

THÈSE

Pour obtenir le grade de

DOCTEUR DE L'UNIVERSITÉ GRENOBLE ALPES

Spécialité : Sciences de l'Éducation

Arrêté ministériel : 25 mai 2016

Présentée par

Martin Galilée

Thèse dirigée par **Erica de Vries**, Professeur, UGA, et
Co-dirigée par **Kristine Lund**, Ingénieur de Recherche, HDR, ENS
Lyon

préparée au sein du **Laboratoire de Recherche sur les
Apprentissages en Contexte (LaRAC)**
dans l'**École Doctorale Sciences de l'Homme, du Politique et
du Territoire (SHPT)**

Représentations externes pour l'apprentissage et la comparaison de la consommation d'énergie

External representations for learning and comparing energy consumption

Thèse soutenue publiquement le **14 décembre 2017**
devant le jury composé de :

Madame Erica de Vries

Professeur, Université Grenoble Alpes, Directrice de thèse

Madame Kristine Lund

Ingénieur de Recherche, HDR, ENS Lyon, Co-directrice de thèse

Madame Shaaron Ainsworth

Professeur, University of Nottingham, Rapporteur

Monsieur Gérard Sensevy

Professeur, ESPÉ de Bretagne, Rapporteur

Monsieur Jean-Michel Boucheix

Professeur, Université de Bourgogne, Examineur

Madame Karine Mazens

Maître de Conférences, Université Grenoble Alpes, Examineur



ABSTRACT

In this thesis is first considered how energy is taught and learned about in school, focusing on the discrepancies between a scientific definition of energy and a societal definition of energy, and discussing units of energy and the confusion they induce. Perspectives for education and energy management are provided. Then, focus is placed on the representations of energy provided in home energy management systems, seeking to propose an original classification based on educational strategies. The major obstacles met by designers reveal how energy management tools can be adapted to human cognition. Next, human numerical and magnitude processing abilities are discussed in depth, taking the viewpoint of grounded cognition and building a framework through which the impact of external representations of energy on learning and comparing can be established, understood, and predicted. This leads to two empirical studies.

The first study tests the effect of external representation (symbolic or spatial) on recall and comparisons from memory. Accuracy and response time at comparisons are used as dependent variables. Results indicate analog processing of magnitude in both conditions, and show that external representation affects performance at both recall and comparison, with symbolic external representation increasing recall and comparison accuracy, and spatial external representation increasing comparison speed. The second study tests the effects of spatiality, groundedness, and physicality in external representations, also on recall and comparisons from memory, using the same dependent variables. Results indicate analog processing in all conditions. Spatiality decreases recall accuracy but increases comparison speed. Groundedness and physicality show no effect.

Results are consistent with grounded cognition's mental simulations hypothesis (Barsalou, 1999, 2008; Wilson, 2002) as well as Dehaene's (1997) view on numerical cognition, in which number sense is based on a continuous accumulator that does not directly process discrete numbers. Theoretical implications and practical applications are discussed.

RÉSUMÉ

Dans cette thèse est d'abord considéré comment l'énergie est enseignée et apprise à l'école, montrant les divergences entre définition scientifique et sociétale de l'énergie, et considérant les unités d'énergie et la confusion qu'elles engendrent. Des perspectives pour l'éducation et la gestion de l'énergie sont présentées. Ensuite, l'attention est portée sur les représentations de l'énergie proposées par les systèmes domestiques de gestion, et une classification originale basée sur des stratégies didactiques est proposée. Les obstacles majeurs rencontrés par les designers révèlent comment les outils de gestion de l'énergie peuvent être adaptés à la cognition humaine. Enfin, les capacités humaines de traitement des grandeurs numériques sont examinées en profondeur du point de vue de la cognition incarnée. Un cadre est construit au travers duquel l'impact des représentations externes de l'énergie sur l'apprentissage et la comparaison peut être établi, compris, et prédit. Ceci mène à deux études empiriques.

La première étude teste l'effet de la représentation externe (symbolique ou spatiale) sur le rappel et la comparaison de mémoire. Précision et temps de réponse sont les variables dépendantes dans la comparaison. Les résultats indiquent un traitement analogique dans les deux conditions. La représentation externe symbolique accroît la précision dans le rappel et la comparaison, et la représentation externe spatiale accroît la vitesse de comparaison. La seconde étude teste l'effet de la spatialité, de l'ancrage, et de la physicalité dans les représentations externes, également sur le rappel et les comparaisons de mémoire, utilisant les mêmes variables dépendantes. Les résultats indiquent un traitement analogique dans toutes les conditions. La spatialité décroît la précision dans le rappel mais accroît la vitesse de comparaison. Ancrage et physicalité n'ont pas d'effet.

Les résultats corroborent l'hypothèse de la cognition ancrée sur les simulations mentales (Barsalou, 1999, 2008; Wilson, 2002) ainsi que la perspective de Dehaene (1997) sur la cognition numérique, dans laquelle le sens du nombre est basé sur un accumulateur analogique et non discret. Implications théoriques et applications pratiques sont discutées.

CONTENTS

1	Introduction	10
2	Learning about energy	12
2.1	Learning two definitions of energy	12
2.2	Articulating the concepts	18
2.3	Confusions in energy units	20
2.4	Conclusion	23
3	Monitoring energy	26
3.1	Home Energy Management Systems	26
3.2	Ambient displays	29
3.3	HEMSs as educational devices	31
3.3.1	Behavioral approach	31
3.3.2	Social approach	33
3.3.3	Cognitive approach	34
3.4	Guidelines and conclusion	37
4	Magnitude sense and grounded cognition	38
4.1	Perceptual and motor grounding of cognition	39
4.2	Theory of embodied mathematics	41
4.3	Mental simulations in numerical cognition	42
4.4	Mental simulations in magnitude processing	43
4.4.1	Magnitude comparison of continuous dimensions	43
4.4.2	Magnitude comparison of discrete number of objects	45
4.4.3	Magnitude comparison of numbers	46
4.4.4	Magnitude comparisons as mental simulations	47
4.5	The common spatial mechanism of magnitude comparison	47

4.6	Conclusions	49
5	Effects of external representation on learning and comparing magnitudes of energy	52
5.1	Introduction	52
5.2	Theoretical background	54
5.2.1	Magnitude comparisons	54
5.2.2	Transient representations of magnitude.....	55
5.2.3	Persistent representations of magnitude	57
5.3	The current study	59
5.4	Methods	60
5.4.1	Participants.....	61
5.4.2	Materials and apparatus.....	61
5.4.3	Procedure.....	64
5.4.4	Dependent variables	64
5.5	Results	66
5.5.1	Numerical and spatial skills	66
5.5.2	Recall	66
5.5.3	Comparisons.....	68
5.6	Discussion.....	74
5.6.1	Learning and knowing numerical magnitudes.....	74
5.6.2	Memorial comparisons of magnitudes	75
5.6.3	Magnitude sense.....	76
5.6.4	Practical implications	77
5.6.5	Limitations	78
5.6.6	Future research.....	78
6	Learning and comparing energy consumption: Effects of spatiality, groundedness, and physicality of external representations	80
6.1	Processing numerical magnitude	80
6.2	External representations of magnitude	81
6.2.1	Symbolic external representations.....	82
6.2.2	Spatial external representations.....	82
6.2.3	Abstract and grounded external representations.....	83
6.2.4	Physical external representations	84
6.3	Current study	84
6.3.1	Hypotheses	86
6.4	Method.....	87

6.4.1	Participants.....	87
6.4.2	Independent variables.....	87
6.4.3	Materials and apparatus.....	87
6.4.4	Dependent measures.....	90
6.4.5	Procedure.....	90
6.5	Results	91
6.5.1	Recall	91
6.5.2	Comparisons.....	92
6.6	Discussion.....	98
6.6.1	Recalling magnitudes	98
6.6.2	Comparing magnitudes	99
6.6.3	Practical implications	100
6.6.4	Limitations	100
6.6.5	Future research.....	101
7	General Discussion.....	102
7.1	Findings	103
7.1.1	Learning can be done with both symbolic and spatial external representations	103
7.1.2	Learning as measured by recall is more accurate with symbolic representations than with spatial representations.....	103
7.1.3	All mental comparisons are conducted with analog mental representations	104
7.1.4	Distance also affects accuracy.....	104
7.1.5	External representations affect memorial representations	105
7.1.6	Mental comparisons are slower when magnitudes are learned with symbolic representations	105
7.2	Theoretical implications	106
7.3	Tension between laboratory studies and actual field.....	109
7.3.1	Operationalization differences	109
7.3.2	Floor and ceiling effects	109
7.4	Limitations.....	110
7.5	Implications for energy management	111
7.6	Implications for teaching and learning about energy	111
8	References	114
9	Appendices	128
9.1	Appliances used in experimental studies (chapters 5 and 6).....	128
9.2	Comparison distances for chapter 5.....	130
9.3	Comparison distances for chapter 6.....	131

8

REFERENCES

- Ainsworth, S. (2006). DeFT: A conceptual framework for considering learning with multiple representations. *Learning and Instruction, 16*(3), 183–198.
- Ajzen, I. (1985). From intentions to actions: A theory of planned behavior. In *Action control* (pp. 11–39). Springer.
- Andres, M., Seron, X., & Olivier, E. (2007). Contribution of hand motor circuits to counting. *Journal of Cognitive Neuroscience, 19*(4), 563–576.
- Ayres, I., Raseman, S., & Shih, A. (2013). Evidence from Two Large Field Experiments that Peer Comparison Feedback Can Reduce Residential Energy Usage. *Journal of Law, Economics, and Organization, 29*(5), 992–1022.
- Bächtold, D., Baumüller, M., & Brugger, P. (1998). Stimulus-response compatibility in representational space. *Neuropsychologia, 36*(8), 731–735.
- Bächtold, M. (2014). L'équation $E = \Delta m c^2$ dans le programme et les manuels de Première S. *RDST. Recherches en didactique des sciences et des technologies, 10*, 93–121.
- Bächtold, M., & Munier, V. (2014). Enseigner le concept d'énergie en physique et éduquer à l'énergie : rupture ou continuité ? (pp. 21–29). Presented at the Huitièmes rencontres scientifiques de l'ARDiST, Marseille.
- Bächtold, M., Munier, V., Guedj, M., Lerouge, A., & Ranquet, A. (2014). Quelle progression dans l'enseignement de l'énergie de l'école au lycée? Une analyse des programmes et des manuels. *RDST. Recherches en didactique des sciences et des technologies, 10*, 63–91.
- Backlund, S., Gyllenswärd, M., Gustafsson, A., Ilstedt Hjelm, S., Mazé, R., & Redström, J. (2007). Static! The aesthetics of energy in everyday things. In *Proceedings of Design Research Society Wonderground International Conference 2006*.

- Baddeley, A. D., & Hitch, G. (1974). Working memory. *Psychology of Learning and Motivation*, 8, 47–89.
- Ball, D. L. (1992). Magical hopes: Manipulatives and the reform of math education. *American Educator: The Professional Journal of the American Federation of Teachers*, 16(2).
- Baranes, R., Perry, M., & Stigler, J. W. (1989). Activation of real-world knowledge in the solution of word problems. *Cognition and Instruction*, 6(4), 287–318.
- Barsalou, L. W. (1999). Perceptual symbol systems. *Behavioral and Brain Sciences*, 22(04), 577–660.
- Barsalou, L. W. (2003). Abstraction in perceptual symbol systems. *Philosophical Transactions of the Royal Society of London B: Biological Sciences*, 358(1435), 1177–1187.
- Barsalou, L. W. (2008). Grounded Cognition. *Annual Review of Psychology*, 59(1), 617–645.
- Bétrancourt, M., Ainsworth, S., de Vries, E., Boucheix, J.-M., & Lowe, R. K. (2012). Graphicacy: Do readers of science textbooks need it? In E. de Vries & K. Scheiter (Eds.), *Staging knowledge and experiences: How to take advantage of representational technologies in education and training?* (pp. 37–39). Grenoble, France.
- Braithwaite, D. W., & Goldstone, R. L. (2013). Integrating formal and grounded representations in combinatorics learning. *Journal of Educational Psychology*, 105(3), 666–682.
- Brannon, E. M. (2006). The representation of numerical magnitude. *Current Opinion in Neurobiology*, 16(2), 222–229.
- Bueti, D., & Walsh, V. (2009). The parietal cortex and the representation of time, space, number and other magnitudes. *Philosophical Transactions of the Royal Society B: Biological Sciences*, 364(1525), 1831–1840.
- Cheng, P. C.-H. (1999). Unlocking conceptual learning in mathematics and science with effective representational systems. *Computers & Education*, 33(2), 109–130.
- Chi, M. T. H. (2005). Commonsense conceptions of emergent processes: Why some misconceptions are robust. *The Journal of the Learning Sciences*, 14(2), 161–199.
- Chi, M. T. H. (2008). Three types of conceptual change: Belief revision, mental model transformation, and categorical shift. *International Handbook of Research on Conceptual Change*, 61–82.
- Chi, M. T. H., Slotta, J. D., & de Leeuw, N. (1994). From things to processes: a theory of conceptual change for learning science concepts. *Learning and Instruction*, 4, 27–43.

- Cohen, A. S. (n.d.). *Brainscape's "confidence-based repetition" methodology*. Retrieved from https://www.brainscape.com/images/cms/research/Confidence-Based_Repetition.pdf
- Cohen Kadosh, R., & Walsh, V. (2009). Numerical representation in the parietal lobes: abstract or not abstract? *Behavioral and Brain Sciences*, 32(3–4), 313–328.
- Colonnese, D., Heron, P., Michelini, M., Santi, L., & Stefanel, A. (2012). A vertical pathway for teaching and learning the concept of energy. *Review of Science, Mathematics and ICT Education*, 6(1), 21–50.
- Cornelissen, G., Pandelaere, M., & Warlop, L. (2006). Cueing common ecological behaviors to increase environmental attitudes. In *Persuasive Technology* (pp. 39–44). Springer.
- Cousineau, D., & Chartier, S. (2010). Outliers detection and treatment: a review. *International Journal of Psychological Research*, 3(1), 58–67.
- Darby, S. (2006). The effectiveness of feedback on energy consumption. *A Review for DEFRA of the Literature on Metering, Billing and Direct Displays*, 486, 2006.
- de Hevia, M. D., Girelli, L., & Macchi Cassia, V. (2012). Minds without language represent number through space: origins of the mental number line. *Frontiers in Psychology*, 3.
- de Hevia, M. D., Vallar, G., & Girelli, L. (2008). Visualizing numbers in the mind's eye: The role of visuo-spatial processes in numerical abilities. *Neuroscience & Biobehavioral Reviews*, 32(8), 1361–1372.
- de Vries, E. (2001). Les logiciels d'apprentissage : panoplie ou éventail ? *Revue Française de Pédagogie*, 137, 105–116.
- Dehaene, S. (1992). Varieties of numerical abilities. *Cognition*, 44(1–2), 1–42.
- Dehaene, S. (1997). *The number sense: how the mind creates mathematics*. New York: Oxford University Press.
- Dehaene, S. (2001). Précis of the number sense. *Mind & Language*, 16(1), 16–36.
- Dehaene, S. (2003). The neural basis of the Weber–Fechner law: a logarithmic mental number line. *Trends in Cognitive Sciences*, 7(4), 145–147.
- Dehaene, S., Bossini, S., & Giraux, P. (1993). The mental representation of parity and number magnitude. *Journal of Experimental Psychology: General*, 122(3), 371.
- Denis, M. (2008). Assessing the symbolic distance effect in mental images constructed from verbal descriptions: A study of individual differences in the mental comparison of distances. *Acta Psychologica*, 127(1), 197–210.
- Dijkstra, K., & Post, L. (2015). Mechanisms of embodiment. *Frontiers in Psychology*, 6.

- DiSalvo, C., Sengers, P., & Brynjarsdóttir, H. (2010). Mapping the landscape of sustainable HCI. In *Proceedings of the SIGCHI Conference on Human Factors in Computing Systems* (pp. 1975–1984). ACM.
- diSessa, A. A. (1993). Toward an epistemology of physics. *Cognition and Instruction*, 10(2–3), 105–225.
- Domahs, F., Moeller, K., Huber, S., Willmes, K., & Nuerk, H.-C. (2010). Embodied numerosity: implicit hand-based representations influence symbolic number processing across cultures. *Cognition*, 116(2), 251–266.
- Doménech, J. L., Gil-Pérez, D., Gras-Martí, A., Guisasola, J., Martínez-Torregrosa, J., Salinas, J., ... Vilches, A. (2007). Teaching of energy issues: A debate proposal for a global reorientation. *Science & Education*, 16(1), 43–64.
- Duit, R. (1984). Learning the energy concept in school –empirical results from the Philippines and West Germany. *Physics Education*, 19(2), 59–66.
- Duit, R. (1987). Should energy be illustrated as something quasi-material? *International Journal of Science Education*, 9(2), 139–145.
- Egan, C. (1999). Graphical Displays and Comparative Energy Information: What Do People Understand and Prefer? In *Proceedings, European Council for an Energy-Efficient Economy*.
- Ekstrom, R. B., French, J. W., Harman, H. H., & Dermen, D. (1976a). *Kit of Factor-Referenced Cognitive Tests*. Princeton, NJ: Educational Testing Service.
- Ekstrom, R. B., French, J. W., Harman, H. H., & Dermen, D. (1976b). *Manual for kit of factor referenced cognitive tests*. Princeton, NJ: Educational Testing Service.
- Elder, R. S., & Krishna, A. (2012). The “Visual Depiction Effect” in Advertising: Facilitating Embodied Mental Simulation through Product Orientation. *Journal of Consumer Research*, 38(6), 988–1003. <https://doi.org/10.1086/661531>
- Fails, J. A., Druin, A., Guha, M. L., Chipman, G., Simms, S., & Churaman, W. (2005). Child’s play: a comparison of desktop and physical interactive environments. In *Proceedings of the 2005 conference on Interaction design and children* (pp. 48–55). ACM.
- Faruqui, A., Sergici, S., & Sharif, A. (2010). The impact of informational feedback on energy consumption—A survey of the experimental evidence. *Energy*, 35(4), 1598–1608.
- Fechner, G. (1860). *Elements of psychophysics*. Holt, Rinehart & Winston.
- Feigenson, L., Dehaene, S., & Spelke, E. (2004). Core systems of number. *Trends in Cognitive Sciences*, 8(7), 307–314.

- Feynman, R. P., Leighton, R. B., & Sands, M. (1965). The Feynman lectures on physics; vol. i. *American Journal of Physics*, 33(9), 750–752.
- Fischer, C. (2008). Feedback on household electricity consumption: a tool for saving energy? *Energy Efficiency*, 1(1), 79–104.
- Fischer, M. H. (2008). Finger counting habits modulate spatial-numerical associations. *Cortex*, 44(4), 386–392.
- Fischer, M. H. (2012). A hierarchical view of grounded, embodied, and situated numerical cognition. *Cognitive Processing*, 13(1), 161–164.
- Fischer, M. H., & Brugger, P. (2011). When digits help digits: spatial–numerical associations point to finger counting as prime example of embodied cognition. *Frontiers in Psychology*, 2.
- Fischer, U., Moeller, K., Class, F., Huber, S., Cress, U., & Nuerk, H.-C. (2016). Dancing With the SNARC: Measuring Spatial-Numerical Associations on a Digital Dance Mat. *Canadian Journal of Experimental Psychology*, 70(4), 306–315.
- Fodor, J. A. (1975). *The language of thought*. Harvard University Press.
- Froehlich, J. (2009). Promoting energy efficient behaviors in the home through feedback: The role of human-computer interaction. In *Proc. HCIC Workshop* (Vol. 9).
- Froehlich, J., Findlater, L., & Landay, J. (2010). The design of eco-feedback technology. In *Proceedings of the SIGCHI Conference on Human Factors in Computing Systems* (pp. 1999–2008). ACM.
- Froehlich, J., Findlater, L., Ostergren, M., Ramanathan, S., Peterson, J., Wragg, I., ... others. (2012). The design and evaluation of prototype eco-feedback displays for fixture-level water usage data. In *Proceedings of the SIGCHI Conference on Human Factors in Computing Systems* (pp. 2367–2376). ACM.
- Galilée, M., Schwartz, N. H., & de Vries, E. (in preparation). Effect of external representation in learning and comparing numerical magnitude of physical properties.
- Gallistel, C. R., & Gelman, R. (2000). Non-verbal numerical cognition: From reals to integers. *Trends in Cognitive Sciences*, 4(2), 59–65.
- Gamberini, L., Spagnolli, A., Corradi, N., Jacucci, G., Tusa, G., Mikkola, T., ... Hoggan, E. (2012). Tailoring feedback to users' actions in a persuasive game for household electricity conservation. In *Persuasive Technology. Design for Health and Safety* (pp. 100–111). Springer.
- Gimbert, F., Gentaz, E., Camos, V., & Mazens, K. (2016). Children's Approximate Number System in Haptic Modality. *Perception*, 45(1–2), 44–55.

- Goldstone, R. L., & Son, J. Y. (2005). The transfer of scientific principles using concrete and idealized simulations. *The Journal of the Learning Sciences*, *14*(1), 69–110.
- Gustafsson, A., & Gyllenswärd, M. (2005). The power-aware cord: energy awareness through ambient information display. In *CHI'05 extended abstracts on Human factors in computing systems* (pp. 1423–1426). ACM.
- Gyllenswärd, M., Gustafsson, A., & Bang, M. (2006). Visualizing energy consumption of radiators. In *Persuasive Technology* (pp. 167–170). Springer.
- Ham, J., & Midden, C. (2010). Ambient persuasive technology needs little cognitive effort: the differential effects of cognitive load on lighting feedback versus factual feedback. In *Persuasive Technology* (pp. 132–142). Springer.
- Henik, A., & Tzelgov, J. (1982). Is three greater than five: The relation between physical and semantic size in comparison tasks. *Memory & Cognition*, *10*(4), 389–395.
- Henmon, V. A. C. (1906). *The time of perception as a measure of differences in sensations*. Columbia University, New York.
- Hervé, N., Venturini, P., & Albe, V. (2014). La construction du concept d'énergie en cours de physique : analyse d'une pratique ordinaire d'enseignement. *RDST*, *(10)*, 123–151.
- Hinrichs, J. V., & Novick, L. R. (1982). Memory for numbers: nominal vs. magnitude information. *Memory & Cognition*, *10*(5), 479–486.
- Holmes, T. G. (2009). *Eco-visualization: combining art and technology to reduce energy consumption*. ACM.
- Hubbard, E. M., Diester, I., Cantlon, J. F., Ansari, D., Opstal, F. v., & Troiani, V. (2008). The Evolution of Numerical Cognition: From Number Neurons to Linguistic Quantifiers. *Journal of Neuroscience*, *28*(46), 11819–11824.
- Hurst, M., & Cordes, S. (2017). Working Memory Strategies During Rational Number Magnitude Processing. *Journal of Educational Psychology*. <https://doi.org/10.1037/edu0000169>
- IJsselsteijn, W., de Kort, Y., Midden, C., Eggen, B., & van den Hoven, E. (2006). Persuasive technology for human well-being: setting the scene. In *Persuasive technology* (pp. 1–5). Springer.
- Jamieson, D. G., & Petrusic, W. M. (1975). Relational judgments with remembered stimuli. *Perception & Psychophysics*, *18*(6), 373–378.
- Jeannerod, M. (1995). Mental imagery in the motor context. *Neuropsychologia*, *33*(11), 1419–1432.

- Jeannerod, M. (2001). Neural simulation of action: a unifying mechanism for motor cognition. *Neuroimage*, *14*(1), 103–109.
- Joseph, J. H., & Dwyer, F. M. (1984). The effects of prior knowledge, presentation mode, and visual realism on student achievement. *The Journal of Experimental Education*, *52*(2), 110–121.
- Karlin, B. (2011). Tracking and learning: exploring dual functions of residential energy feedback. In *Proceedings of the 6th International Conference on Persuasive Technology: Persuasive Technology and Design: Enhancing Sustainability and Health* (p. 10). ACM.
- Kerst, S. M., & Howard, J. H. (1978). Memory psychophysics for visual area and length. *Memory & Cognition*, *6*(3), 327–335.
- Kirsh, D. (2010). Thinking with external representations. *AI & SOCIETY*, *25*(4), 441–454.
- Kirsh, D., & Maglio, P. (1994). On distinguishing epistemic from pragmatic action. *Cognitive Science*, *18*(4), 513–549.
- Klahr, D., Triona, L. M., & Williams, C. (2007). Hands on what? The relative effectiveness of physical versus virtual materials in an engineering design project by middle school children. *Journal of Research in Science Teaching*, *44*(1), 183–203.
- Koedinger, K. R., & Nathan, M. J. (2004). The real story behind story problems: Effects of representations on quantitative reasoning. *The Journal of the Learning Sciences*, *13*(2), 129–164.
- Korvorst, M., & Damian, M. F. (2008). The differential influence of decades and units on multidigit number comparison. *The Quarterly Journal of Experimental Psychology*, *61*(8), 1250–1264.
- Kosslyn, S. M. (1973). Scanning visual images: Some structural implications. *Perception & Psychophysics*, *14*(1), 90–94.
- Kosslyn, S. M. (1980). *Image and mind*. Cambridge, MA: Harvard University Press.
- Kosslyn, S. M., Ball, T. M., & Reiser, B. J. (1978). Visual images preserve metric spatial information: evidence from studies of image scanning. *Journal of Experimental Psychology: Human Perception and Performance*, *4*(1), 47.
- Kosslyn, S. M., Murphy, G. L., Bemesderfer, M. E., & Feinstein, K. J. (1977). Category and continuum in mental comparisons. *Journal of Experimental Psychology: General*, *106*(4), 341.
- Kosslyn, S. M., & Pomerantz, J. R. (1977). Imagery, propositions, and the form of internal representations. *Cognitive Psychology*, *9*(1), 52–76.

- Lakoff, G., & Johnson, M. (1980). *Metaphors we live by*. Chicago and London: The University of Chicago Press.
- Lakoff, G., & Núñez, R. E. (2000). *Where mathematics comes from: How the embodied mind brings mathematics into being*. Basic Books.
- Larkin, J. H., & Simon, H. A. (1987). Why a diagram is (sometimes) worth ten thousand words. *Cognitive Science*, *11*(1), 65–100.
- Laski, E. V., & Dulaney, A. (2015). When prior knowledge interferes, inhibitory control matters for learning: The case of numerical magnitude representations. *Journal of Educational Psychology*, *107*(4), 1035.
- Lautrey, J., & Mazens, K. (2004). Is children’s naive knowledge consistent? A comparison of the concepts of sound and heat. *Learning and Instruction*, *14*(4), 399–423.
- Le Postillon. (2016, December). Hydrogène : désamorcer la pompe à conneries. *Le Postillon*.
- Lee, H.-S., & Liu, O. L. (2010). Assessing learning progression of energy concepts across middle school grades: The knowledge integration perspective. *Science Education*, *94*(4), 665–688.
- Leibovich, T., Katzin, N., Harel, M., & Henik, A. (2017). From “sense of number” to “sense of magnitude”: The role of continuous magnitudes in numerical cognition. *Behavioral and Brain Sciences*, *40*.
- Libertus, M. E., Starr, A., & Brannon, E. M. (2014). Number trumps area for 7-month-old infants. *Developmental Psychology*, *50*(1), 108.
- Löfström, E., & Palm, J. (2008). Visualising household energy use in the interest of developing sustainable energy systems.
- Lourenco, S. F., & Longo, M. R. (2010). General magnitude representation in human infants. *Psychological Science*.
- Lund, K., & Bécu-Robinault, K. (2010). La reformulation multimodale et polysémotique comme aide à la compréhension de la physique. In A. Rabatel (Ed.), *Analyse sémiotique et didactique des reformulations* (pp. 211–244). Presses universitaires de Franche-Comté.
- Mandler, G., & Shebo, B. J. (1982). Subitizing: An analysis of its component processes. *Journal of Experimental Psychology: General*, *111*(1), 1.
- Marshall, P. (2007). Do tangible interfaces enhance learning? In *Proceedings of the 1st international conference on Tangible and embedded interaction* (pp. 163–170). ACM.
- Martin, A. (2007). The representation of object concepts in the brain. *Annu. Rev. Psychol.*, *58*, 25–45.

- Martin, A., & Chao, L. L. (2001). Semantic memory and the brain: structure and processes. *Current Opinion in Neurobiology*, *11*(2), 194–201.
- Mayer, R. E. (1997). Multimedia learning: Are we asking the right questions? *Educational Psychologist*, *32*(1), 1–19.
- Mazens, K., & Lautrey, J. (2003). Conceptual change in physics: children's naive representations of sound. *Cognitive Development*, *18*(2), 159–176.
- Meck, W. H., & Church, R. M. (1983). A mode control model of counting and timing processes. *Journal of Experimental Psychology: Animal Behavior Processes*, *9*(3), 320.
- Midden, C., & Ham, J. (2009). Using Negative and Positive Social Feedback From a Robotic Agent to Save Energy. New York, N.Y.: ACM Press.
- Millar, R. (2005). *Teaching about energy*. University of York, Department of Educational Studies York, UK.
- Moeller, K., Fischer, U., Link, T., Wasner, M., Huber, S., Cress, U., & Nuerk, H.-C. (2012). Learning and development of embodied numerosity. *Cognitive Processing*, *13*(1), 271–274.
- Moreno, R., Ozogul, G., & Reisslein, M. (2011). Teaching with concrete and abstract visual representations: Effects on students' problem solving, problem representations, and learning perceptions. *Journal of Educational Psychology*, *103*(1), 32–47.
- Moyer, R. S. (1973). Comparing objects in memory: Evidence suggesting an internal psychophysics. *Perception & Psychophysics*, *13*(2), 180–184.
- Moyer, R. S., & Bayer, R. H. (1976). Mental comparison and the symbolic distance effect. *Cognitive Psychology*, *8*(2), 228–246.
- Moyer, R. S., & Landauer, T. K. (1967). Time required for judgements of numerical inequality. *Nature*, *215*, 1519–1520.
- Muller, D. A. (2015). *Snatoms! The Magnetic Molecular Modeling Kit*. Veritasium. Retrieved from <https://www.youtube.com/watch?v=He30D8M5fNc>
- Neumann, K., Viering, T., Boone, W. J., & Fischer, H. E. (2013). Towards a learning progression of energy. *Journal of Research in Science Teaching*, *50*(2), 162–188.
- Nordine, J., Krajcik, J., & Fortus, D. (2011). Transforming energy instruction in middle school to support integrated understanding and future learning. *Science Education*, *95*(4), 670–699.

- Núñez, R. (2006). Do real numbers really move? Language, thought, and gesture: The embodied cognitive foundations of mathematics. In *18 unconventional essays on the nature of mathematics* (pp. 160–181). Springer.
- Paivio, A. (1971). *Imagery and verbal processes*. Holt, Rinehart, & Winston.
- Paivio, A. (1975). Perceptual comparisons through the mind's eye. *Memory & Cognition*, 3(6), 635–647.
- Palmer, S. E. (1978). Fundamental aspects of cognitive representation. In E. Rosch & B. B. Lloyd (Eds.), *Cognition and Categorization* (pp. 259–303). Hillsdale, NJ: Lawrence Erlbaum Associates.
- Peirce, C. S. S. (1906). Prolegomena to an apology for pragmatism. *The Monist*, 16(4), 492–546.
- Pezzulo, G., Barsalou, L. W., Cangelosi, A., Fischer, M. H., McRae, K., & Spivey, M. J. (2013). Computational Grounded Cognition: a new alliance between grounded cognition and computational modeling. *Frontiers in Psychology*, 3.
- Pierce, J., Fan, C., Lomas, D., Marcu, G., & Paulos, E. (2010). Some consideration on the (in) effectiveness of residential energy feedback systems. In *Proceedings of the 8th ACM Conference on Designing Interactive Systems* (pp. 244–247). ACM.
- Pierce, J., Odom, W., & Blevins, E. (2008). Energy aware dwelling: a critical survey of interaction design for eco-visualizations. In *Proceedings of the 20th Australasian Conference on Computer-Human Interaction: Designing for Habitus and Habitat* (pp. 1–8). ACM.
- Poincaré, H. (1902). *La science et l'hypothèse*. Flammarion.
- Posner, G. J., Strike, K. A., Hewson, P. W., & Gertzog, W. A. (1982). Accommodation of a scientific conception: Toward a theory of conceptual change. *Science Education*, 66(2), 211–227.
- Pye, M. (2014). *The Edge of the World: How the North Sea Made Us who We are*. Penguin UK.
- Pylyshyn, Z. W. (1973). What the mind's eye tells the mind's brain: A critique of mental imagery. *Psychological Bulletin*, 80(1), 1.
- Pylyshyn, Z. W. (1984). *Computation and cognition: Toward a foundation for cognitive science*. Cambridge, MA: MIT Press.
- Quinn, H. R. (2014). A physicist's musings on teaching about energy. In *Teaching and learning of energy in K–12 education* (pp. 15–36). Springer.

- Ratcliff, R. (1993). Methods for dealing with reaction time outliers. *Psychological Bulletin*, *114*(3), 510.
- Risko, E. F., & Gilbert, S. J. (2016). Cognitive offloading. *Trends in Cognitive Sciences*, *20*(9), 676–688.
- Rusconi, E., Kwan, B., Giordano, B. L., Umiltà, C., & Butterworth, B. (2006). Spatial representation of pitch height: the SMARC effect. *Cognition*, *99*(2), 113–129.
- Sarama, J., & Clements, D. H. (2016). Physical and Virtual Manipulatives: What Is “Concrete”? In *International Perspectives on Teaching and Learning Mathematics with Virtual Manipulatives* (pp. 71–93). Springer.
- Scheiter, K., Gerjets, P., Huk, T., Imhof, B., & Kammerer, Y. (2009). The effects of realism in learning with dynamic visualizations. *Learning and Instruction*, *19*(6), 481–494.
- Schnotz, W., & Bannert, M. (2003). Construction and interference in learning from multiple representation. *Learning and Instruction*, *13*(2), 141–156.
- Shaki, S., & Fischer, M. H. (2012). Multiple spatial mappings in numerical cognition. *Journal of Experimental Psychology: Human Perception and Performance*, *38*(3), 804–809. <https://doi.org/10.1037/a0027562>
- Shepard, R. N., & Metzler, J. (1971). Mental rotation of three-dimensional objects. *Science*, *171*(3972), 701–703.
- Shiraishi, M., Washio, Y., Takayama, C., Lehdonvirta, V., Kimura, H., & Nakajima, T. (2009). Using Individual, Social and Economic Persuasion Techniques to Reduce CO2 Emissions in a Family Setting. New York, N.Y.: ACM Press.
- Siegler, R. S., & Booth, J. L. (2004). Development of numerical estimation in young children. *Child Development*, *75*(2), 428–444.
- Siegler, R. S., & Lortie-Forgues, H. (2014). An Integrative Theory of Numerical Development. *Child Development*, *8*(3), 144–150.
- Siegler, R. S., & Opfer, J. E. (2003). The development of numerical estimation: Evidence for multiple representations of numerical quantity. *Psychological Science*, *14*(3), 237–250.
- Smeaton, A. F., & Doherty, A. R. (2013). Persuading consumers to reduce their consumption of electricity in the home. In *Persuasive Technology* (pp. 204–215). Springer.
- Smith, J. P., diSessa, A. A., & Roschelle, J. (1994). Misconceptions reconceived: A constructivist analysis of knowledge in transition. *The Journal of the Learning Sciences*, *3*(2), 115–163.

- Solomon, J. (1983). Learning about energy: How pupils think in two domains. *European Journal of Science Education*, 5(1), 49–59.
- Stenning, K., & Oberlander, J. (1995). A cognitive theory of graphical and linguistic reasoning: Logic and implementation. *Cognitive Science*, 19(1), 97–140.
- Strengers, Y. (2008). Challenging comfort & cleanliness norms through interactive in-home feedback systems. In *Proceedings of Pervasive 2008 Workshop on Pervasive Persuasive Technology and Environmental Sustainability* (pp. 104–108).
- Strengers, Y. (2011). Designing eco-feedback systems for everyday life. In *Proceedings of the SIGCHI Conference on Human Factors in Computing Systems* (pp. 2135–2144). ACM.
- Stroop, J. R. (1935). Studies of interference in serial verbal reactions. *Journal of Experimental Psychology*, 18(6), 643.
- Thompson, J. M., Nuerk, H.-C., Moeller, K., & Cohen Kadosh, R. (2013). The link between mental rotation ability and basic numerical representations. *Acta Psychologica*, 144(2), 324–331.
- Tiberghien, A., Cross, D., & Sensevy, G. (2014). The evolution of classroom physics knowledge in relation to certainty and uncertainty. *Journal of Research in Science Teaching*, 51(7), 930–961.
- Tiberghien, A., & Megalakaki, O. (1995). Characterization of a modelling activity for a first qualitative approach to the concept of energy. *European Journal of Psychology of Education*, 10(4), 369–383.
- Trbovich, P. L., & LeFevre, J.-A. (2003). Phonological and visual working memory in mental addition. *Memory & Cognition*, 31(5), 738–745.
- Uttal, D. H., Scudder, K. V., & DeLoache, J. S. (1997). Manipulatives as symbols: A new perspective on the use of concrete objects to teach mathematics. *Journal of Applied Developmental Psychology*, 18(1), 37–54.
- Van Dam, S. S., Bakker, C. A., & Van Hal, J. D. M. (2010). Home energy monitors: impact over the medium-term. *Building Research & Information*, 38(5), 458–469.
- Vince, J., & Tiberghien, A. (2012). Enseigner l'énergie en physique à partir de la question sociale du défi énergétique. *Review of Science, Mathematics and ICT Education*, 6(1), 89–124.
- Vosniadou, S. (1994). Capturing and modeling the process of conceptual change. *Learning and Instruction*, 4(1), 45–69.

- Vosniadou, S. (2002). On the nature of naïve physics. In M. Limón & L. Mason (Eds.), *Reconsidering conceptual change: Issues in theory and practice* (pp. 61–76). Dordrecht, The Netherlands: Kluwer Academic Publishers.
- Vosniadou, S. (2012). Reframing the classical approach to conceptual change: Preconceptions, misconceptions and synthetic models. In *Second international handbook of science education* (pp. 119–130). Springer.
- Walsh, V. (2003). A theory of magnitude: common cortical metrics of time, space and quantity. *Trends in Cognitive Sciences*, 7(11), 483–488.
- Wang, J., Conder, J. A., Blitzer, D. N., & Shinkareva, S. V. (2010). Neural representation of abstract and concrete concepts: A meta-analysis of neuroimaging studies. *Human Brain Mapping*, 31(10), 1459–1468.
- Warren, J. W. (1983). Energy and Its Carriers: A Critical Analysis. *Physics Education*, 18(5), 209–12.
- Watts, D. M. (1983). Some alternative views of energy. *Physics Education*, 18(5), 213.
- Wever, R., van Kuijk, J., & Boks, C. (2008). User-centred design for sustainable behaviour. *International Journal of Sustainable Engineering*, 1(1), 9–20.
- Wilhite, H., Hoivik, A., & Olsen, J.-G. (1999). Advances in the use of consumption feedback information in energy billing: the experiences of a Norwegian energy utility. In *Proceedings, European Council for an Energy-Efficient Economy*.
- Wilson, A. D., & Golonka, S. (2013). Embodied cognition is not what you think it is. *Frontiers in Psychology*, 4.
- Wilson, M. (2001). The case for sensorimotor coding in working memory. *Psychonomic Bulletin & Review*, 8(1), 44–57.
- Wilson, M. (2002). Six views of embodied cognition. *Psychonomic Bulletin & Review*, 9(4), 625–636.
- Wood, G., & Fischer, M. H. (2008). Numbers, space, and action – From finger counting to the mental number line and beyond. *Cortex*, 44(4), 353–358.
- Wood, G., Willmes, K., Nuerk, H.-C., & Fischer, M. H. (2008). On the cognitive link between space and number: A meta-analysis of the SNARC effect. *Psychology Science Quarterly*, 50(4), 489.
- Yun, R., Lasternas, B., Aziz, A., Loftness, V., Scupelli, P., Rowe, A., ... Zhao, J. (2013). Toward the design of a dashboard to promote environmentally sustainable behavior among office workers. In *Persuasive Technology* (pp. 246–252). Springer.

- Zapico, J., L., Turpeinen, M., & Brandt, N. (2009). Climate persuasive services: changing behavior towards low- carbon lifestyles. New York, N.Y.: ACM Press.
- Zhang, J. (1997). The nature of external representations in problem solving. *Cognitive Science*, 21(2), 179–217.
- Zhang, J., & Norman, D. A. (1994). Representations in distributed cognitive tasks. *Cognitive Science*, 18(1), 87–122.
- Zhang, J., & Patel, V. L. (2006). Distributed cognition, representation, and affordance. *Pragmatics & Cognition*, 14(2), 333–341.