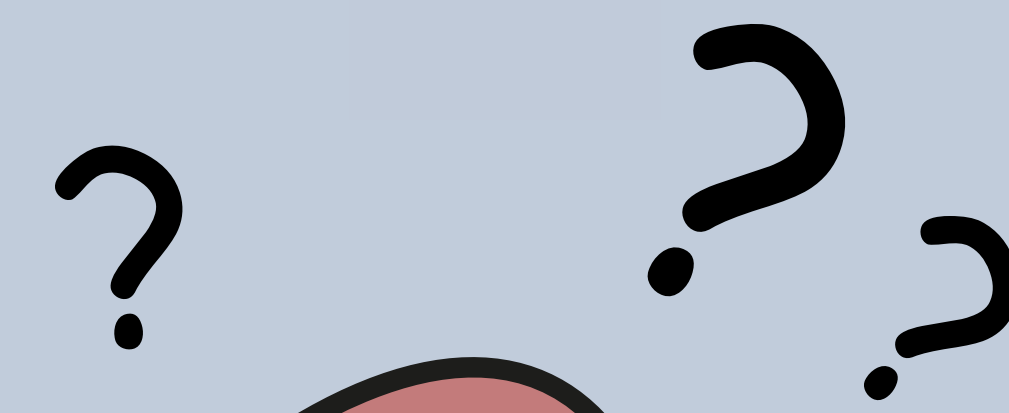


# Phantom Costs in HRI: A Replication Study

Benjamin Lebrun<sup>1\*</sup>, Christoph Bartneck<sup>2</sup>, Andrew Vonasch<sup>1</sup>

Would you like  
a cookie?

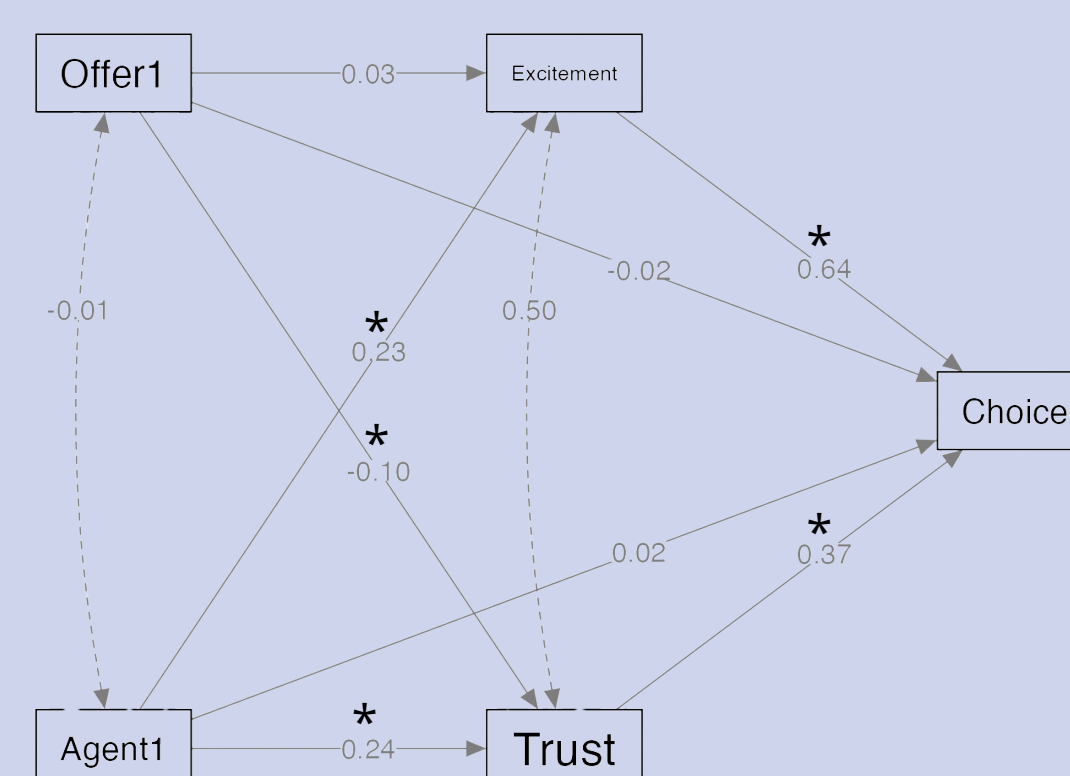
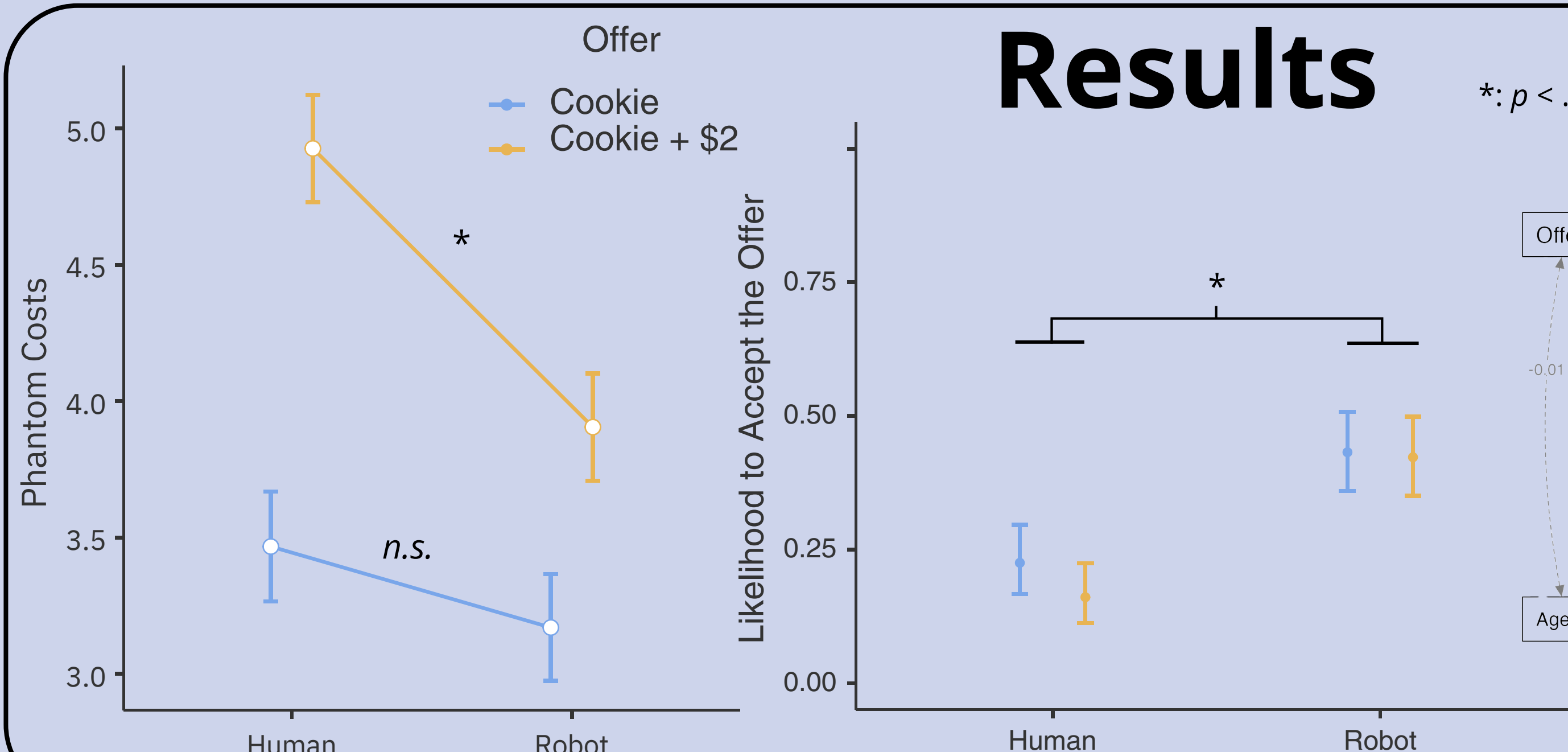
I'll pay you \$2 to  
eat a cookie



- What do you do?
- Who is dodgy?

## Results

\*,  $p < .05$



## Conclusion

Phantom costs occur  
in HHI [1] and HRI [2]

Money backfire did  
not occur

Insufficient  
explanation about an  
agent's behavior leads  
to phantom costs.

Decision-making  
includes at least  
phantom costs, trust,  
and excitement about  
the offer.