

# The matter of payment

**Dr. Joe Deville**

Departments of Department of Organisation, Work and  
Technology / Sociology

Twitter: @joe\_dev      Email: [j.deville@lancaster.ac.uk](mailto:j.deville@lancaster.ac.uk)

# contamination



(contamination)

adaptation

calculation



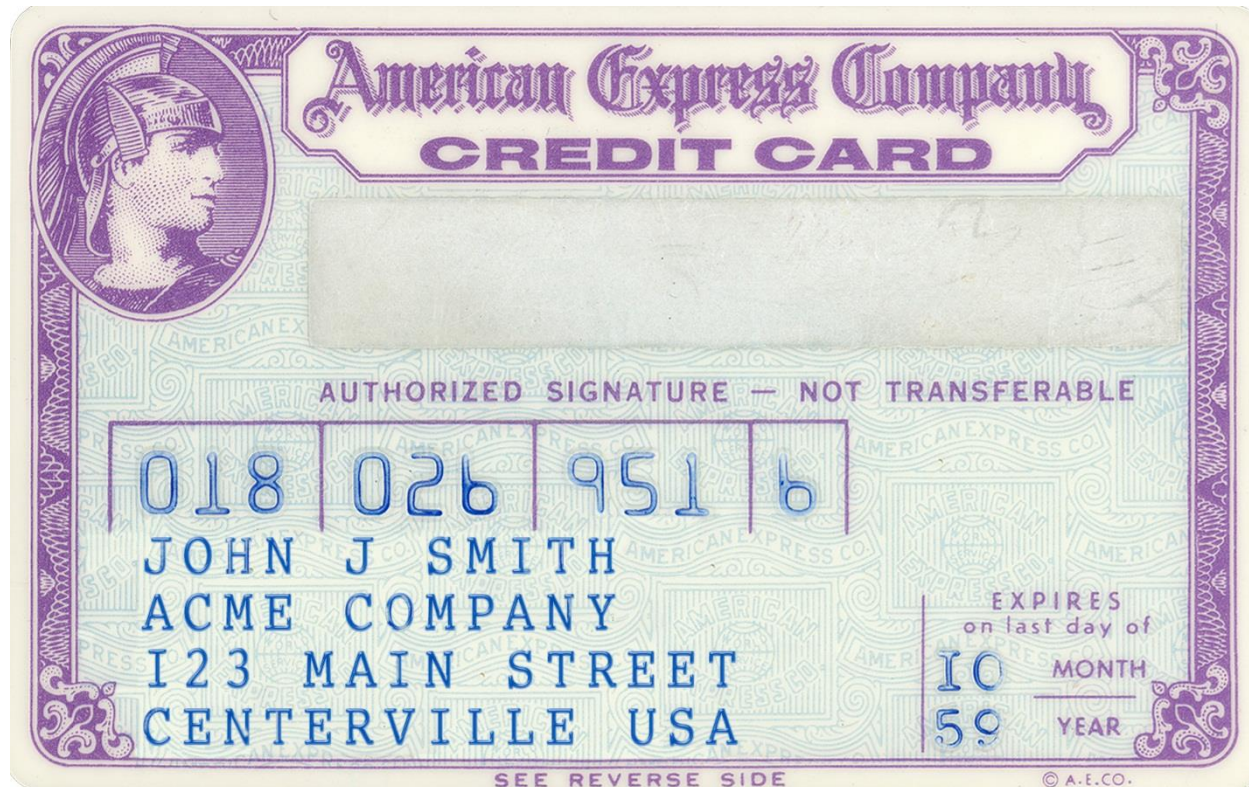


adaptation

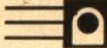
# adaptation

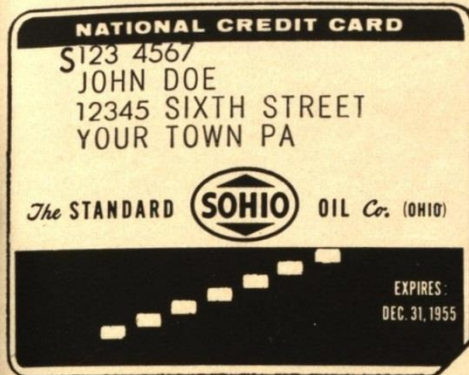


# adaptation

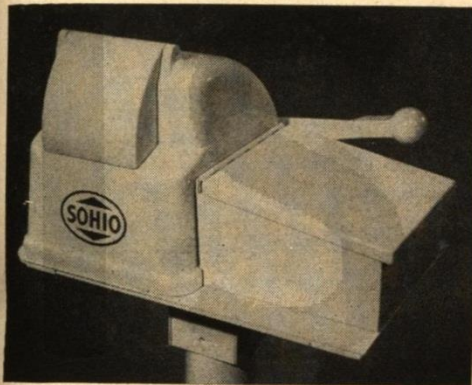


# adaptation

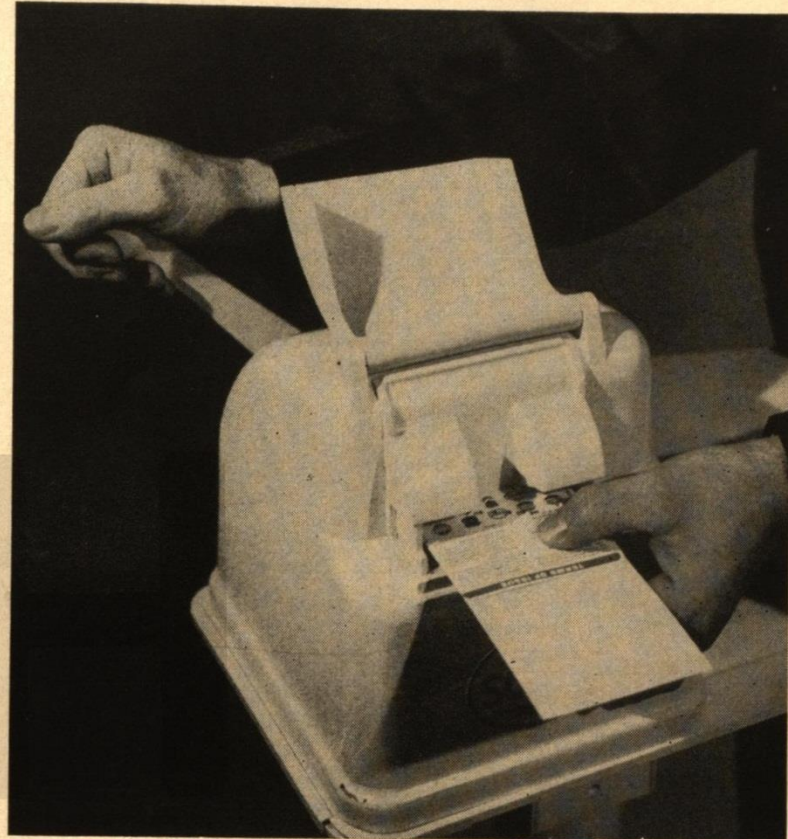
stations 



PLASTIC CREDIT CARD has IBM master holes in bottom half and customer's name above



IMPRINTER-PERFORATOR cuts identification holes on invoice from card



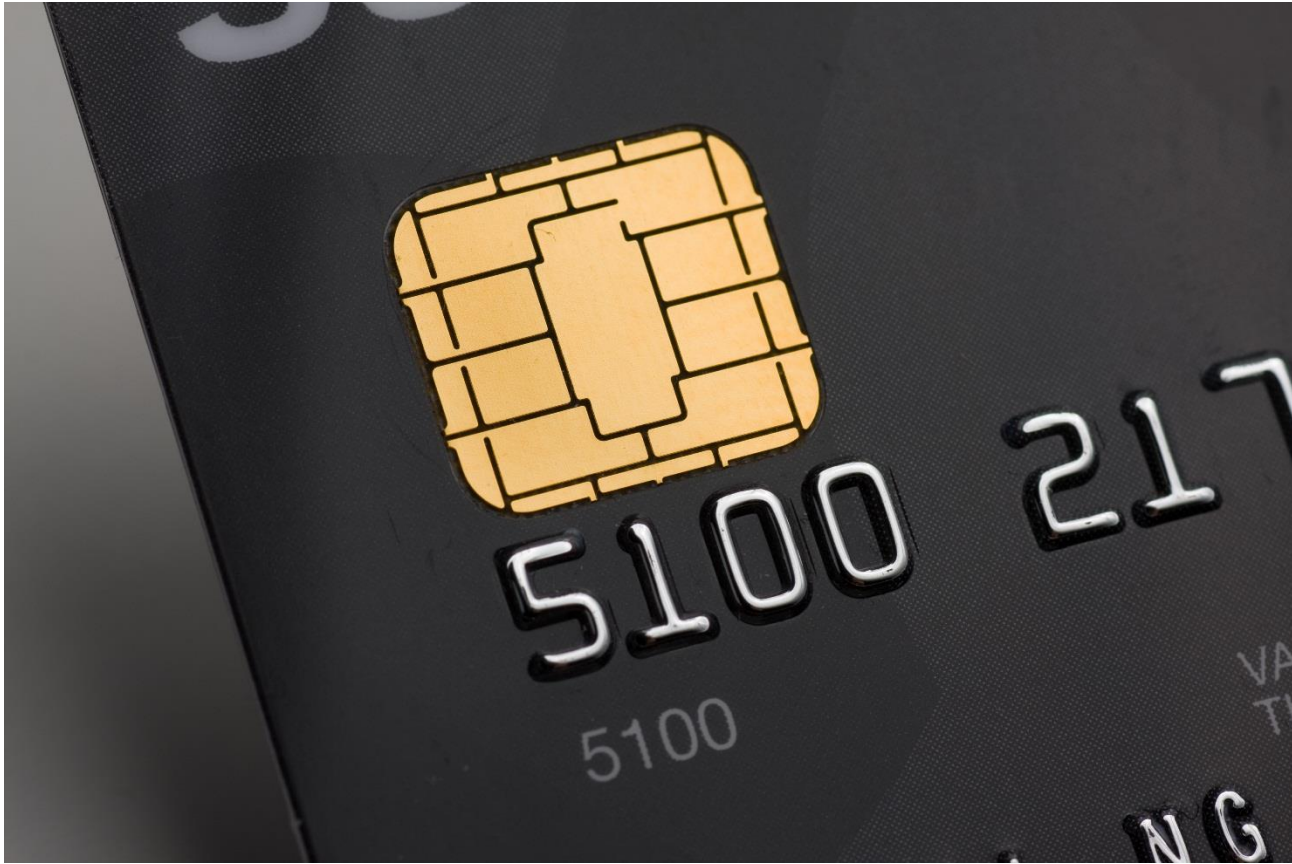
CARD AND INVOICE go into the imprinter together. Throw of the lever cuts IBM holes from card and imprints name. Plan was unveiled in February

## Sohio Launches IBM Credit Card System

adaptation



adaptation

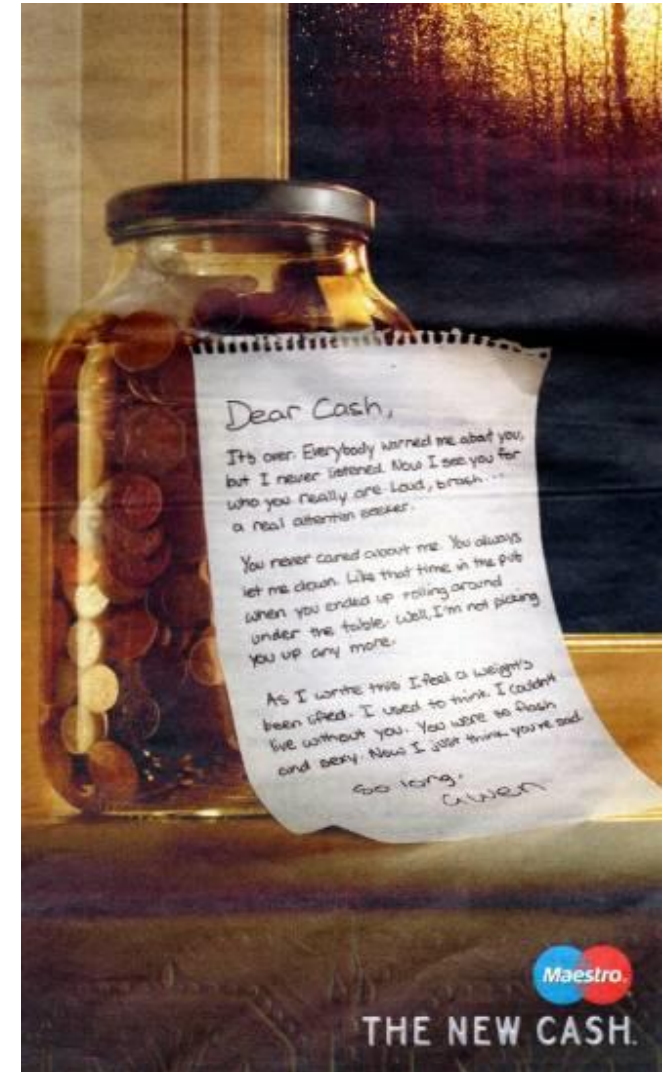


# adaptation



calculation

# calculation



# calculation



# calculation

HOME » FINANCE » PERSONAL FINANCE » BANK ACCOUNTS

## 'Banks want me to get an online account and use contactless cards - but I refuse'

Katie Morley uncovers a battle between the big banks and a breed of traditional savers who are rejecting modern technology

f 62    t    p 1    in 51    s 114    Email



Howard Gosling favours traditional banking methods such as cheque books and paying by cash Photo: Andrew Fox

“With contactless payments you can go blithely through life buying things – a bit like the early days of credit cards, when people bought all sorts on credit and thought they’d never have to pay for it.”

<http://www.telegraph.co.uk/finance/personalfinance/bank-accounts/12134246/Banks-want-me-get-an-online-account-and-use-contactless-cards-but-i-refuse.html>

# calculation

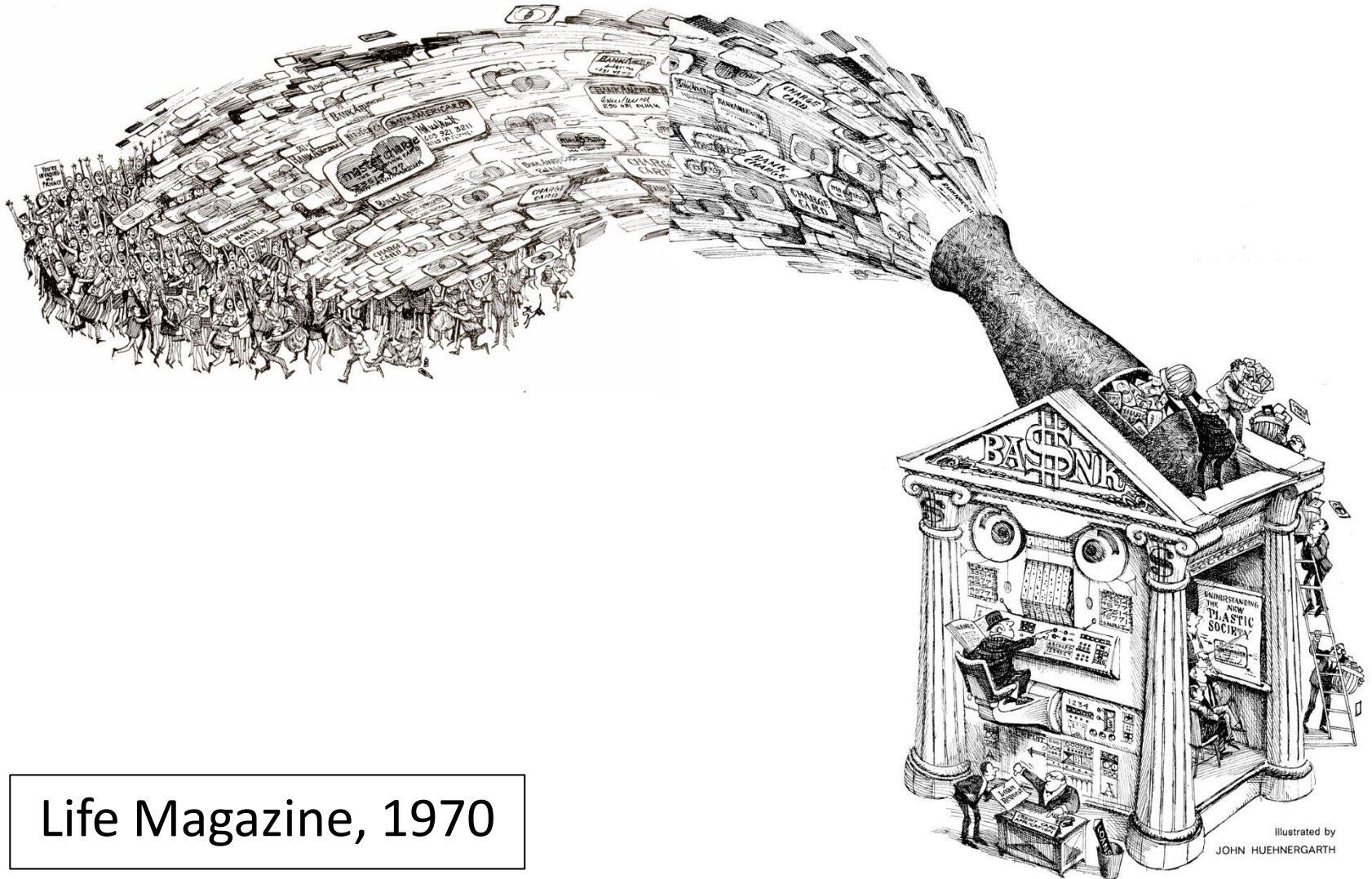
THE  
**UKCARDS**  
ASSOCIATION

## Guide for retailers:

*Accepting contactless and higher value contactless payments*



# calculation



Life Magazine, 1970



Contents lists available at ScienceDirect

## Electronic Commerce Research and Applications

journal homepage: [www.elsevier.com/locate/ecra](http://www.elsevier.com/locate/ecra)



### Do consumers pay more using debit cards than cash?



Emma Runnemark, Jonas Hedman\*, Xiao Xiao

Department of IT Management, Copenhagen Business School, Howitzvej 60, DK-2000 Copenhagen, Denmark

#### ARTICLE INFO

##### Article history:

Received 13 November 2014

Received in revised form 2 March 2015

Accepted 2 March 2015

Available online 20 March 2015

This paper is dedicated to the memory of Emma Runnemark, good colleague and dear friend.

##### Keywords:

Payment methods

Debit cards

Cash

Willingness-to-pay

Experiment

#### ABSTRACT

We conduct an incentivized experiment to study the effect of the payment method on spending. We find that the willingness to pay is higher when subjects pay with debit cards compared to cash. The result is robust to controlling for cash-on-hand constraints, spending type, price familiarity and consumption habits of the products. The evidence thus suggests that different representations of money matters for consumer behavior. Such results further tease out the underlying mechanism of how payment methods influence spending behavior, which poses important implications for both consumers and merchants, as well as designing of digitalized payment in the future.

© 2015 Elsevier B.V. All rights reserved.

#### 1. Introduction

Payments are deeply embedded in our daily life. Every day, we carry out various payments in different contexts and with different methods. For most of the 1900s, cash and checks were the most common means of payment available for purchases and financial

2006, Plouffe et al., 2001, Schierz et al., 2010, Xin et al., 2015). Scholars from economics are mostly concerned with payment patterns at a macro-level (Garcia-Swartz et al., 2004, 2006, Humphrey, 2004, 2010, Prelec and Loewenstein, 1998). Others scholars from psychology strive to understand how payment context (e.g., reciprocity, social norms, etc.) affect spending behavior (Garcia-Swartz et al., 2004, 2006, Plouffe et al., 2001, Schierz et al., 2010, Xin et al., 2015).