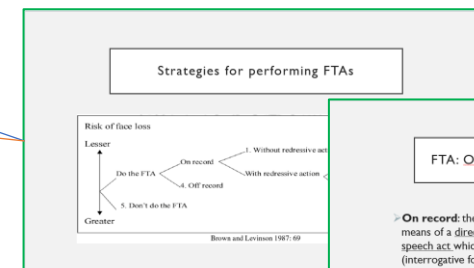
- Sometimes, the speaker can choose to save his/her own self's face or the hearer's face.
- However, in interaction, it is not always possible to do this and face threatening acts may occur.
- When they do occur, face may be **threatened, enhanced or maintained**. Observe the following example with different responses to the same utterance. Observe:
- A: Do you like my new sweater?
- B1: It's horrible! (positive face threatened, disapproval)
- B2: It's lovely! (positive face enhanced, praise)
- B3: Yes. (neither threatening nor praising, face maintained)

**Face-threatening acts**

➔ FTAs may threaten the speaker or the hearer, and they may threaten the positive or the negative face (sometimes both!)

➔ Examples:

- (6) You're a liar!
- (7) Tidy up your room now, will you?
- (8) You're right, I made a mess of the whole thing.
- (9) Shall I help you carry the bags upstairs?



**FTA: On record vs. Off record strategies**

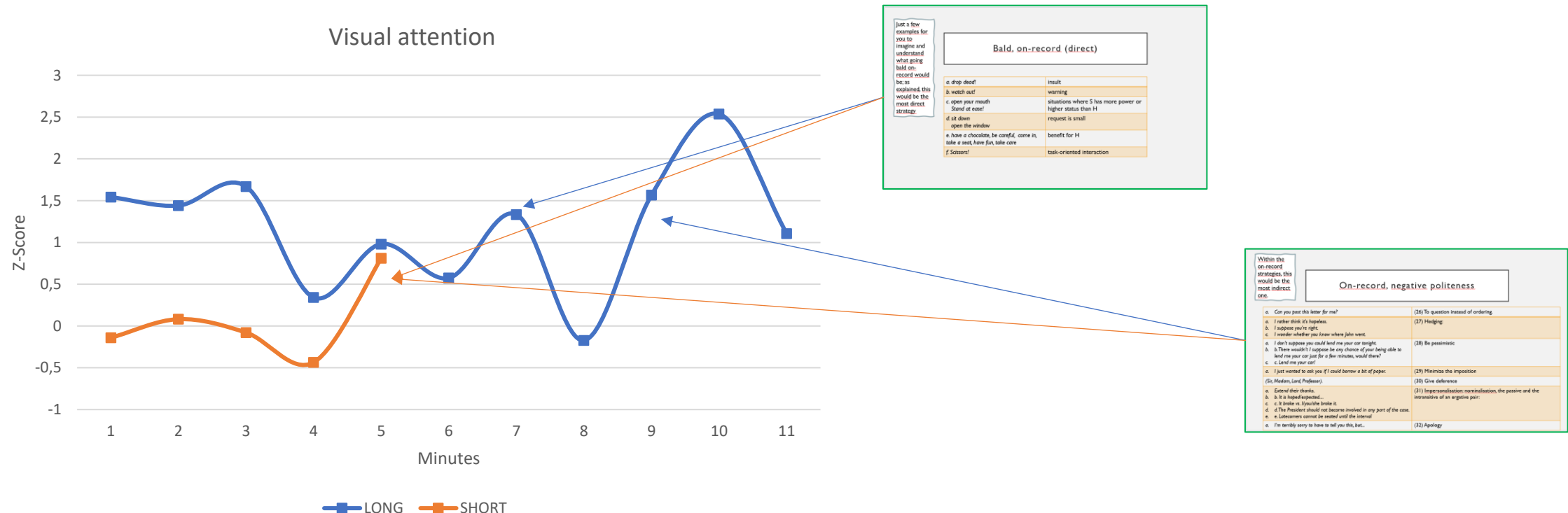
- **On record:** the intended meaning is expressed explicitly, either by means of a direct speech act (**bald on record**) or by a mitigated speech act which may consist of conventionalised indirectness (interrogative form, use of hedges – modal verbs, conditionals, mental verbs, etc.)
- **Off record:** the most indirect option. It is equivalent to an indirect speech act.

## VISUAL ATTENTION

The LONG video seems to induce more attention especially at the beginning...

...but the LONG video contains 9 slides in the first 3 minutes, and with more text, while the SHORT video contains 8 slides, one of which is just a graph.

Tables seem to require more attention, independently from the video.

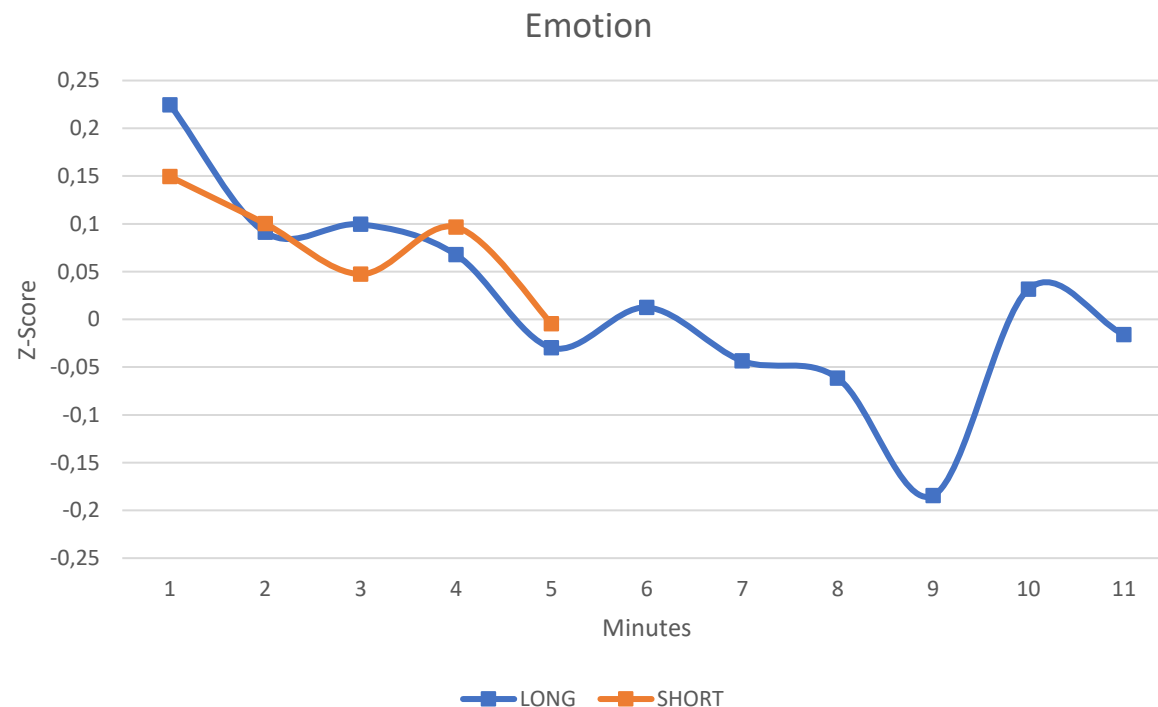


## EMOTION

In terms of emotion, it does not appear any particular phenomenon characterising a specific video.

Highest values at the beginning could be linked to initial curiosity and “activation”.

Decreasing trend is linked to the physiological relaxation...

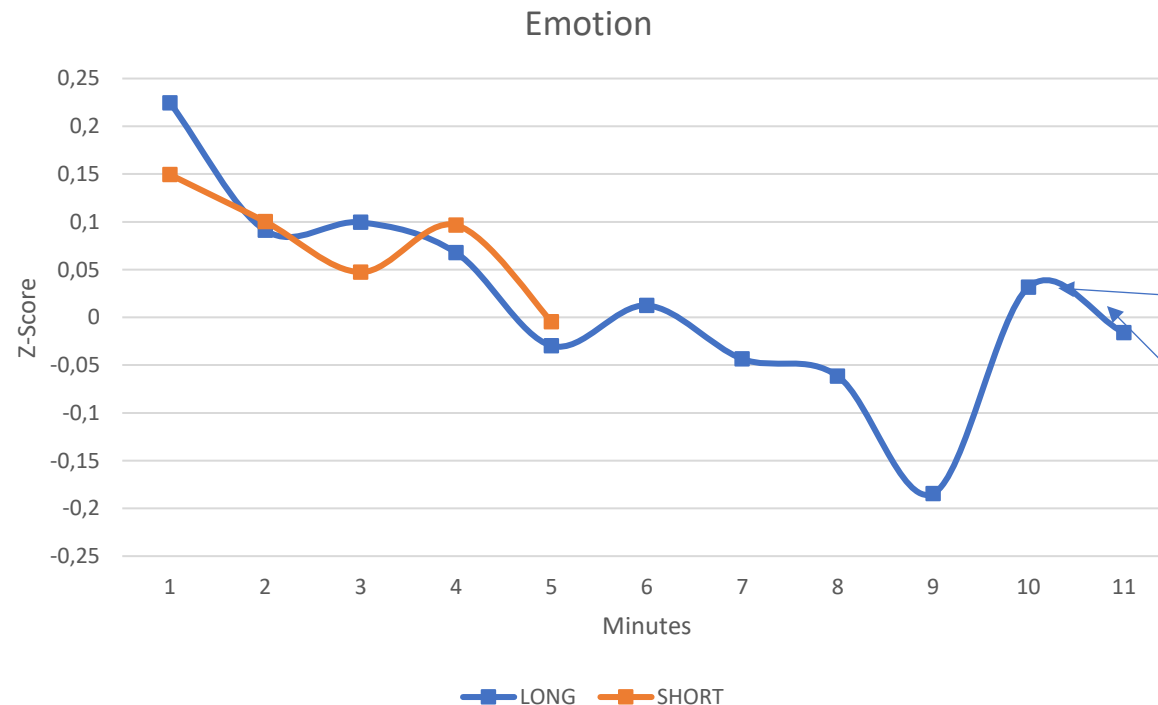


## EMOTION

In terms of emotion, it does not appear any particular phenomenon characterising a specific video.

Highest values at the beginning could be linked to initial curiosity and “activation”.

Decreasing trend is linked to the physiological relaxation... but the final exercise present only in the LONG video helped to “stimulate” again the users.



Politeness Theory task

Final exercise. Observe the next situation: a couple are home and one of them doesn't want to take out the rubbish and is trying to make the other go. Join each possible utterance to its strategy.

Can you take out the rubbish later?	Off record
Don't forget to take out the garbage	Bald on record
The bin is full	With positive politeness
Honey, take out the garbage, will you?	With negative politeness

Politeness Theory task (key)

Final exercise. Observe the next situation: a couple are home and one of them doesn't want to take out the rubbish and is trying to make the other go. Join each possible utterance to its strategy.

Can you take out the rubbish later?	Off record
Don't forget to take out the garbage	Bald on record
The bin is full	With positive politeness
Honey, take out the garbage, will you?	With negative politeness



- ✓ More corrected answers were given after the LONG video.
- For almost all the neurometrics, except the visual attention, the behaviour in the first 3 minutes was similar (similar information), then the narrative impacted on the user's experience.
- In general, the LONG video, even by requiring more workload and attention, produced better performance → more effective narrative and harmony between topics?
- LONG video = more workload and attention, but also more appreciation
- Tables require less workload but more attention on both the videos.
- Duration is not necessarily a problem, even if there is a “boring” effect (emotion) → the key is the compromise between duration and amount of information
- Higher emotion and appreciation at the conclusion of the LONG video → Participatory examples help!

- ✓ Neurotechnologies are a powerful tool to get objective information about the students' experience
- ✓ The advantage of this information is to be available online and eventually synchronous with specific events
- ✓ They can be translated into relevant KPIs, i.e. learning analytics, to be applied at different levels of education: evaluation of materials and contents, of education modalities, of lessons design, etc.
- ✓ It is still difficult to integrate them with other analytics (e.g. Feedback App), to understand how to integrate them in a different way

## Neuroscience enable a student-centred educational model

It is possible to evaluate:

- ✓ User's experience
- ✓ Effect to the different contents
- ✓ Reactions to different narrative

Allowing to tailor the lessons and in general the courses to the students' abilities and capabilities



Discovering unconscious **Insights**

BrainSigns

Administrator Office:

Via Tirso n.14, 00198, Rome

[info@brainsigns.com](mailto:info@brainsigns.com)

[www.BrainSigns.com](http://www.BrainSigns.com)

