

## Webinar with Professor Cerf - additional resources

August 6, 2020

- 1. TEDx talk link on the usage of neuroscience in content assessment
- 2. <u>An Ethics survey</u> we've been running for quite a while now that speaks to the topics discussed (would you want a neural implant in your brain?, what are your thoughts on dream recording?, etc.). If anyone wants to take this and put their email we can send them a report that has *their* results compared to the *average* population
- 3. **Memory:** Link to my two colleagues, Lars Hall and Petter Johansson's lab, where you can find numerous papers/clips about their 'Choice Blindness' experiments.
- 4. **Sensory Addition:** <u>Link</u> to an article by a colleague of mine, explaining how the idea of 'feeling the market' works.
- **5. Dreams:** Links to a talk about dream engineering (see link), to an academic work about it (see link), and to an example of the technology that can be used to do it (see link).
- 6. Books about the topics of "consumer neuroscience":
  - Consumer Neuroscience (foreword by Phil Kotler)
  - Chapter in Kellogg on Branding in a Hyper-Connected World
- 7. Academic papers related to using neuroscience in business
  - A Ticket for Your Thoughts: Method for Predicting Content Recall and Sales Using Neural Similarity of Moviegoers
  - <u>Trust the Polls? Neural and Recall Responses Provide Alternative Predictors of Political</u>
    Outcomes
  - <u>Founder passion, neural engagement and informal investor interest</u> in startup pitches: An fMRI study!