

# Mood, Nudge and Willingness to Work

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## Abstract

In order to overcome procrastination, a notification or peer information intervention can be a useful tool. However, previous research has not investigated how mood affects the responses to notifications to do tasks nor examined how mood influences the effect of a peer information intervention. We conducted an eight-day experiment with smartphones to test these effects. The results show that acceptance rates of invitations to do real effort tasks are higher in more positive mood and that the effect of the peer information is stronger when mood state is more negative. This is possibly because people in positive mood pay little attention to the peer information which is considered as the details.

Keywords: Procrastination, real effort task, nudge, mood  
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