

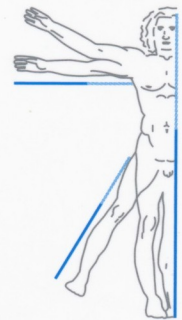
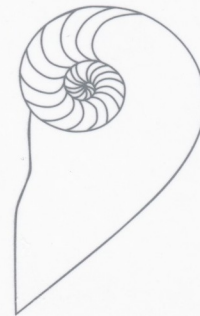
80/20 RULE  
 ACCESSIBILITY  
 ADVANCE ORGANIZER  
 AESTHETIC-USABILITY EFFECT  
 AFFORDANCE  
 ALIGNMENT  
 ANTHROPOMORPHIC FORM  
 ARCHETYPES  
 AREA ALIGNMENT  
 ATTRACTIVENESS BIAS  
 BABY-FACE BIAS  
 BIOPHILIA EFFECT  
 CATHEDRAL EFFECT  
 CHUNKING  
 CLASSICAL CONDITIONING  
 CLOSURE  
 COGNITIVE DISSONANCE  
 COLOR  
 COMMON FATE  
 COMPARISON  
 CONFIRMATION  
 CONSISTENCY  
 CONSTANCY  
 CONSTRAINT  
 CONTOUR BIAS  
 CONTROL  
 CONVERGENCE  
 COST-BENEFIT  
 DEFENSIBLE SPACE  
 DEPTH OF PROCESSING  
 DESIGN BY COMMITTEE  
 DESIRE LINE  
 DEVELOPMENT CYCLE  
 ENTRY POINT  
 ERRORS  
 EXPECTATION EFFECT  
 EXPOSURE EFFECT  
 FACE-ISM RATIO  
 FACTOR OF SAFETY  
 FEEDBACK LOOP  
 FIBONACCI SEQUENCE  
 FIGURE-GROUND RELATIONSHIP  
 FITTS' LAW  
 FIVE HAT RACKS  
 FLEXIBILITY-USABILITY TRADEOFF  
 FORGIVENESS  
 FORM FOLLOWS FUNCTION  
 FRAMING  
 FREEZE-FLIGHT-FIGHT-FORFEIT  
 GARBAGE IN-GARBAGE OUT  
 GOLDEN RATIO  
 GOOD CONTINUATION  
 GUTENBERG DIAGRAM  
 HICK'S LAW  
 HIERARCHY  
 HIERARCHY OF NEEDS  
 HIGHLIGHTING  
 HORROR VACUI  
 HUNTER-NURTURER FIXATIONS  
 ICONIC REPRESENTATION  
 IMMERSION  
 INATTENTIONAL BLINDNESS  
 INTERFERENCE EFFECTS  
 INVERTED PYRAMID  
 ITERATION  
 LAW OF PRAGNANZ  
 LAYERING  
 LEGIBILITY  
 LIFE CYCLE  
 MAPPING  
 MENTAL MODEL  
 MIMICRY  
 MNEMONIC DEVICE

# Universal Principles of Design



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Foreword by  
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125 Ways to Enhance Usability, Influence Perception,  
 Increase Appeal, Make Better Design Decisions,  
 and Teach through Design

# Rosetta Stone

A technique for communicating novel information using elements of common understanding.

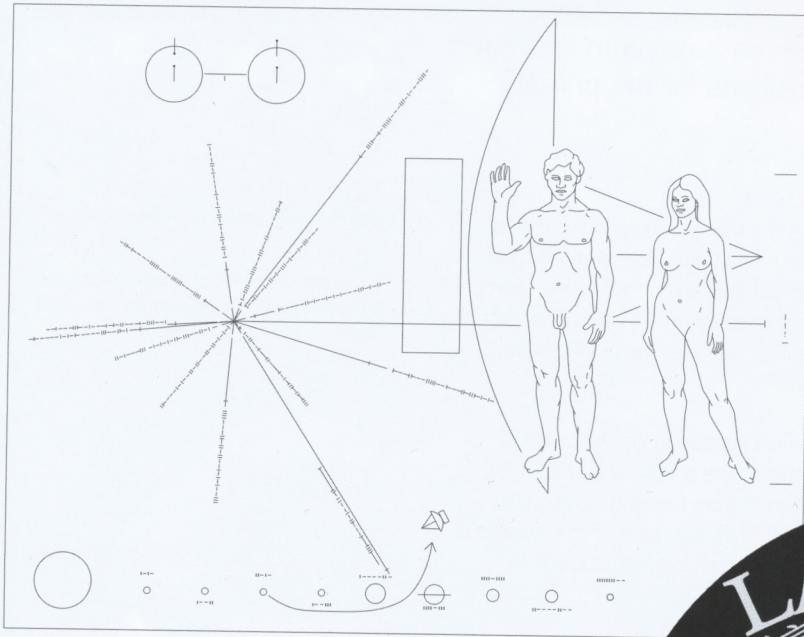
At some point during the fourth century, all knowledge about ancient Egyptian scripts was lost, leaving no way to decipher extant hieroglyphics found on papyrus documents, stone tablets, and Egyptian monuments. Then in 1799, Napoleon's army discovered an Egyptian artifact that contained writing in classical Greek and ancient Egyptian. This Rosetta stone, as it would become known, enabled scholars to use their extensive knowledge of Greek to comparatively translate the Egyptian texts, which turned out to be hieroglyphics and Demotic, a cursive form of hieroglyphic script. The Rosetta stone illustrates the power of embedding elements of common understanding in messages to ensure that their meaning can be unlocked by a receiver who may not understand the language of transmission. The principle has broad applications, ranging from the design of effective instruction (e.g., using familiarity with one concept to teach another) to the development of games and puzzles (e.g., crossword puzzles) to devising communications for extraterrestrial intelligences (e.g., plaques designed for the *Pioneer 10* and *Pioneer 11* space probes).<sup>1</sup>

<sup>1</sup> See, for example, *The Rosetta Stone and the Rebirth of Ancient Egypt* by John Ray, Harvard University Press, 2007; and "A Message from Earth" by Carl Sagan, Linda Salzman Sagan, and Frank Drake, *Science*, Feb. 25, 1972, vol. 175(4024), p. 881–884.

Applying the principle involves two basic but nontrivial steps. First, identify and embed an element of common understanding, or a key, that the receiver will understand. For example, researchers in extraterrestrial communication speculate that mathematical concepts (e.g., prime numbers, pi, the Pythagorean theorem) are strong candidates for keys in any attempted E.T. communication because of their universality—irrespective of differing perceptual faculties and cognitive systems, any civilization advanced enough to send or receive radio signals or recover a space probe will necessarily have an understanding of fundamental mathematical concepts. It is critical to make the key identifiable as a key. The breakthrough that enabled the deciphering of the Egyptian text on the Rosetta stone was discovering that the three languages represented a single message, a fact that was not at all evident. Second, construct the message to be revealed in stages, with each stage acting as a supporting key for subsequent stages. For example, in designing crossword puzzles, there are words that are relatively straightforward and solvable based on the clues provided, and then there are words that can be solved only by filling in the intersecting words, in many cases permitting the discovery of the solution without ever solving the clue.

Consider the Rosetta Stone principle to lay the foundation for communication and learning. Incorporate an element of common understanding to be used as a key for the receiver. Make it clear that the key is a key. Generally, favor keys that reference concrete objects that can be detected by the senses versus abstract concepts. When no verifiable element of common understanding can be identified, consider embedding numerous keys in the message, and referencing archetypal and universal concepts.

See also Advance Organizer, Archetypes, and Propositional Density.



Carl Sagan, Frank Drake, and Linda Salzman designed this plaque for the *Pioneer 10* and *Pioneer 11* space probes. The plaque utilizes a number of keys to help extraterrestrials understand the “who, when, and where” of the probes. The most effective key, the image of the craft itself, gives the receiver an easily decipherable comparative to determine the appearance and scale of the senders as well as the solar system from which it came. Less effective are the abstract keys representing the hyperfine transition of hydrogen (top left) and the relative position of our solar system to fourteen pulsars (middle left).



What intelligent species, if any, will be around 10,000 years from now? How will they decipher the many artifacts we are leaving behind? The Rosetta Disk is a durable titanium-nickel human language archive designed to survive for 10,000 years. It contains more than 1,500 languages and 13,000 documents micro-etched onto its 3-inch (7.6 cm) surface. When knowledge about the audience is in doubt, use lots of keys.