

Contagious Why Things Catch On

contagious why things catch on is a question that has fascinated marketers, entrepreneurs, and social scientists alike for decades. Why do some ideas, products, or behaviors spread rapidly across populations while others fade into obscurity? Understanding the psychology, social dynamics, and strategic elements behind viral phenomena can help individuals and organizations craft messages and campaigns that resonate deeply, leading to widespread adoption. In this comprehensive exploration, we will delve into the core principles that make content contagious, examining key concepts, real-world examples, and practical strategies to harness the power of social transmission.

The Science Behind Why Things Catch On

To comprehend why some ideas become viral, it's essential to understand the underlying psychological and social mechanisms. These mechanisms influence human behavior and decision-making, often subconsciously, making it possible for certain content to spread rapidly.

Key Psychological Drivers of Contagiousness

Several psychological factors contribute to the contagious nature of ideas and behaviors:

1. **Social Currency** - People share things that make them look good or enhance their reputation. - Content that provides social value or makes someone appear interesting or in-the-know tends to be shared more often.
2. **Triggers** - Certain cues or environmental signals can prompt people to think about and share specific ideas. - For example, the association of Reese's Peanut Butter Cups with the phrase "Peanut Butter and Chocolate" triggers cravings and sharing.
3. **Emotion** - Content that evokes strong emotions—such as awe, surprise, joy, or anger—is more likely to be shared. - Emotional arousal makes information more memorable and contagious.
4. **Public Visibility** - When behaviors or products are easily observable, they become more likely to be imitated. - The "bandwagon effect" encourages others to join in when they see many others doing the same.
5. **Practical Value** - Useful tips, hacks, or information that can improve someone's life are often shared to help others.
6. **Stories and Narrative** - People are naturally drawn to stories; storytelling makes messages memorable and shareable.

Key Elements That Make Ideas Go Viral

Understanding these psychological drivers, marketers and content creators focus on specific elements that amplify the contagiousness of their messages.

1. The Six STEPPS Framework

The book *Contagious: How Things Catch On* by Jonah Berger outlines six essential STEPPS that increase the likelihood of content spreading:

- **Social Currency**: Making people feel special or in-the-know.
- **Triggers**: Associating messages with cues in the environment.
- **Emotion**: Creating emotionally charged content.
- **Public**: Designing products or messages that are observable.
- **Practical Value**: Offering useful, actionable information.
- **Stories**: Embedding messages within compelling narratives.

2. The Role of Viral Loops and Network Effects

- A viral loop occurs when each new user or participant causes more sharing, creating a self-perpetuating cycle.
- Network effects happen when the value of a product or idea increases as more people adopt it, encouraging further spread.

3. Scarcity and Exclusivity

- Limited availability or exclusive access can motivate sharing, as people desire to be part of an elite group.

4. Memes and Cultural Symbols

- Memes serve as cultural shorthand, making ideas easily recognizable and shareable.

Real-World Examples of Viral Phenomena

Examining successful cases helps illustrate how these principles work in practice.

1. Ice Bucket Challenge

- Utilized emotional appeal (raising awareness for ALS).
- Encouraged public participation and sharing.
- Created a sense of community and social currency.

2. Pokémon Go

- Combined practical value with public visibility.
- Used triggers (noticing Pokémon in real life) to prompt ongoing engagement.
- Benefited from network effects as more players joined.

3. Old Spice Campaign

- Employed humor and storytelling.
- Crafted content that was highly shareable and memorable.
- Leveraged social currency by making users feel part of a fun movement.

4. TikTok Challenges

- Use of trending hashtags and challenges triggers participation.
- Short, emotionally engaging videos encourage sharing and replication.
- Designed to be highly visible within the platform's ecosystem.

Strategies to Make Content Contagious

For brands, creators, and marketers aiming to harness the power of virality, applying strategic principles is crucial.

1. Craft Share-Worthy Content

- Focus on emotional appeal—humor, awe, surprise.
- Incorporate storytelling elements.
- Ensure the content provides practical value or entertainment.

2. Leverage Social Proof and Influencers

- Collaborate with influencers to amplify reach.
- Showcase user-generated content to build social currency.

3. Use Triggers and Environmental Cues

- Connect content with everyday cues or routines.
- Create memorable associations that prompt sharing.

4. Design for Visibility

- Make the product or message easily observable.
- Use public displays or shareable formats.

5. Create Scarcity and Exclusivity

- Limited editions, exclusive access, or countdowns can drive urgency and sharing.

6. Encourage Participation and User Engagement

- Launch challenges or contests.
- Enable easy sharing options across platforms.

The Future of Viral Content and Contagious Ideas

As digital platforms evolve, the dynamics of virality continue to shift. Artificial intelligence, personalized content, and new social media formats offer fresh avenues for ideas to catch on. However, the fundamental principles—emotion, social proof, storytelling—remain consistent.

Emerging Trends in Making Things Catch On

- Personalization: Tailoring content to individual preferences increases relevance.
- Authenticity: Genuine messages resonate more deeply and are more likely to be shared.
- Interactive Content: Quizzes, polls, and AR experiences foster active engagement.
- Cross-Platform Campaigns: Leveraging multiple channels enhances reach and exposure.

Conclusion

Understanding contagious why things catch on involves a multifaceted approach encompassing psychology, social dynamics, content strategy, and platform design. By focusing on emotional appeal, social currency, triggers, and storytelling, individuals and brands can craft messages that resonate and spread organically. The key lies in creating content that not only captures attention but also encourages sharing, participation, and community building. As the landscape of digital communication continues to grow and evolve, mastering these principles will remain essential for anyone seeking to make their ideas, products, or movements go viral.

Keywords for SEO Optimization: - contagious content - why things catch on - viral marketing strategies - how ideas go viral - social sharing tips - viral phenomena examples - STEPPS framework - creating viral content - social proof and virality - emotional marketing - storytelling in marketing

Contagious: Why Things Catch On is more than just a catchy phrase; it's a phenomenon rooted in human

psychology, social dynamics, and the way information spreads through our interconnected world. Understanding why certain ideas, products, or trends become viral while others fade into obscurity has fascinated marketers, entrepreneurs, and researchers alike. This article explores the core principles behind contagiousness, offering a comprehensive guide to the mechanisms that make things catch on.

The Power of Word-of-Mouth and Social Transmission

At its core, contagiousness hinges on the fundamental human tendency to share information. Unlike traditional advertising, which relies on paid placements, the most successful ideas and products often spread organically through word-of-mouth. This natural process is driven by the desire to connect, help others, and be perceived as knowledgeable or trendy.

Why Do Things Go Viral?

1. Social Proof: People tend to follow the actions of others, especially when uncertain.
2. Emotional Triggers: Content that evokes strong emotions—joy, anger, awe—are more likely to be shared.
3. Practical Value: Useful information or tips tend to be passed along, as sharing can help others.

The STEPPS Framework: Core Principles of Contagion

One of the most influential models explaining why things catch on is the STEPPS framework, developed by Jonah Berger. It outlines six key factors that enhance the likelihood of content going viral:

1. Social Currency

People share things that make them look good or in-the-know. When content boosts a person's social standing or makes them appear interesting, they are more motivated to share it.

Examples:

1. Exclusive insights
2. Clever or witty content
3. Unique experiences

1. Triggers

Certain cues or environmental factors serve as reminders that prompt sharing. For example, a catchy jingle or a viral meme associated with a specific event or product.

Examples:

1. "Share a Coke" campaign tied to social occasions
2. Seasonal trends prompting related content

1. Emotion

Content that stirs powerful emotions—such as happiness, anger, or awe—is more likely to be shared. Emotionally charged messages resonate more deeply and motivate sharing.

Examples:

1. Heartwarming stories
2. Shocking news

3. Hilarious memes

1. Public

When behaviors are visible and observable, they become more likely to be adopted and shared. Making products or ideas more observable increases their contagiousness.

Examples:

1. Visible use of branded apparel
2. Public demonstrations or stunts

1. Practical Value

Information that helps people solve problems or improve their lives spreads quickly because people want to be helpful and resourceful.

Examples:

1. Life hacks
2. How-to guides
3. Discount codes

1. Stories

Embedding messages within compelling stories makes them more memorable and easier to spread. People naturally share stories, and when those stories carry a message, the message becomes contagious.

Examples:

1. Brand stories
2. Personal anecdotes with a moral

The Psychology of Why Things Catch On

Beyond the STEPPS model, understanding the psychological drivers behind contagiousness is essential.

Social Identity and Belonging

Humans have an innate need to belong. Sharing ideas or products that align with a group's identity reinforces social bonds and signals membership.

Bandwagon Effect

People tend to follow trends because of a desire to conform or be part of a popular movement.

Cognitive Ease

Simple, memorable ideas are more likely to be shared because they are easy to understand and recall.

The Role of Networks and Platforms

In the digital age, platforms like social media, blogs, and forums amplify the spread of contagious content. The structure of networks—size, density, and connectivity—affects how quickly and widely something catches on.

Key Factors:

1. Influencers and Opinion Leaders: Individuals with large followings can accelerate dissemination.
2. Connectivity: Dense networks facilitate rapid sharing.
3. Virality Mechanics: Features like sharing buttons, hashtags, and algorithms favor content that engages users.

Case Studies: Why Do Certain Things Catch On?

1. The Ice Bucket Challenge

1. Emotion & Practical Value: It evoked fun and awareness for ALS.
2. Public & Triggers: Social media visibility and tagging friends encouraged participation.
3. Storytelling: Personal stories and videos created a compelling narrative.

1. Pokémon GO

1. Social Currency & Public: The game encouraged social interactions and outdoor activity.
2. Emotion: Nostalgia and excitement drew players in.
3. Practical Value: It combined gaming with real-world exploration.

1. "Dress" Debate

1. Emotion & Story: The viral debate about the dress's color evoked strong opinions.
2. Network Effects: Sharing opinions across platforms amplified the phenomenon.

Designing for Contagion: How Marketers Can Make Things Catch On

Understanding the principles behind contagiousness enables brands to craft messages and campaigns that are more likely to spread.

Strategies:

1. Create Shareable Content: Focus on emotional triggers, humor, or utility.
2. Leverage Influencers: Partner with opinion leaders to reach broader audiences.
3. Encourage Participation: Use challenges, contests, or user-generated content.
4. Use Triggers: Tie messages to current events or seasonal themes.
5. Tell a Story: Embed your message within a compelling narrative.

Challenges and Ethical Considerations

While crafting contagious content can be highly effective, it also raises ethical questions around manipulation, misinformation, and privacy. Responsible marketers should:

1. Ensure honesty and transparency.
2. Avoid exploiting fears or negative emotions.
3. Respect user privacy and consent.

Conclusion: The Art and Science of Making Things Catch On

Contagious: Why Things Catch On combines insights from psychology, sociology, and marketing to explain the phenomenon of virality. By understanding the core drivers—social currency, triggers, emotion, public visibility, practical value, and storytelling—creators and brands can design content that resonates and spreads. In our hyper-connected world, mastering these principles can turn a simple idea into a cultural phenomenon.

Whether you're launching a new product, creating a viral campaign, or simply aiming to share an idea,

recognizing what makes something contagious is the first step toward making it catch on. The blend of science and creativity is what turns ordinary messages into extraordinary movements.

The digital revolution has fundamentally transformed the way people discover, consume, and interact with information. In this evolving landscape, the ability to download *Contagious Why Things Catch On* represents a powerful shift toward more open, flexible, and inclusive access to knowledge. Digital books and PDF resources are no longer secondary alternatives to printed materials; they have become a primary learning medium for individuals across academic, professional, and personal development contexts.

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The portability of digital books further enhances their value. A single device can store hundreds or even thousands of PDF files, creating a personal digital library that travels anywhere. This portability is especially useful for students, professionals, and frequent travelers who need access to reference materials on the go.

Digital reading also supports better organization and information management. Users can categorize files by subject, create folders, and back up content using cloud storage services. This structured approach makes it easier to revisit specific topics or retrieve information when needed. Compared to physical books, digital libraries offer a level of organization that enhances productivity and learning efficiency.

In educational settings, downloadable PDF books play a crucial role in supporting diverse learning styles. Many PDF readers include accessibility features such as adjustable font sizes, text-to-speech functionality, and compatibility with screen readers. These features make *Contagious Why Things Catch On* more accessible to individuals with visual impairments or learning challenges.

From a professional perspective, digital books serve as practical tools for skill development and knowledge enhancement. Professionals can quickly reference relevant sections, update their expertise, and stay informed about industry trends. Downloading *Contagious Why Things Catch On* allows for continuous improvement without the limitations of physical resources.

Environmental considerations also contribute to the appeal of digital books. By reducing the demand for printed materials, digital downloads help conserve paper and reduce transportation-related emissions. While digital infrastructure has its own environmental impact, the shift toward electronic resources represents a step toward more sustainable knowledge consumption.

The integration of multiple digital resources further enriches the learning process. Readers can combine *Contagious Why Things Catch On* with related articles, research papers, and multimedia content to gain a more comprehensive understanding of a subject. This interconnected approach encourages critical thinking and supports deeper engagement with complex topics.

Digital access also fosters collaboration and knowledge sharing. Students and professionals can easily reference the same materials, discuss ideas, and work together across distances. Downloading *Contagious Why Things Catch On* enables participation in global learning communities where information is shared and refined collectively.

As technology continues to advance, digital books will remain a central component of modern education and information exchange. The ability to download *Contagious: Why Things Catch On* reflects an adaptive approach to learning that aligns with current technological trends. Digital literacy is increasingly important in both academic and professional environments.

In conclusion, downloading *Contagious: Why Things Catch On* exemplifies the strengths of modern digital learning. It combines accessibility, functionality, affordability, and ethical responsibility into a single, powerful resource. By leveraging reputable platforms and engaging thoughtfully with digital content, users can unlock the full potential of *Contagious: Why Things Catch On* and continue their journey of personal and professional growth in the digital era.

Questions & Answers About contagious why things catch on

No	Question	Answer
1	What is the main idea behind 'Contagious: Why Things Catch On' by Jonah Berger?	The book explores the science behind why certain ideas, products, and messages become popular and go viral, emphasizing that word-of-mouth and social influence are key drivers.
2	What are the key principles that make ideas contagious according to Jonah Berger?	Berger identifies six STEPPS: Social Currency, Triggers, Emotion, Public, Practical Value, and Stories, which help ideas spread more effectively.
3	How does social currency contribute to something catching on?	People share things that make them look good or in-the-know, thus increasing the idea's visibility and encouraging others to share for social benefits.
4	What role do triggers play in making ideas contagious?	Triggers are cues in the environment that remind people of an idea or product, keeping it top-of-mind and increasing the likelihood of sharing or talking about it.
5	Can emotional content really influence the virality of an idea?	Yes, emotionally charged content tends to be more memorable and shareable, especially when it evokes high-arousal emotions like awe, anger, or amusement.
6	Why is public visibility important for ideas to catch on?	When behavior or ideas are more observable, they serve as social proof, encouraging others to imitate or share because they see others doing so.
7	How does practical value help an idea go viral?	People are motivated to share information that is useful or helpful to others, making practical value a powerful factor in spreading ideas.
8	What is the importance of storytelling in making ideas contagious?	Stories provide context and narrative that make ideas more memorable and relatable, increasing the chance that they will be shared and remembered.
9	Are there examples of successful campaigns that used these principles?	Yes, campaigns like the 'Ice Bucket Challenge' and certain viral videos have effectively used these principles to spread widely.
10	How can marketers apply the concepts from 'Contagious' to their campaigns?	Marketers can craft messages that incorporate social currency, triggers, emotional appeal, public visibility, practical value, and storytelling to enhance virality and engagement.

viral marketing, social influence, word of mouth, trend propagation, viral content, social networks, memetics, cultural diffusion, viral phenomena, trendsetting

Contagious Why Things Catch On eBook

Resource

Contagious Why Things Catch On eBooks provide structured digital knowledge.

Core Discussion

Digital books help readers maintain productivity.

Practical Use

Contagious Why Things Catch On eBooks support consistent study routines.

Conclusion

Digital reading improves access to information.

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The adaptability of Contagious Why Things Catch On eBooks makes them suitable for diverse audiences.

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Contagious Why Things Catch On eBooks help maintain focus in distraction-heavy digital environments.

Consistent formatting allows readers to focus on content rather than navigation challenges.

Clear organization guides readers from fundamentals to advanced topics.

The digital format of Contagious Why Things Catch On eBooks supports quick updates, corrections, and content expansions.

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Structured chapters guide readers through logical progression.

Educators value Contagious Why Things Catch On eBooks for curriculum consistency.

Readers can study Contagious Why Things Catch On at their own pace, revisiting complex sections while skipping familiar topics to optimize learning efficiency and personal relevance.

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Contagious Why Things Catch On eBooks help bridge the gap between theory and practice through structured explanations.

Contagious Why Things Catch On eBooks contribute to sustainable learning practices by reducing paper consumption.

Contagious Why Things Catch On eBooks are designed to deliver stable and dependable knowledge in a rapidly changing digital environment.

Platform independence enhances longevity.

Contagious Why Things Catch On eBooks are commonly used to reinforce foundational knowledge.

Many learners report improved discipline when using Contagious Why Things Catch On eBooks.

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Contagious Why Things Catch On eBooks allow readers to revisit foundational concepts as their understanding deepens.

Searchable content enhances productivity and supports just-in-time learning scenarios.

Routine engagement builds learning momentum.

Contagious Why Things Catch On eBooks provide consistent formatting that reduces cognitive load and improves reading flow.

Contagious Why Things Catch On eBooks allow readers to engage deeply with subjects.

Preserved knowledge supports continuity despite staff changes.

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Studying with Contagious Why Things Catch On in digital format allows learners to approach content in a more structured, flexible, and efficient way. Unlike traditional printed materials, digital documents provide tools that support active learning, deeper comprehension, and long-term retention. By applying effective study strategies, learners can maximize the educational value of Contagious Why Things Catch On and turn it into a powerful learning resource.

One of the most effective approaches is breaking chapters into smaller, manageable sections. Large blocks of information can be overwhelming and reduce focus. Dividing content into sections encourages gradual progress and helps learners absorb information step by step. This method also makes it easier to schedule study sessions and maintain consistency over time.

After completing each section, summarizing the content in your own words is highly recommended. Summaries help clarify understanding and reinforce key concepts. Writing brief notes or outlines based on Contagious Why Things Catch On content enables learners to process information actively rather than passively consuming it. These summaries can later serve as quick revision materials before exams or discussions.

Regularly reviewing highlighted sections is another essential study practice. Highlights draw attention to important ideas, definitions, or arguments that require reinforcement. Periodic review sessions strengthen

memory retention and help identify areas that may need further clarification. Digital highlights remain accessible and searchable, making review sessions more efficient than flipping through physical pages.

Creating a consistent study routine further enhances learning outcomes. Allocating specific time slots for reading and review promotes discipline and reduces procrastination. Digital formats allow flexibility in choosing study locations and devices, making it easier to integrate learning into daily schedules.

Active learning strategies

Active learning transforms *Contagious Why Things Catch On* from a static document into an interactive study tool. Asking questions while reading, making predictions, and connecting new information with prior knowledge improves comprehension. Learners can add questions or reflections as annotations, creating a dialogue with the text that deepens understanding.

Teaching concepts learned from *Contagious Why Things Catch On* to others is another powerful strategy. Explaining ideas in simple terms reinforces understanding and highlights gaps in knowledge. This method can be applied during group study sessions or personal review by summarizing content aloud.

Using Digital Features

Digital features significantly enhance the study experience with *Contagious Why Things Catch On*. Search functionality allows learners to locate keywords, concepts, or references instantly. This saves time and supports efficient cross-referencing, especially when working with lengthy documents or multiple sources.

Copying references and quotations digitally simplifies academic work. Learners can quickly extract relevant passages for essays, reports, or research projects. When copying content, it is important to maintain proper citations and respect copyright guidelines to ensure ethical use of information.

Bookmarks are another valuable feature for efficient study. Marking important chapters, sections, or reference pages allows quick navigation during revision. Bookmarks help learners resume reading exactly where they left off and organize content according to study priorities.

Digital annotation tools further support active engagement. Notes, comments, and highlights can be added directly to the document, keeping insights closely connected to the source material. These annotations can be edited, expanded, or reorganized as understanding evolves over time.

Some readers also support linking annotations to external notes or documents. This integration allows learners to build a comprehensive study system that combines *Contagious Why Things Catch On* with supplementary resources such as lecture notes, articles, or multimedia content.

Efficiency and productivity benefits

Digital features reduce repetitive tasks and improve productivity. Instead of manually searching for information, learners can rely on built-in tools to streamline study processes. This efficiency frees up time for deeper analysis, reflection, and practice.

Synchronizing notes and progress across devices further enhances productivity. Learners can switch between

devices without losing annotations or bookmarks, maintaining continuity in their study workflow.

Group Study

Group study adds a collaborative dimension to learning with Contagious Why Things Catch On. Sharing insights and discussing key points helps reinforce understanding and exposes learners to different perspectives.

Collaborative learning encourages critical thinking and clarifies complex topics through discussion.

When engaging in group study, it is important to share Contagious Why Things Catch On content legally. Only free, public domain, or authorized versions should be distributed directly. For paid editions, sharing official links or references ensures compliance with copyright regulations while still enabling collaboration.

Group members can exchange summaries, annotations, or discussion questions based on Contagious Why Things Catch On. These shared materials support collective learning while allowing individuals to maintain their own notes. Digital platforms make it easy to collaborate asynchronously, accommodating different schedules and learning styles.

Discussion sessions focused on specific chapters or themes help structure group study effectively. Assigning sections to different members for review or presentation encourages accountability and deeper engagement. Each participant contributes unique insights, enriching the overall learning experience.

Collaborative tools and platforms

Cloud-based tools facilitate collaborative study by enabling shared documents, comments, and feedback. Study groups can use shared folders or collaborative note-taking apps to centralize materials related to Contagious Why Things Catch On. This approach keeps resources organized and accessible to all members.

Respectful communication and clear guidelines enhance group study outcomes. Establishing expectations for participation, note-sharing, and discussion ensures productive collaboration and minimizes misunderstandings.

Maintaining Quality

Maintaining the quality of Contagious Why Things Catch On files is essential for effective study. Low-quality or corrupted files can hinder readability, disrupt learning, and cause frustration. Ensuring that downloaded files are complete and legible supports a smooth and reliable study experience.

Before using Contagious Why Things Catch On for study, learners should verify file integrity. Checking page completeness, image clarity, and text readability helps identify potential issues early. If a file appears incomplete or corrupted, obtaining a fresh copy from a trusted source is recommended.

High-quality files preserve formatting, structure, and navigation features such as tables of contents and hyperlinks. These elements enhance usability and make study sessions more efficient. Poorly scanned or improperly converted documents may lack searchable text or clear layout, reducing their educational value.

Choosing reputable and legal sources for downloads ensures better quality and safety. Official publishers, libraries, and recognized platforms typically provide well-formatted and verified versions of Contagious Why Things Catch On. Avoiding unreliable sources reduces the risk of errors and security threats.

Updating and replacing files

Over time, improved editions or corrected versions of Contagious Why Things Catch On may become available. Periodically checking for updates ensures access to the most accurate and relevant content. Replacing outdated files with newer versions helps maintain a high-quality study library.

Archiving older versions separately allows reference if needed while keeping primary study materials current and organized.

Building effective study habits with Contagious Why Things Catch On

Combining structured study methods, digital tools, collaborative learning, and quality control creates a comprehensive approach to learning with Contagious Why Things Catch On. These practices encourage consistency, deepen understanding, and support long-term retention.

Effective study habits evolve over time. Reflecting on what methods work best and adjusting strategies accordingly leads to continuous improvement. Digital formats offer flexibility to experiment with different approaches and customize the learning experience.

Final thoughts on studying with Contagious Why Things Catch On

Studying with Contagious Why Things Catch On becomes significantly more effective when learners apply structured reading strategies, leverage digital features, collaborate responsibly, and maintain high-quality materials. By breaking content into sections, summarizing insights, using search and annotation tools, participating in group discussions, and ensuring file integrity, learners can transform Contagious Why Things Catch On into a powerful and reliable study companion. These practices support deeper comprehension, stronger retention, and more meaningful learning outcomes over time.