ABSTRACT

The aspect of physical and nonphysical factors influence to the success of new product to be competence in the current market. Culture factors is one of the elements which need to be considered by designer during new product development process. This paper examine references of cultural factors to accommodate with appropriate design elements preferences on Iranian carpet which were created based on people’s beliefs, tradition and product function. This study involved with qualitative method where interview has been conducted to identify prior culture factors influence to product to match with relevant design element which have strong influence to the product. This study can be useful to the designers in designing cultural product for the future. This work aimed to assist designers in designing product based on culture for specific users, which can also be beneficial for others interested in developing products based on culture factors.

Keywords: Industrial Design, Cultural Design and Heritage, Design Elements, Traditional Products

1. INTRODUCTION

A product contains combinations of the intangible and the tangible factors (Murthy, Rausand, & Osteras, 2008). Many non-physical factors during the most product development processes, has been less considered. The process of globalization is in fact imposed on users and variations remain strong in terms of national culture (Moalosi, Popovic, & Hickling-Hudson, 2008). In other words, we need to care about the differences on the needs of people (Goncu Berk & DeLong, 2013). In fact, the culture of consumers are based on the set of values, norms, behaviors and opinions. In this way, the designers must be sure that the features of a product and its benefits are adapted to the cultural values.

People are different in their cognition, perceptions, values and thinking styles in order to different cultures (Peranginangin, Chen, & Shieh, 2013) and it is important to thoroughly understand different cultural traits in designing interfaces for other users (Kim & Lee, 2005). Industrial Design has a significant role in the process of including cultural factors into the products and improving their values in the competitive global market (Rungtai Lin, 2009). Therefore, designing a product with local culture has become a critical problem in product design in order to highlight its cultural value (R. T. Lin, 2005; Wu, Hsu, & Lin, 2004). Preserving on local culture on traditional products is one of the main concern of the Iranian society. So regarding to this point, there are several examples in official high level documents that makes it as a priority of Iranian government. Such as, preserving cultural heritage of traditional products to be applied in Iranian current lifestyle which is mentioned in “Sixth overall policy of development” by supreme leader of Islamic Republic of Iran, Ayatollah Khamenei (Khamenei, 2015). Also...
1.3 Iranian Culture

The culture of Iran is a combination of two significant eras: pre-Islamic culture and Islamic culture. In pre-Islamic period, Iran’s culture was the predominant culture in the region that we know it middle east now. The last name of Iran was Persia and Persian is the first civilization in the world (Saidian, 2001) and also the first empire that the Romans and Greeks later copied their method of Governing (Groisser, 1982). The Sassanid era was one of the most powerful era in Iran that India, China and Roman civilization were influences by Iranian culture (Groisser, 1982). Furthermore, some claimed that Africa and western Europe also has been influenced by culture and art of Iran (Saïdian, 2001). The brilliant period of Islamization mixed with ancient culture of Iran and made a powerful culture until now. Refers to some researches which have done about Iranian culture, we can extract some cultural features for Iran at the contemporary. It is claimed about three main effective power in current culture (AghaeiFishani, 2000). Iranian ancient cultural features, Islamic features and modern features.

1.4 Culture and Product Design

In the market, not only all the functions of a product are bought by consumers, but also should include the human values and self-awareness (Shuzhen & Qin, 2009). These are all designers’ missions and responsibilities. In design development process, the next generation of the market will be influenced by relationship between the consumers’ culture and product (Jiang & Boden, 2004; RT Lin, 2007). Designers will have ability to transfer the cultural context of users to design products. However, users’ involvement into the product design process helps to capture their needs and interest suggested by Sametz and Maydoney (2003). In order to improvement of product identity and fulfillment of the experiences of consumers, cultural features should be embedded into the product (R. T. Lin, 2005).

Moalosi, Popovic, & Hickling-Hudson (2008) in their study expressed a foundation for embedding cultural factors into the process of design. The culture-oriented product design process that suggested by Moalosi et al. (2008), has three domain: User’s domain. Designer’s domain and Product domain. Lin et al. (2007) proposed a model to transfer the cultural factors to design elements in modern products regarding to strengthen their design value. It is stated that the process of cultural product design is shaped from reviewing cultural factors. In next step, defining the design process regarding to satisfying the customers by culture. His suggested model contains three main parts: conceptual model, research method, and design process (Rungtai Lin et al., 2007). Ten steps with four phase of design provided by Hsu et al.
(2011) for designing a cultural product. He discussed in step 1, 3, 6 and 9 about identifying the cultural products, exploring customer needs in order to define a product regarding to cultural features concerns, generating a matrix table to recognize the original cultural factors based on cultural layers and developing the concept by figurative product semantics considering cultural meaning transformation into a rationally correct cultural product. Goncu Berk & DeLong (2013) explored the design process for designers who want to design for users from significantly different culture. Designers need to access to the users’ experience and environment at the individual level. Users’ roles are empowered in the design process and communication problems are reduced when research methods are combined with visual probes (Goncu Berk & DeLong, 2013).

In summary, it can be discovered that there are some fundamentals for cultural design, which involved with users’ needs, designers perceptions and design process. In this case, the theoretical framework for this study can be proposed in relation between culture, user, designer and product. The parameter that effect on both user and designer in a same society is “cultural factor”.

In the pilot study, the method of this research was tested. This has been done in order to develop improve the questions to be used in the main study of the research, which can generate a more rigorous data for this work. In addition, the questions were improved after every single interview and the results of pilot study helped researcher to develop the questions for the main study.

The researcher identified through the pilot study, potential products that can extract some cultural factors through their usage. It also indicated how this process could be developed and applied in the main study.

2. Participants

In qualitative research, a limited number of respondents should be cooperated for research purposes to gain in depth understanding of the subject. It is essential, as McCraken (1988) highlighted, the target of the qualitative interviews is not to discover how many, and what kind of people but rather to gain access to how one culture constructs the world. This research requires to select the participants purposefully who can share sufficient data about the cultural factors. In this case, the following criteria were found for users to affect the data content, which collected:

1. Experience of using traditional products in Iran
2. Strong cultural influence on traditional products
3. Having knowledge about Iranian traditional products
4. The openness to contribute to this research and agreement with recording their property

The interview was conducted with ten users. During more than 25 interviews with Iranian participants, it is experienced that usually only participants with traditional family and age older than 35 years was qualified for interview in this research.

2.2 Interview with users

All the interviews with users were conducted face to face and in Persian language and were recorded digitally with permission of the respondents. The aim of interview with users was to identify which traditional products have been influenced by the culture in Iran society and to identify the cultural factors that affected to the use of the traditional product in Iran society. Questions that were used for interview with users including to find out about cultural factors that influence to the usage of the products and why it is still use in current practice.
2.3 Interviews with Experts

The aim of interview with experts was: To explore the design elements presenting specific cultural factors that understood in interviewing with users. For that a presentation was prepared (in Microsoft Power Point format) for experts to understand users’ opinion about the cultural factors that were effected in each traditional products. These cultural factors were achieved from coding of interview transcripts and categorizing them to the main themes. Through the interview with experts, the main themes were asked to explain about how these cultural factors can be match accordingly to represented with the design elements.

2.4 Cultural Factors and Design Elements (Themes, Keywords)

The raw data in a form of text interview, transferred and linked into different categories, coding and themes. In this case, any of the categories was given a conceptual name or coding group. For instance, the concept associated with ‘gathering’ and ‘respect to family’ relate to the higher order notion or coding of ‘Family Orientation’, which in turn is grouped with other concepts to comprise the theme cultural factors.

In this study, the researcher used multiple strategies to assess the reliability and validity of the study such as peer reviewing, spending a long time in investigating, audit trail and checking the finding with participants (Creswell, 2014). In this research, content analysis software Nvivo10 assisted the author to plotting the data internal relationships, references and sources.

3. RESULT AND DISCUSSION

3.1 Cultural Factors

The cultural factors that were extracted through the interview with users were listed as: Aestheticism, Hygiene and Health, Hospitality, Multiple uses, Comfort and pleasantness, Family orientation, Show respect for elders, Tendency to simplicity, Memorability, Habits and Customs and Upbringing and training. As it is shown in Table 1: Frequency of Cultural Factors in each Traditional Products, some of the cultural factors are more common in carpet and some of them were found to be less common.

<table>
<thead>
<tr>
<th>Nos.</th>
<th>Cultural Factors</th>
<th>Carpet</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Aestheticism</td>
<td>14</td>
</tr>
<tr>
<td>2</td>
<td>Hygiene and Health</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Hospitality</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>Multiple uses</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>Comfort and pleasantness</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>Family orientation</td>
<td>4</td>
</tr>
<tr>
<td>7</td>
<td>Show respect for elders</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>Tendency to simplicity</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>Memorability</td>
<td>4</td>
</tr>
<tr>
<td>10</td>
<td>Habits and Customs</td>
<td>4</td>
</tr>
<tr>
<td>11</td>
<td>Upbringing and training</td>
<td>1</td>
</tr>
</tbody>
</table>

3.2 Design elements

Through the interviews with experts it is found that the design elements have relations with the cultural factors that represent Iranian’s talent in reinforcing the culture of society with products. There are priorities of design elements for carpet and they were listed as Motifs, Function, Color, Production, Material, Arrangement, Ergonomics, Form, Harmony and Dimensions as shown in Table 2 below.

<table>
<thead>
<tr>
<th>Nos.</th>
<th>Design Elements</th>
<th>References</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Motifs</td>
<td>60</td>
</tr>
<tr>
<td>2</td>
<td>Function</td>
<td>57</td>
</tr>
<tr>
<td>3</td>
<td>Color</td>
<td>45</td>
</tr>
<tr>
<td>4</td>
<td>Production</td>
<td>40</td>
</tr>
<tr>
<td>5</td>
<td>Material</td>
<td>35</td>
</tr>
<tr>
<td>6</td>
<td>Arrangement</td>
<td>30</td>
</tr>
<tr>
<td>7</td>
<td>Ergonomics</td>
<td>26</td>
</tr>
<tr>
<td>8</td>
<td>Form</td>
<td>26</td>
</tr>
<tr>
<td>9</td>
<td>Harmony</td>
<td>26</td>
</tr>
<tr>
<td>10</td>
<td>Dimensions</td>
<td>19</td>
</tr>
</tbody>
</table>

Table 2: Design Elements with the number of references
3.3 Cultural Factors and Design Elements

In Carpet were found eleven cultural factors that were mentioned by users. During interview with experts, different design elements were declared in relation to each cultural factors. For example experts described that the following design elements can represent the “Aestheticism” in Carpet based on their frequency in which they mentioned: Motifs, Color, Production, Harmony, Material, Arrangement, Form, Function, Ergonomics and Dimensions. According to frequency of design elements, “Motifs” is the most important elements in designing a Carpet with highest number of references as shown in table 3 in order to represent the “Aestheticism” in Iranian users. Also “Aestheticism” is the most frequently cultural factor that mentioned by users for Carpet. It means that “Aestheticism” is most important for users than other cultural factors in order to the usage of Carpet. Therefore, designers who want to redesign Carpet for current market should know that “Aestheticism” is the main cultural factor that can be represented by some design elements like: Motifs, Color, Production, Harmony, etc. “Comfort and Pleasantness” is in the second place of cultural factors of Carpet. Designers who want to redesign Carpet for current market should know about the design elements which can make the feeling of “Comfort and Pleasantness” in Carpet. Comparing between two groups of design elements regarding to “Aestheticism” and “Comfort and Pleasantness” shows some points to designers as shown in Table i. Knowing the ranking of cultural factors and design elements in carpet could be critical for designers in redesigning these products for current market. Because if designers do not know about the cultural factors that exactly affected on carpet, they will not target true design elements. For example, insisting on “Dimensions” instead of “Motifs” to meet “Aestheticism” in redesigning the Carpet can mislead designers in cultural design process. Designers can compare all the cultural factors references in table i with design elements references in table ii in designing a Carpet for specific user.

Therefore, designers in redesigning Carpet can consider this comparison in priority of cultural factors. Designers can consider the priority of cultural factors base on users’ cultural needs. The following diagram in figure 4 below show the relationship between every cultural factors and design elements in carpet.
4. CONCLUSION

This research has developed a framework to guide designers in redesigning a product particularly a carpet for Iranian culture by comparing highest culture factors reference to appropriate references of design elements. It explained how designers can understand the culture through the traditional products and develop the design elements that were employed to represent those cultural factors which can be benefit to future design planning. Redesigning the traditional product could be possible only by exploring their cultural factors and understanding of how these culture factors embodied with appropriate design elements in those products.

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5. REFERENCES