

# Human-centred Persona Driven Personalization in Business Data Analytics

CHRISTOS AMYROTOS, InSPIRE Center, School of Sciences, UCLan Cyprus, Cyprus

PANAYIOTIS ANDREOU, InSPIRE Center, School of Sciences, UCLan Cyprus, Cyprus

PANAGIOTIS GERMANAKOS\*, UX S/4HANA, Product Engineering, IEG, SAP SE, Germany

The modern business environment is empowered by the abundant availability of data and plethora of sophisticated data analysis tools to identify and quickly address market needs. While these tools have evolved significantly during the last years, offering trailblazing data exploration experiences with stunning multi-modal visualizations, they mistreat the importance of individualized, user-centred delivery of information/insights. As a result, users may require much more effort and time to reach decisions that have implications on both the short-term and long-term success of sustainability of an organization. This paper highlights the need for user-centred/persona-driven data exploration through adaptive data visualizations and personalized support to an end-to-end business process. It proposes an extended human-centred persona and discusses preliminary exploratory results in relation to the formulation of the contextual characteristics of a business environment, i.e., business tasks, visualizations and data.

CCS Concepts: • **Human-centered computing**; • **Information systems**; • **Applied computing**;

Additional Key Words and Phrases: Adaptation, Personalization, Human Factors, User Modeling, Artificial Intelligence, Business Analytics, Data Visualizations

## ACM Reference Format:

Christos Amyrotos, Panayiotis Andreou, and Panagiotis Germanakos. 2021. Human-centred Persona Driven Personalization in Business Data Analytics. In *Adjunct Proceedings of the 29th ACM Conference on User Modeling, Adaptation and Personalization (UMAP '21 Adjunct)*, June 21–25, 2021, Utrecht, Netherlands. ACM, New York, NY, USA, 10 pages. <https://doi.org/10.1145/3450614.3462241>

## 1 INTRODUCTION

Nowadays, business users have access to a range of data from a variety of sources to complete their assigned responsibilities and tasks. These data may be generated from Business Intelligence and Data Analytics Platforms (such as SAS Visual Analytics<sup>1</sup>, IBM Analytics<sup>2</sup>, Microsoft Power BI<sup>3</sup>, SAP Business Intelligence Platform<sup>4</sup>, Tableau Business Intelligence and Analytics<sup>5</sup>, etc.), that offer the same functionality (e.g., visualization types, content and interaction paradigms) to all users. Although some visualizations provided by those platforms/tools might be considered more usable/understandable than others [20], usually their recipients (e.g., data analysts) are overloaded from the large amount of visual information they have to process, since in principle such platforms do not consider in the core of their solutions the end-users' individual differences. Additionally, algorithms employed by such platforms are mostly maintained by adhering to static

\*Also affiliated with the InSPIRE Center, Cyprus

<sup>1</sup><https://www.sas.com>

<sup>2</sup>[www.ibm.com/analytics/us/en/technology/products/cognos-analytics/](http://www.ibm.com/analytics/us/en/technology/products/cognos-analytics/)

<sup>3</sup><https://powerbi.microsoft.com/en-us/>

<sup>4</sup><https://www.sap.com/products/bi-platform.html>

<sup>5</sup><http://www.tableau.com>

Permission to make digital or hard copies of all or part of this work for personal or classroom use is granted without fee provided that copies are not made or distributed for profit or commercial advantage and that copies bear this notice and the full citation on the first page. Copyrights for components of this work owned by others than ACM must be honored. Abstracting with credit is permitted. To copy otherwise, or republish, to post on servers or to redistribute to lists, requires prior specific permission and/or a fee. Request permissions from [permissions@acm.org](mailto:permissions@acm.org).

© 2021 Association for Computing Machinery.

Manuscript submitted to ACM

53 monolithic role-based specifications or user needs and requirements, that comply to definitions that are formulated  
54 having the power users (e.g., expert data analysts) in mind. For this reason, it becomes even easier for users to lose focus  
55 in terms of navigation, while also they might not be able to take fast and accurate decisions when performing their  
56 expected business activities [4, 16]. This paper argues that the complex nature of many business data visualizations,  
57 objectives, tasks and large business datasets makes it essential to include human intelligence in the business data  
58 analysis and visualization process at an early stage. This inclusion will help enrich tools and applications with adaptation  
59 techniques and new possibilities for interaction that will consider human-centred personas of business users in every  
60 business process or computational procedure. Our consideration of human intelligence as means for adaptation is  
61 fueled by the influence and effects of human factors in tasks that entail data or information visualizations. Such effects  
62 have been demonstrated in numerous application fields during the last decade, including educational and navigation  
63 contents, public facing applications and information retrieval or health datasets. Indicatively, numerous research works  
64 have found associations with respect to users' cognitive abilities like perceptual speed (involving visual perception and  
65 scanning), workload perception on search behavior, and data visualization types like bar graphs and radar graphs in  
66 relation to users' performance [5, 7, 28]; working memory, preference and tasks when users interact with various data  
67 visualizations – as a form of integrated objects that contain colours, orientation, and shape – and elements (visual or  
68 textual) [17, 26, 29]; spatial ability and visualization comprehension, investigating compatibility of the verbal metaphors  
69 with visual metaphors [32, 35]; cognitive styles, like Field Dependent-Independent, and impact on interactions with  
70 various information visualizations in relation to individual aid choices and preferences [27]; personality influence on  
71 performance during visualization tasks [7, 14]; emotion-triggered (e.g., boredom and frustration) adaptation methods  
72 effective for visualization systems [8].

73  
74  
75  
76  
77  
78 Nevertheless, although significant effects have been observed in user-data visualization interactions by multiple  
79 works and in a variety of application domains, these ideas have rarely been applied, to our knowledge, to the business  
80 sector despite the encouraging findings [23]. Henceforth, the vision of this research work is to provide a preliminary  
81 step towards addressing this gap for enabling human-centred adaptive data visualizations that will facilitate efficient  
82 exploration and analysis of complex and multivariate business datasets, thus, enabling more effective decision making  
83 on critical business tasks. This paper aims: (a) to build upon prior research on the impact of individual differences  
84 on data visualizations, for proposing an innovative theoretical human-centred model in the business data analytics  
85 domain, and (b) to study and explore the direct object of investigation, i.e., business tasks, visualizations and data, that  
86 constitute the contextual frame of execution for a business user. In this respect, we present the results of a preliminary  
87 exploratory study with 59 business users (data analysts), in an attempt to create a first understanding of the similarities  
88 and differences between current approaches and possible approaches that are compatible with the business domain by  
89 extracting the business context requirements i.e., characteristics for supporting decisions when crafting adaptive and  
90 personalized interventions to be used in business data analytics.

## 95 **2 OVERVIEWING A HUMAN-CENTRED MODEL FOR PERSONALIZATION IN BUSINESS DATA** 96 **ANALYTICS**

97  
98 A persona in the business sector constitutes a fictional representation of a business role, e.g., Project Manager, Business  
99 Analyst, Data Analyst, that might represent one or more end-users, and consists of characteristics like demographics,  
100 goals, responsibilities, wishes, needs, painpoints, etc., providing some good insights for the end-users that a product is  
101 designed for [15]. However, the demanding nature of business processes, data and visualizations require adaptive and  
102 personalized solutions that bring individual differences in the center of attention to build human-centred personas  
103

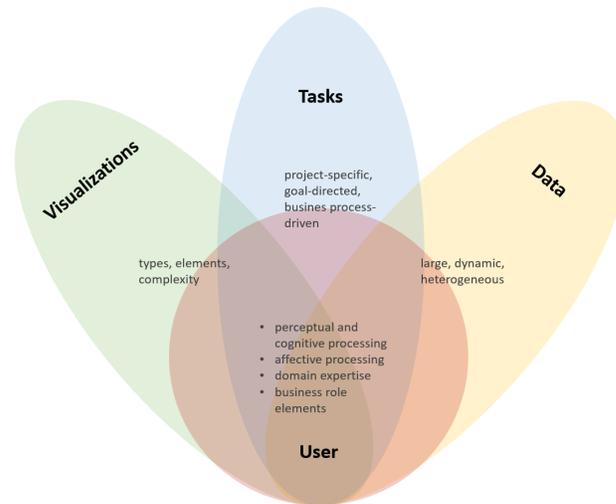


Fig. 1. Proposed Human-centred Business Persona

that will guide the respective interactions. This paper considers a persona as the core component of an adaptive data analytics platform, and proposes enriching its current definition with more intrinsic values of users extending its scope and sophistication. It mainly focuses in theories of user's individual differences in information and affective processing, and domain expertise, for providing adaptive and personalized solutions in the business context and information discovery.

The following sections overview the selected human factors of the proposed theoretical model (see Figure 1), and guided by findings of the related literature argues on the expected impact when end-users interact with business data visualizations. Main purpose is not to compose an exhaustive theoretical model, but rather to employ those human aspects that together with the business contextual characteristics (i.e., role, expertise, business processes/tasks and data) would be able to jointly facilitate more comprehensive persona composition, apt adaptive interventions, personalization conditions and explanations during the visual data exploration process.

## 2.1 User

The business end-user is the focal point in the definition of the extended persona, referring on one hand to the understanding of the business roles, nature and their contexts of functioning, and on the other hand to the identification of the intrinsic human factors that play the most significant role during their engagement with the data visualizations. Considering the various theories and models of individual differences in the literature, the following factors have been promoted as more applicable for the scope of this research work (in relation to specific business settings and actions):

The *perceptual and cognitive processing characteristics*, are mainly distinguished in users': (a) high-level information processes, like cognitive styles [34] that have a direct impact on the type (textual or imagery) of the content and may influence preferences and decision making in data visualization scenarios [27], and (b) elementary cognitive processes (i.e., working memory, controlled attention and speed of processing), that have an effect on the complexity of the content regarding users' task performance, overall efficiency and cognitive control of visual information [26], or problem solving and comprehension during the interaction process. Regarding individual characteristics that affect

157 the perception of visualizations, models that relate to graphical or visual (numeric) literacy or guidance (i.e., reading  
158 between and beyond data to understand abstract, data-driven associations – [11]) have been qualified expecting that  
159 high levels of visual literacy will impact users’ reasoning with visual representations making more elaborate inferences  
160 (extracting information from more complex visualizations) as opposed to those with low [22]. Furthermore, emphasis  
161 will be placed upon end-users’ personality [13] (and Need for Cognition as a variable of personality indicating the  
162 extend to which an individual may engage into effortful cognitive activities [6]), as influential human traits of the  
163 perceptual process, motivation and behaviour. It is expected that they will affect users during the visual interaction  
164 process with respect to accuracy (including error rates), search and performance when executing tasks, problem-solving  
165 approaches and skills [14, 21].  
166

167  
168 The *affective processing* (or affective states) guides behaviour and emotions, as behavioural output of the process  
169 [33], and refers to a range of feelings that people experience, including discrete emotions, moods and traits (such as  
170 positive and negative affectivity). It may be at some extent deduced into two basic constructs, i.e., Emotional Arousal  
171 and Emotion Regulation, influencing people’s performance, judgement and decision making process while interacting  
172 with data visualizations [19]. For example, users with a negative affective state require environmental enhancements to  
173 work more efficiently, as their emotional needs alter their behaviour and create different informational and processing  
174 demands [19].  
175  
176

177 The *domain expertise* indicates how skillful a user is in the domain (s)he functions and it is associated with graph  
178 understanding, accuracy and performance (time spent) in relation to visual tasks complexity (e.g., less experienced  
179 individuals may spend more time in information retrieval and comparison of sub-stages) [1, 10]. Also, it affects preference,  
180 satisfaction and the capability of being familiarized or switching between graphs to obtain information, e.g., novice  
181 users have greater difficulties of using different visualization types [30].  
182

183 The *business role characteristics* refer to more “traditional” persona elements defined from a person’s or an entity’s  
184 business responsibilities, objectives and tasks. It may include, personal, professional or technical information [31],  
185 competencies, expectations, needs, feelings, painpoints, usually associated to specific activities that are tightly linked  
186 to one (or more) business processes within an organization. This paper builds on the premise that data visualizations  
187 should be coupled with the goals and requirements of each business role and consider the variability of tasks, level of  
188 knowledge, constraints, etc., for conveying the adequate information, when and how it is needed, and on the expected  
189 breadth and depth that could facilitate fast and accurate decision making [3].  
190  
191  
192

## 193 2.2 Tasks, Data and Visualizations

194 Partially, the *business tasks* formulate the context of execution (sequence of project-specific actions) and interaction  
195 for an end-user (or persona), relating to situation-specific scenarios, requirements and constraints depending on the  
196 line of business. Tasks may be regarded as a solid point of reference for designing usable interactive data visualizations,  
197 but they usually comply with business data models and processes characterized by increased complexity, making  
198 the analysis and understanding of information by various non-power users (e.g., data analysts, business analysts)  
199 challenging, time consuming, costly, if not many times impossible.  
200

201 Such information resonates in various *data* sources found in different locations, are of different types, have different  
202 data characteristics (e.g., criticality, real-time, historical), and are connected to complex (customer-specific) data models  
203 and business processes. Hence, efficient semantic mapping among features is critical, so that integrated data analysis  
204 is possible and comparable through intuitive data visualizations. As such, structured learning and graphical models  
205 like probabilistic dependency networks, probabilistic decision trees, Bayesian networks and Markov Random Fields,  
206  
207  
208

209 are becoming popular business data mining tools helping to deal with open case-based data challenges like scalability,  
210 uncertainty and data quality, dynamicity, heterogeneity, etc. [9] Therefore, it is widely accepted that the increasingly  
211 large amount of data requires novel, efficient, and user-friendly data visualization solutions.  
212

213 As such, handling, analyzing and gaining insights into these large multivariate datasets through interactive and  
214 explainable data *visualizations* is one of the major challenges of our days and this work. Main goal is to specify  
215 the properties and structure of the content of data visualizations and exploration support. Subsequently, a further  
216 identification and characterization of parameters that will enable the adaptation based on the human-centred model will  
217 take place. Currently, there are different types of visualizations (e.g., bar, column, line and area charts, radar graphs, plots  
218 and tables) which communicate information and meaning out of data, always in relation to the scope and the needs of a  
219 task. Once data visualization content is defined and semantically augmented, various adaptation and personalization  
220 mechanics may offer dynamic hierarchical structure and content presentation adjustments, provision of real-time  
221 navigation support and event-driven explanations, flexible user control and cooperation, etc.  
222  
223

224 Given the users' diversified requirements, needs and perceptual preferences as well as the size, diversity and  
225 processing overhead of big business data sets, it is expected that proposed human-centred persona will yield flexible  
226 best-fit data visualizations and methods that will support the unique end-users during the end-to-end interaction  
227 process. The main challenge is to identify and develop enhanced data representations that will be able to capture the  
228 fuzzy human nature and multi-objective tasks in terms of providing information in different modalities, navigation  
229 patterns and interaction logic thus allowing for adaptation based on users' cognitive and affective processing abilities,  
230 role, expertise and tasks.  
231  
232  
233

### 234 3 A USER STUDY FOR EXPLORING THE BUSINESS ANALYTICS CONTEXT

#### 235 3.1 Motivation and Research Questions

236 In addition to the users' requirements, needs and complicated human factors/nature, the proposed extension of the  
237 persona also made evident the importance of the business context for providing effective adaptations to the business  
238 end users. In this respect, the first step is to investigate the contextual building blocks of the business environment  
239 like tasks, visualization types and data (see section 2.2), so to crystallize a viewpoint around the expected adaptation  
240 and personalization specifications. We formulate the following research questions: **RQ<sub>1</sub>**: Which are the most common  
241 tasks of the data analyst in the business domain regarding data visualization and exploration, and how do those differ  
242 from tasks in other domains? **RQ<sub>2</sub>**: What kind of data, visualizations and methods are used for the defined tasks? **RQ<sub>3</sub>**:  
243 Which are the main challenges and needs of data analysts in the business domain?  
244  
245  
246  
247

#### 248 3.2 Sampling and Procedure

249 For this exploration study, we involved business participants that have on average at least 2 years of experience  
250 in the field of data analytics, and their interaction with data visualizations is part of their daily job responsibilities.  
251 The recruitment was made possible with the support of two collaborator organizations via direct messaging to their  
252 end-users; resulting in a total of 59 data analysts. The sample consisted of 28 Male and 31 Female participants, with  
253 their ages ranging from 22 to 56 years old ( $M = 32$ ,  $SD = 7$ ). All participants were analysts, working on different industry  
254 fields such as Retail, Marketing, Advisory Services, Audit and Risk Assessment, while they were of varying expertise  
255 levels including managers/directors, executive analysts, senior analysis, junior analysts and data engineering/quality  
256 assurance. For capturing their proficiency and experience we analysed the reported educational status (all end-users  
257  
258  
259  
260

261 had achieved higher education), their working experience (ranged from 1 to 25 years ( $M = 4.3$ ,  $SD = 6.2$ )), as well as  
262 their Visual Literacy ( $M = 3.9$ ,  $SD = 0.7$  – captured using the Subjective Graphical Literacy Scale [12]) and Self-Expertise  
263 ( $M = 3.1$ ,  $SD = 1.3$  – obtained through a single 5-point scale self-reporting measure of perceived expertise, i.e., “My level  
264 of expertise for the current business role is”, where 1 is Novice and 5 is Expert). The Self-Expertise scale was used in  
265 conjunction with the participants’ working experience in years and their Visual Literacy for further validating and  
266 cross verifying the recruited sample’s expertise (that was expected to be high for the purposes of this exploratory study).  
267 Overall, the above findings suggest that the sample is indeed within the initial expectations and goals of this study.  
268 For the execution part, a Web-based environment was created including of a series of questionnaires (i.e., open-ended  
269 and likert-scale questions). The study ran in a controlled environment in two sessions with 36 participants in the first  
270 and 23 in the second. Each study session was hosted at the premises of each company and was executed sequentially,  
271 with a group of 4 to 7 analysts completing the questionnaires at a time, depending on their availability. For every  
272 new group of participants a researcher was presenting the overall study goals and an overview of the study tasks.  
273 At all times during the study the researcher was also in charge for guiding the participants and for answering any  
274 potential questions or even resolving any technical conflicts. The participation was voluntary, adhering to the GDPR  
275 rules and regulations [24], while each participant required on average 20-25 minutes for completing the questionnaire  
276 corpus. After participants provided their demographics, such as Gender, Age and Educational Status, they responded  
277 to a set of open-ended questions, aiming to collect information regarding  $RQ_1$  with respect to typical business tasks  
278 they perform while using visualizations (e.g., Exploration, Correlation, Data Preparation) and their frequency, weekly  
279 data analysis requests and their working experience. For addressing  $RQ_2$  participants were given: (a) a matrix of check  
280 boxes (19 visualization types by 10 task actions) where they had to check a maximum of 3 visualization types that they  
281 preferred for completing each type of action e.g., Bar, Pie and Column chart used for performing Comparison, and (b) a  
282 number of visualization types where they had to report the complexity of each type on a likert-scale. Finally, for  $RQ_3$   
283 participants had to state the challenges (i.e., painpoints) they face during data exploration (including interaction with  
284 data visualizations) for accomplishing their business tasks and wishes for improving their daily operations.  
285  
286  
287  
288  
289  
290  
291

### 292 3.3 Analysis and Discussion of the Results

294 Initially, the use of open ended questions necessitates the extraction and coding of themes for each of the provided  
295 answers. Hence, our analysis adhered to the following process: (a) Clean textual responses by removing punctuation,  
296 stop words, single letters and unnecessary white space with custom string manipulation functions in Python; (b)  
297 generate a document-term matrix; (c) visualize the terms, i.e., words in a word-cloud; (d) manually read answers for  
298 formulating different themes and coding specific words into that theme, e.g., if answer contains the words “data” and  
299 “cleaning” then code this into a single new term named “DataCleaning”; (e) repeat from step (c) until a list of themes  
300 and their frequencies for a question are formed. Accordingly, descriptive analyses such as frequency distributions and  
301 mean were obtained to characterize the derived data.  
302  
303

304 Thereupon, regarding  $RQ_1$  (i.e., common business tasks), participants responded as follows: 71% Improve Data  
305 Quality, 13% Performance Analysis, 12% Correlation Analysis, 12% Comparison Analysis, 12% Drawing Conclusions  
306 and 10% Presentations. Other common answers included, pattern detection, trend or sales analysis and visualizing KPIs.  
307 During their business tasks participants reported that they use data visualizations for an average of 2.5 days per week  
308 ( $M = 2.5$ ,  $SD = 1.5$ ) and 2.5 hours per day ( $M = 2.5$ ,  $SD = 1.3$ ), while they handle an average of 3.5 data analysis requests  
309 ( $M = 3.5$ ,  $SD = 2.6$ ) on a weekly basis. When asked about the frequency of actions performed during their business tasks,  
310  
311  
312

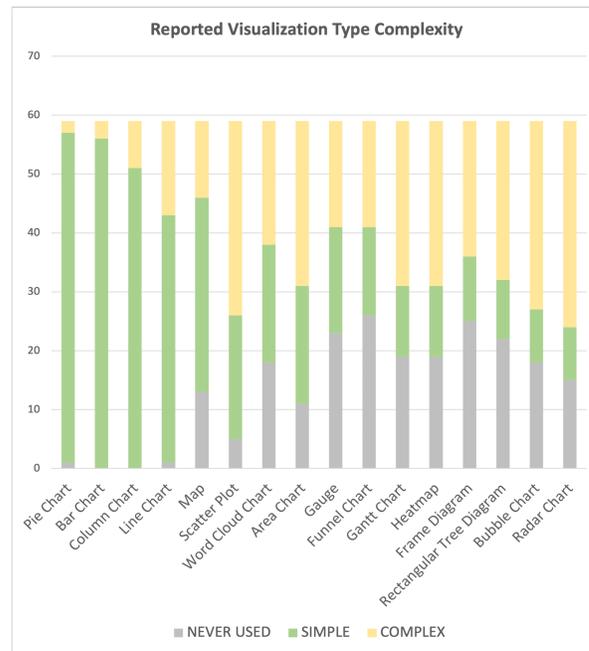


Fig. 2. Reported Visualization Type Complexity

participants responded with Data Preparation, Exploration and Data Communication as the most frequent actions, and with Correlation, Prediction and Classification as the least frequent actions.

The responses of the end-users for  $RQ_2$  (i.e., types and complexity of data visualizations, in relation to tasks) show that Pie Charts and Bar Charts (95%), Column Charts (86%) and Line Charts (71%) are considered as simple charts; Radar Charts (59%), Bubble Charts (54%), Gantt Charts and Heatmaps (47%), and Rectangular Tree Diagrams (46%) are considered as complicated charts (taking in consideration also how many people voted those as simple i.e., the scatter plot is considered complex by 33 participants while 21 participants stated that it is instead simple - therefore balancing its complexity level); and Funnel Charts (44%), Frame Diagrams (42%), Gauges (39%) and Rectangular Tree Diagrams (37%) are rated the highest for being “never used”. Our results for bar chart and radar graph partially agree with the findings of [28] on visualization ease of use and comprehension, whereby the charts classified as simple are commonly used in various analytic systems and dashboards [18] and thus people are more familiar with them. Figure 2 provides more information on the full data collected regarding visualization type complexity. In addition, regarding the preferred types of visualizations for different types of task actions, the analysis revealed that for all actions (i.e., Comparison, Distribution, Contribution, Correlation, Deviation, Cycles, Composition, Trend and Relationship) participants tended to select visualizations that were considered as simple, with the bar chart to be the most preferred visualization. Figure 3 provides more detailed insights on the visualizations that received the highest preference for a specific task action. Some of the collected results are in line with previous findings [25], e.g., using line charts for correlations.

Lastly, for understating the main challenges and needs of data analysts in the business domain ( $RQ_3$ ), we analyzed the main themes provided in end-users’ responses about painpoints and wishes. The major painpoints reported were related to Time Consuming Processes (39%), data related issues such as bad quality of data (41%), data variability (13%), large

365  
366  
367  
368  
369  
370  
371  
372  
373  
374  
375  
376  
377  
378  
379  
380  
381  
382  
383  
384  
385  
386  
387  
388  
389  
390  
391  
392  
393  
394  
395  
396  
397  
398  
399  
400  
401  
402  
403  
404  
405  
406  
407  
408  
409  
410  
411  
412  
413  
414  
415  
416

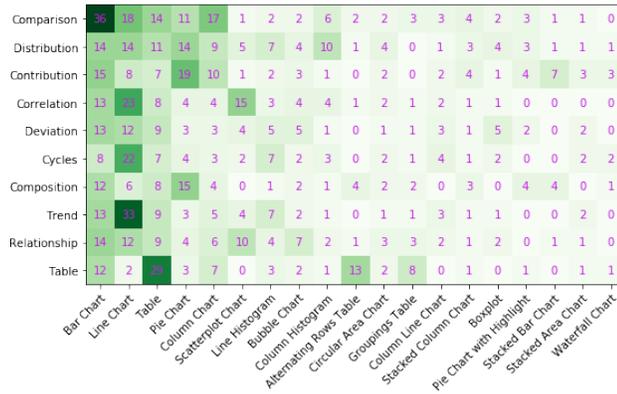


Fig. 3. Visualization Types for Task - Preference

data volumes (19%) and multiple data sources (7%), hardware speed (12%) and poor or not user friendly visualizations (15%). On the other hand, participants’ wishes were related to asking for better visualization (more automated) tools (17%), faster processes, i.e., better hardware (22%), reduction of analysis steps (8%), easier data integration (7%) and generally user friendly tools (7%). In relation to  $RQ_2$ , the above findings offer a preliminary input on the nature of business data (i.e., large volume/dimensions, multiple data sources and dirty data) being used for the reported tasks in the business domain (also in alignment with the data characteristics in section 2.2).

Interpreting our exploratory findings with respect to adaptation and personalization requirements, at a first sight the business tasks could relate to more generic tasks’ definitions and structures [2], or specific data visualization types to be used for more commonly recognized actions [7, 25, 26, 28], applicable across domains. However, a closer look may reveal significant differences that focus primarily upon: (a) the process of data exploration in the business sector encapsulates a thought process (e.g., a sequence of tasks) that is composed of many subsequent tasks that need to be executed so to satisfy a single goal. As opposed to other domains where single visualizations might reflect stand alone tasks, in this case there is a purposeful workflow that needs to be satisfied, where information and consecutive actions are part of a bigger picture (goal) feeding other actions (from the same or different workflows/roles) until a produced logical result. Visual exploration needs to be flexible, conversational, cooperative and interactive to be able to accommodate such composite requirements, triggered by process-driven and not single task-driven end-to-end scenarios; (b) in many cases, one simple business activity of users may be supported from custom-made developments (e.g., using Excel) for the successive execution of steps necessary towards the fulfilment of the primary objective. As a result, single data visualizations might refer to more than one tasks and need to be adjusted or integrated based on a number of diverse factors and tools; and (c) for a single objective a combined knowledge is required from end-users to accomplish a series of tasks, many times with hidden dependencies and implications driven by predefined business workflows. Accordingly, different data-sets and descriptions may feed the same data visualizations, so transparent exploration and intuitive explanations need to capture the breadth, depth and inherent semantic dependencies generated by the data sources.

#### 4 CONCLUSION

While the influence and effect of human factors on visualizations has been widely explored and found significant in various application fields, the business sector to date has failed to inclusively consider them in the modeling and

417 implementation of data analytics solutions. To address this research gap, we proposed a model with specific human  
418 factors for the enhancement of current end-user personas detailing how it may extend prior research. We demonstrated  
419 preliminary exploration results from a user study of 59 industry data analysts formulating an understanding of the  
420 business contextual characteristics (in terms of tasks, visualizations and data) and the requirements for adaptation and  
421 personalization. Our exploratory findings solidify our consideration of the business context as a distinctive facet of  
422 this application area, revealing the complex nature of business tasks and data as well as the requirement for advanced  
423 usable visualization tools, i.e., built with the user in mind rather than solid one-size-fits all or data-driven approaches.  
424 We expect that the proposed human-centred business persona will facilitate the data exploration journey by enabling  
425 flexible best-fit data visualizations and methods that will support the unique end-users during the end-to-end interaction  
426 process.  
427  
428  
429

## 430 5 ACKNOWLEDGEMENTS

431  
432 This research is partially funded by the Cyprus Research and Innovation Foundation under the projects IDEALVis  
433 (EXCELLENCE/0918/0366) and RABIT (START-UPS/0618/0053) and the European Union under the project SLICES-DS  
434 (No.951850).  
435

## 436 REFERENCES

- 437  
438 [1] Bryce Allen. 2000. Individual differences and the conundrums of user-centered design: Two experiments. *Journal of the american society for*  
439 *information science* 51, 6 (2000), 508–520.
- 440 [2] Robert Amar, James Eagan, and John Stasko. 2005. Low-level components of analytic activity in information visualization. In *IEEE Symposium on*  
441 *Information Visualization, 2005. INFOVIS 2005*. IEEE, 111–117.
- 442 [3] Christos Amyrotos, Panayiotis Andreou, and Panagiotis Germanakos. 2021. Adaptive Business Data Visualizations and Exploration: A Human-centred  
443 Perspective. In *Proceedings of the 5th HUMANIZE Workshop*.
- 444 [4] Georges-Pierre Bonneau, Hans-Christian Hege, Chris R Johnson, Manuel M Oliveira, Kristin Potter, Penny Rheingans, and Thomas Schultz. 2014.  
445 Overview and state-of-the-art of uncertainty visualization. In *Scientific Visualization*. Springer, 3–27.
- 446 [5] Kathy Brennan, Diane Kelly, and Jaime Arguello. 2014. The effect of cognitive abilities on information search for tasks of varying levels of complexity.  
447 In *proceedings of the 5th information interaction in context symposium*. 165–174.
- 448 [6] John T Cacioppo and Richard E Petty. 1982. The need for cognition. *Journal of personality and social psychology* 42, 1 (1982), 116.
- 449 [7] Giuseppe Carenini, Cristina Conati, Enamul Hoque, Ben Steichen, Dereck Toker, and James Enns. 2014. Highlighting interventions and user  
450 differences: Informing adaptive information visualization support. In *Proceedings of the SIGCHI Conference on Human Factors in Computing Systems*.  
451 1835–1844.
- 452 [8] Daniel Cernea, Achim Ebert, and Andreas Kerren. 2013. A Study of Emotion-triggered Adaptation Methods for Interactive Visualization.. In *UMAP*  
453 *Workshops*.
- 454 [9] Hsinchun Chen, Roger HL Chiang, and Veda C Storey. 2012. Business intelligence and analytics: From big data to big impact. *MIS quarterly* (2012),  
455 1165–1188.
- 456 [10] Stuart E Dreyfus and Hubert L Dreyfus. 1980. *A five-stage model of the mental activities involved in directed skill acquisition*. Technical Report.  
457 California Univ Berkeley Operations Research Center.
- 458 [11] Susan N Friel, Frances R Curcio, and George W Bright. 2001. Making sense of graphs: Critical factors influencing comprehension and instructional  
459 implications. *Journal for Research in mathematics Education* 32, 2 (2001), 124–158.
- 460 [12] Rocio Garcia-Retamero, Edward T Cokely, Saima Ghazal, and Alexander Joeris. 2016. Measuring graph literacy without a test: A brief subjective  
461 assessment. *Medical Decision Making* 36, 7 (2016), 854–867.
- 462 [13] Lewis R Goldberg. 1990. An alternative" description of personality": the big-five factor structure. *Journal of personality and social psychology* 59, 6  
463 (1990), 1216.
- 464 [14] Tear Marie Green and Brian Fisher. 2010. Towards the personal equation of interaction: The impact of personality factors on visual analytics  
465 interface interaction. In *2010 IEEE Symposium on Visual Analytics Science and Technology*. IEEE, 203–210.
- 466 [15] Tharon W Howard. 2015. Are personas really usable? *Communication Design Quarterly Review* 3, 2 (2015), 20–26.
- 467 [16] Christoph Kinkeldey, Alan M MacEachren, Maria Riveiro, and Jochen Schiewe. 2017. Evaluating the effect of visually represented geodata uncertainty  
468 on decision-making: systematic review, lessons learned, and recommendations. *Cartography and Geographic Information Science* 44, 1 (2017), 1–21.
- [17] Sébastien Lallé, Cristina Conati, and Giuseppe Carenini. 2017. Impact of individual differences on user experience with a real-world visualization  
interface for public engagement. In *Proceedings of the 25th Conference on User Modeling, Adaptation and Personalization*. 369–370.

- 469 [18] Sukwon Lee, Sung-Hee Kim, and Bum Chul Kwon. 2017. VLAT: Development of a Visualization Literacy Assessment Test. *IEEE Transactions on*  
470 *Visualization and Computer Graphics* 23, 1 (Jan. 2017), 551–560. <https://doi.org/10.1109/TVCG.2016.2598920>
- 471 [19] Zacharias Lekkas, Nikos Tsianos, Panagiotis Germanakos, Constantinos Mourlas, and George Samaras. 2009. The role of affect in personalized  
472 learning. In *2009 Ninth IEEE International Conference on Advanced Learning Technologies*. IEEE, 629–633.
- 473 [20] Shixia Liu, Weiwei Cui, Yingcai Wu, and Mengchen Liu. 2014. A survey on information visualization: recent advances and challenges. *The Visual*  
474 *Computer* 30, 12 (2014), 1373–1393.
- 475 [21] Zhengliang Liu, R Jordan Crouser, and Alvitta Ottley. 2020. Survey on individual differences in visualization. In *Computer Graphics Forum*, Vol. 39.  
476 Wiley Online Library, 693–712.
- 477 [22] Yasmina Okan, Rocio Garcia-Retamero, Edward T Cokely, and Antonio Maldonado. 2012. Individual differences in graph literacy: Overcoming  
478 denominator neglect in risk comprehension. *Journal of Behavioral Decision Making* 25, 4 (2012), 390–401.
- 479 [23] Tristan Poetzsch, Panagiotis Germanakos, and Lynn Huestegge. 2020. Toward a Taxonomy for Adaptive Data Visualization in Analytics Applications.  
480 *Frontiers Artif. Intell.* 3 (2020), 9.
- 481 [24] Data Protection. [n.d.]. Rules for the Protection of Personal Data Inside and Outside the EU. 2018. Retrieved from European Commission: [https://ec.europa.eu/info/law/law-topic/data-protection\\_en](https://ec.europa.eu/info/law/law-topic/data-protection_en) ([n. d.]).
- 482 [25] Bahador Saket, Alex Endert, and Çağatay Demiralp. 2019. Task-Based Effectiveness of Basic Visualizations. *IEEE Transactions on Visualization and*  
483 *Computer Graphics* 25, 7 (2019), 2505–2512. <https://doi.org/10.1109/TVCG.2018.2829750>
- 484 [26] Ben Steichen, Giuseppe Carenini, and Cristina Conati. 2013. User-adaptive information visualization: using eye gaze data to infer visualization tasks  
485 and user cognitive abilities. In *Proceedings of the 2013 international conference on Intelligent user interfaces*. 317–328.
- 486 [27] Ben Steichen and Bo Fu. 2019. Towards Adaptive Information Visualization-A Study of Information Visualization Aids and the Role of User Cognitive  
487 Style. *Frontiers in Artificial Intelligence* 2 (2019), 22.
- 488 [28] Dereck Toker, Cristina Conati, Giuseppe Carenini, and Mona Haraty. 2012. Towards adaptive information visualization: on the influence of user  
489 characteristics. In *International conference on user modeling, adaptation, and personalization*. Springer, 274–285.
- 490 [29] Dereck Toker, Cristina Conati, Ben Steichen, and Giuseppe Carenini. 2013. Individual user characteristics and information visualization: connecting  
491 the dots through eye tracking. In *proceedings of the SIGCHI Conference on Human Factors in Computing Systems*. 295–304.
- 492 [30] Dereck Toker, Sébastien Lallé, and Cristina Conati. 2017. Pupillometry and head distance to the screen to predict skill acquisition during information  
493 visualization tasks. In *Proceedings of the 22nd International Conference on Intelligent User Interfaces*. 221–231.
- 494 [31] Usability.gov. 2021. Personas, accessed on Mar. 1, 2021.
- 495 [32] Maria C Velez, Deborah Silver, and Marilyn Tremaine. 2005. Understanding visualization through spatial ability differences. In *VIS 05. IEEE*  
496 *Visualization, 2005*. IEEE, 511–518.
- 497 [33] Peter Walla. 2018. Affective processing guides behavior and emotions communicate feelings: Towards a guideline for the NeuroIS community. In  
498 *Information systems and neuroscience*. Springer, 141–150.
- 499 [34] Herman A Witkin, Carol Ann Moore, Philip K Oltman, Donald R Goodenough, Florence Friedman, David R Owen, and Evelyn Raskin. 1977. Role of  
500 the field-dependent and field-independent cognitive styles in academic evolution: a longitudinal study. *Journal of educational psychology* 69, 3  
501 (1977), 197.
- 502 [35] Caroline Ziemkiewicz and Robert Kosara. 2009. Preconceptions and individual differences in understanding visual metaphors. In *Computer Graphics*  
503 *Forum*, Vol. 28. Wiley Online Library, 911–918.