

Cultural Design in Relation to Consumer Product Design

Prof. Ahmed Waheed Moustafa

Emeritus Professor, Metal Products and Jewelry Department, Faculty of Applied Arts, Helwan University,
ahmedwms@hotmail.com

Abstract:

Designers now are creating products and services to appeal to diverse cultural backgrounds, moving away from traditional global markets and focusing on inclusive and trans-cultural marketplaces. This shift is influenced by the inclusion of "cultural design" trends in the design culture, which is now seen as a thread that connects various disciplines and fields, such as semiotics, philosophy, engineering, computer science, sociology, psychology, and anthropology. This research into design-based corporations allows for a wider acceptance and user satisfaction of products and services, fostering a more inclusive and trans-cultural approach to business. **Problem Statement:** We have observed over the past decade that consumer products and businesses are affected to different degrees by social, political, or technological concerns. As consumer product designers and developers, our products and services are prime victims of changes in political focus, economic spans, or technological advancements. The disappearance of some products and emergence of others is the result of this. Cultural design concerns the design and implementation of systems that support all the aspects of a given culture. **Study Queries:** To investigate and understand the importance of cultural design in relationship to consumer product design, we aim to answer the following general questions: Why do some products fail in the marketplace in countries with the same demographic? And What role do design researchers have in addressing these market failures? What is the mission of cultural design in consumer product design? **Objective:** This study aims to present an overview of the tools and methods employed to take advantage of consumer and user's "cultural" background at the process of a product design and development. In particular, it reports methods taken from cultural sciences as the baseline of a product development process. The impact of these tools on market success or loss, as well as on user satisfaction, is also summarily highlighted.

Keywords:

Cultural Design, Consumer Behavior, Product Design, Persona Development, Cultural Mapping, Cultural Probes, Socioeconomic Status, Cultural Preferences, Ethnographic Research,

References:

1. Ahluwalia, Rohini (2008), *How Far Can a Brand Stretch? Understanding the Role of Self-Construal*, Journal of Marketing Research, 45 (3) (2008), pp. 337-350, <https://doi.org/10.1509/jmkr.45.3.337>
2. Abdul A., J. Vermeulen, D. Wang, B. Y. Lim, and M. Kankanhalli. (2018). *Trends and trajectories for explainable, accountable and intelligible systems*: An HCI research agenda. Proceedings of the CHI Conference on Human Factors in Computing Systems. ACM, 1--18. [Source]
3. Alvstad, C., Hild, A., & Tiselius, E. (2011). *Methods and strategies of process research: Integrative approaches in translation studies*. In C. Alvstad, A. Hild, & E. Tiselius (Eds.), *Methods and strategies of process research* (pp. 1-9). John Benjamins. <https://doi.org/10.1075/btl.94>
4. Andreassen, P., Christensen, M. K., & Møller, J. E. (2020). *Focused ethnography as an approach in medical education research*. Medical Education. [Source]
5. Auernhammer, J., & Roth, B. (2021). *The origin and evolution of Stanford University's design thinking: From product design to design thinking in innovation management*. Journal of Product innovation management, 38(6), 623-644. [Source]
6. Bennett, A. & Kahn-Harris, K. (2020). *After subculture: Critical studies* in contemporary youth culture. [Source]
7. Bye, K., Hosfelt, D., Chase, S., Miesnieks, M. & Beck, T. (2019). *The ethical and privacy implications of mixed reality*. In Proceedings of SIGGRAPH '19 Panels (ACM, 2019). <https://doi.org/10.1145/3306212.3328138>.
8. Costa, P. (2023). *Valuing culture and creativity impacts in a global technological era: reshaping the analytical framework*. In *Rethinking Culture and Creativity in the Digital Transformation* (pp. 49-68). Routledge. [Source]
9. Costanza-Chock, S. (2020). *Design justice: Community-led practices to build the worlds we need*. [Source]
10. Cross, N. (2021). *Engineering design methods: strategies for product design*. [Source]
11. Deana Brown, Victoria Ayo, and Rebecca E. Grinter. 2014. *Reflection Through Design: Immigrant Women's Self-reflection on Managing Health and Wellness*. In Proceedings of the SIGCHI Conference on Human Factors in Computing Systems (CHI '14), ACM, New York, NY, USA, 1605-1614.
12. Desmet, P. & Fokkinga, S. (2020). *Beyond Maslow's pyramid: Introducing a typology of thirteen fundamental needs for human-centered design*. Multimodal technologies and interaction. [Source]
13. F. Ceschin, I. Gaziulusoy, (2016) *Evolution of design for sustainability: From product design to design for system innovations and transitions*, Design Studies (2016), 10.1016/j.destud.2016.09.002
14. Grogan, D. (2020). *Cultural planning handbook: An essential Australian guide*. [Source]
15. Heitmann, M., Landwehr, J. R., Schreiner, T. F., & Van Heerde, H. J. (2020). *Leveraging brand equity for effective visual product design*. Journal of Marketing Research, 57(2), 257-277. [Source]
16. Isaksson, O. & Eckert, C. (2020). *Product development 2040*. [Source]
17. Ishii, K. & Eisen, C. (2020). *Socioeconomic status and cultural difference*. Oxford research encyclopedia of psychology. [Source]
18. Jeong, J. Y., Hwang, J., & Hyun, S. S. (2020). *Customers' relationships leading to brand tribalism and tribe behavioral intentions*. International Journal of Hospitality Management, 88, 102529. [Source]

19. Keränen, J. & Prior, D. D. (2020). *Opportunities for ethnographic methodologies* in B2B service research. Journal of Services Marketing. [Source]
20. Khan, H. (2021). *Leadership, reinvented: How to foster empathy, servitude, diversity, and innovation in the workplace*. [Source]
21. Liu, A., & Lu, S. (2020). *Functional design framework for innovative design thinking in product development*. CIRP Journal of Manufacturing Science and Technology, 30, 105-117. [Source]
22. Marche, C., Atzori, L., Pilloni, V., & Nitti, M. (2020). *How to exploit the social Internet of Things: Query generation model and device profiles'* dataset. Computer Networks. [Source]
23. Mehmet Cem Odacıoğlu, (2017), *Integrated Localization Theory of Translation Studies*, International Journal of Comparative Literature and Translation Studies, 2017, volume 5, pages=24-30, [Source]
24. Melnyk, V., Carrillat, F. A., & Melnyk, V. (2022). *The influence of social norms on consumer behavior: A meta-analysis*. Journal of Marketing. [Source]
25. Meyer, M. W., & Norman, D. (2020). *Changing design education for the 21st century*. She Ji: The Journal of Design, Economics, and Innovation, 6(1), 13-49. [Source]
26. Moisander, J., Närvänen, E., & Valtonen, A. (2020). *Interpretive marketing research: Using ethnography in strategic market development*. Marketing management. tuni.fi
27. Morgan, J. & Liker, J. K. (2020). *The Toyota product development system: integrating people, process, and technology*. [Source]
28. Müller, F. (2021). *Design ethnography: Epistemology and methodology*. [Source]
29. Neumann, W. P., Winkelhaus, S., Grosse, E. H., & Glock, C. H. (2021). *Industry 4.0 and the human factor—A systems framework and analysis methodology for successful development*. International journal of production economics, 233, 107992. [Source]
30. Pillai, J. (2022). *Cultural Mapping: A Guide to Understanding Place, Community and Continuity* (: Revised and Updated). [Source]
31. Plocher, T., Rau, P. L. P., Choong, Y. Y., & Guo, Z. (2021). *Cross-Cultural Design. Handbook of human factors and ergonomics*, 252-279. [Source]
32. Pontis, S., & Van der Waarde, K. (2020). *Looking for alternatives: Challenging assumptions in design education*. She Ji: The Journal of Design, Economics, and Innovation, 6(2), 228-253. [Source] Rungtai Lin et al. (2007)
33. Rand, W. & Stummer, C. (2021). *Agent-based modeling of new product market diffusion: an overview of strengths and criticisms*. Annals of Operations Research. [Source]
34. Rau, P. L. P. (2020). *Cross-Cultural Design. User Experience of Products, Services, and Intelligent Environments*: 12th International Conference, CCD 2020, Held as Part of the [Source]
35. Reynolds, J. & Beresford, R. (2020). *"An active, productive life": narratives of, and through, participation in public and patient involvement* in health research. Qualitative health research. [Source]
36. Riyanto, S., Sudarso, S., & Sumardi, S. (2024). *International Market Development Strategy in Companies*. International Journal of Management Science and Information Technology, 4(1), 137-147. [Source]
37. Rodríguez, I., Puig, A., Tellols, D., & Samsó, K. (2020). *Evaluating the effect of gamification on the deployment of digital cultural probes for children*. International journal of Human-Computer studies, 137, 102395. [Source]
38. Rosário, A., & Raimundo, R. (2021). *Consumer marketing strategy and E-commerce in the last decade: a literature review*. Journal of theoretical and applied electronic commerce research, 16(7), 3003-3024. [Source]
39. Shavitt, S. & Barnes, A. J. (2020). *Culture and the consumer journey*. Journal of retailing. [Source]
40. Soliman, A. M. (2021). *Urbanization and Urban Informality in the Era of Globalization*. In Urban Informality: Experiences and Urban Sustainability Transitions in Middle East Cities (pp. 85-120). Cham: Springer International Publishing. [Source]
41. Spath, D.; Peissner, M.; Sproll, S. (2010) *Methods from neuroscience for measuring user experience in work environments*. In Proceedings of the International Conference on Applied Human Factors and Ergonomics (AHFE 10), Miami, FL, USA, 17–20 July 2010; USA Publishing: West Lafayette, IN, USA, 2010.
42. Van de Vijver, F. J. R. & Leung, K. (2021). *Methods and data analysis for cross-cultural research*. [Source]
43. Wijesooriya, N. & Brambilla, A. (2021). *Bridging biophilic design and environmentally sustainable design: A critical review*. Journal of Cleaner Production. [Source]
44. Tylor, Edward. (1871). *Primitive Culture*. Vol 1. New York: J.P. Putnam's Son [Source]
45. Leyla Acaroglu (2016), *How Design Designs Us / Part 1: The Silent Social Scripter* [Source]
46. Otto, T. & Smith, R. C. (2020). *Design anthropology: A distinct style of knowing*. Design Anthropology. [Source]
47. Inglehart, R. (2020). *Modernization and postmodernization: Cultural, economic, and political change in 43 societies*. [Source]
48. Manovich, L. (2020). *Cultural analytics*. [Source]
49. Eller, J. D. (2020). *Cultural anthropology: Global forces, local lives*. amazonaws.com
50. Walker, S. (2021). *The spirit of design: objects, environment and meaning*. [Source]
51. Tunstall, E. D. (2020). *Decolonizing design innovation*: Design anthropology, critical anthropology, and indigenous knowledge. Design anthropology. [Source]
52. Müller, F. (2021). *Design ethnography: Epistemology and methodology*. oapen.org
53. Cao, Y. (2020). *Digital ethnography research on the state of the art of smart home experience*. [Source]
54. Berg-Weitzel, L. van den, van de Laar (2001) *Relation between culture and communication in packaging design*, Journal of Brand Management 8(3):171-184, DOI: 10.1057/palgrave.bm.2540018

Citation: Ahmed W Moustafa (2024), Cultural Design in Relation to Consumer Product Design, International Design Journal, Vol. 14 No. 1, (January 2024) pp 419-430

Rungtai Lin, Ming-Xian Sun, Ya-Ping Chang, Yu-Ching Chan, Yi-Chen Hsieh, Yuan-Ching Huang (2007) *Designing “Culture” into Modern Product-A Case study of Cultural Product Design*, Usability and Internationalization. HCI and Culture, Second International Conference, China, DOI: 10.1007/978-3-540-73287-7_19 [Source]

Paper History:

Paper received October 09, 2023, Accepted December 04, 2023, Published on line January 1, 2024