

1 **Case Studies in Agnotology-Based Learning**

2 **Raising Climate Literacy through Addressing Misinformation**

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24 **Abstract**

25           Agnotology is the study of how and why ignorance or misconceptions exist.  
26 Misconceptions are a challenge for educators, being extremely difficult to remove and interfering  
27 with the processing of new knowledge. This is especially the case with climate change, due to  
28 an abundance of climate misinformation. However, misinformation also presents an opportunity  
29 to improve climate literacy through agnotology-based learning. This involves the use of  
30 refutational lessons that challenge misconceptions while teaching scientific conceptions. Twenty  
31 years of research have shown that refutational texts are among the most effective forms of  
32 reducing misconceptions. In this paper, we present three case studies in improving climate  
33 literacy through agnotology-based learning. Two case studies involve agnotology-based learning  
34 in the college classroom and the third is a public outreach promoted through mainstream and  
35 social media. These real-world examples demonstrate effective ways to reduce misperceptions  
36 and improve climate literacy.

37

38 **Key words: agnotology, scientific consensus, climate change, misinformation**

39

## 40 INTRODUCTION

41 Agnotology is the study of ignorance. More specifically, it examines how and why  
42 ignorance or misconceptions exist (Proctor, 2008). Misconceptions, also known as alternative  
43 beliefs, naïve theories or alternative conceptions, are beliefs that conflict with currently accepted  
44 scientific explanations. Misconceptions occur for all types of students but are particularly evident  
45 in students learning from science text (Tippett et al., 2010).

46 For educators seeking to improve climate literacy, of which climate change literacy is an  
47 important subset, agnotology involves examining how and why there is ignorance or  
48 misconceptions about well-established facts regarding climate change. This is especially  
49 challenging due to an abundance of misinformation about climate change. The process of  
50 generating misinformation is known as agnogenesis (Proctor, 2008). There is now widespread  
51 evidence of a persistent campaign to sow confusion and doubt about climate science and  
52 anthropogenic global warming (AGW) (see, for example, Hoggan and Littlemore, 2009; Oreskes  
53 and Conway, 2010; Oreskes, 2010). A sharp increase in the number of publications promoting  
54 misinformation about climate science in the 1990s coincided with international efforts to reduce  
55 carbon emissions (McCright & Dunlap, 2000). This increase in agnogenesis literature coincided  
56 with an increase in public skepticism about global warming, suggesting that the campaign to  
57 disseminate climate misinformation has been effective (Nisbet and Myers 2007).

58 The agnogenesis campaign is not only problematic given the societal impacts of climate  
59 change but also for science literacy. Misconceptions are highly resistant to change and interfere  
60 with the processing of new knowledge (van den Broek & Kendeou, 2008). However, the  
61 presence of climate misinformation also presents an educational opportunity.

62 Refutational texts are text structures that challenge readers' misconceptions, with the  
63 purpose of promoting conceptual change. They achieve this by explicitly acknowledging  
64 misconceptions about a topic, directly refuting them and providing an alternative scientific  
65 conception. Conceptual change occurs when learners update previously held conceptions or  
66 replace them with new conceptions.

67 Research into cognitive psychology and refutation-style education show that explicitly  
68 addressing misinformation provides an opportunity for achieving conceptual change.  
69 Refutational texts have been found to be one of the most effective text-based means for  
70 modifying readers' misconceptions (Tippett et al., 2010).

71 This paper describes several case studies in agnotology-based learning that explicitly  
72 address climate misconceptions and study climate misinformation in order to improve climate  
73 literacy.

74

## 75 **COGNITIVE RESEARCH INTO MISINFORMATION**

76 Misconceptions and misinformation are extremely difficult to remove. When people are  
77 presented with refutations of misinformation, they often continue to be influenced by the  
78 misinformation even when acknowledging the correction. This is known as the continued  
79 influence effect (Johnson & Seifert, 1994). An explanation of the persistence of misinformation  
80 is that people build mental models with the myth integrated into the model. When the myth is  
81 invalidated, people are left with a gap in their mental model. If nothing is provided to replace the  
82 gap, then people may continue to rely on the myth.

83 In some cases, refutations can actually reinforce misconceptions, a reaction known as a  
84 backfire or boomerang effect. One such example is the familiarity backfire effect (Cook &

85 Lewandowsky, 2011). The more familiar people are with information, the more likely they will  
86 consider it to be true. One study found that showing participants a flyer debunking vaccine myths  
87 after a delay resulted in an increase in people thinking the myths were facts (Skurnik, Yoon,  
88 Park, & Schwarz, 2005). The backfire effect was strongest among older people.

89 Another adverse reaction to refutations is the overkill backfire effect, which occurs when  
90 refutations are too long or complex. When people were asked to generate three counter-  
91 arguments against a belief, their level of belief decreased. However, when asked to generate 12  
92 counter-arguments, their belief was reinforced (Schwarz et al., 2007). This is because people  
93 prefer simple explanations over complicated ones (Lombrozo, 2007). When it comes to  
94 refutations, less is more.

95 There are several elements to an effective refutation. The risk of a familiarity backfire  
96 effect can be reduced if an explicit warning is provided before the myth is presented (Ecker et  
97 al., 2010). This puts the person cognitively on-guard so they are less likely to be influenced by  
98 the misinformation. Another important feature of an effective retraction is an alternative  
99 explanation that fills the gap created by the retraction (Johnson & Seifert, 1994). The alternative  
100 explanation should be plausible, explain the causal qualities in the initial report, and explain why  
101 the misinformation was initially thought to be correct (Seifert, 2002). The risk of an overkill  
102 backfire effect is reduced if the alternative explanation is simpler (or at least not more  
103 complicated) than the myth (Chater & Vitanyi, 2003).

104 A succinct encapsulation of the cognitive research into misinformation comes from Heath  
105 & Heath (2007) who advise communicators to ‘fight sticky ideas with stickier ideas’. The  
106 authors explore the concept of ‘sticky ideas’ – messages that are compelling and memorable.  
107 One feature of a sticky message is that it arouses curiosity then satisfies it. This is achieved by

108 opening a gap in people’s knowledge, then filling the knowledge gap (Loewenstein, 1994). This  
109 sequence of “create a gap, fill the gap” is a natural fit for refutations which require creating a gap  
110 in a person’s model of an event, then filling the gap with an alternative explanation. The very  
111 structure of an effective refutation lends itself to compelling, sticky messages.

112

## 113 **AGNOTOLOGY-BASED LEARNING: ADDRESSING MISINFORMATION IN** 114 **EDUCATION**

115 Correcting misconceptions is a significant aspect to education, as “Comprehending why  
116 ideas are wrong matters as much as understanding why other ideas might be right” (Osborne,  
117 2010, p. 328). Misconceptions among students abound in all disciplines. For example, students  
118 beginning a psychology degree possess a number of misconceptions such as “humans only use  
119 10% of their brains” or “Mozart’s music increases infant intelligence” (Kowalski & Taylor,  
120 2009). Because misconceptions interfere with new learning, reducing their influence is  
121 imperative.

122 However, does explicitly refuting myths run the risk of making students more familiar with  
123 the myth and causing a familiarity backfire effect? A growing body of evidence indicates that  
124 refutational lessons, also known as agnotology-based learning, are one of the most effective  
125 means of reducing misconceptions (Muller, Bewes, Sharma, & Reimann, 2008; Kowalski &  
126 Taylor, 2009; see Tippett et al., 2010 for a review). Refutational style lectures explicitly mention  
127 misconceptions as well as communicate factual information. In contrast, non-refutational lessons  
128 teach accurate information without explicit reference to the misconception. Refutational text has  
129 been shown to effect long-term conceptual change across a wide range of grade levels over a  
130 period of weeks to several months (Guzzetti, Snyder, Glass, & Gamas, 1993).

131           There are additional benefits to refutational teaching. They have been shown to increase  
132 students' argumentative skills and to raise awareness of the relevance of evidence to argument  
133 (Kuhn & Crowell, 2011). They foster critical thinking, encourage students to assess evidence and  
134 to draw valid conclusions (Berland & Reiser, 2008; Kuhn & Crowell, 2011). Refutational texts  
135 provoke more interest, being preferred by students to traditional textbook text (Manson, Gava, &  
136 Boldrin, 2008). Refutation resolves to some degree the issue that knowledge is often imparted as  
137 a set of unequivocal facts with a lack of argument in the classroom (Osborne, 2010).

138           However, there are conditions where refutational lectures can backfire. When students do  
139 not properly engage with the text, they can find evidence for previously held misconceptions  
140 within the refutation and thus strengthen their false beliefs (Guzetti, Williams, Skeels, and Wu,  
141 1997). Guzetti et al. (1997) also found that refutations were ineffective when poorly constructed  
142 and lacking in clarity.

143           Understanding why refutation texts are effective enables educators to design educational  
144 material to maximize the chances of conceptual change. The 'conceptual change model' suggests  
145 four requirements to achieve knowledge revision (Posner, Strike, Hewson, & Gertzog, 1982). One  
146 must cause dissatisfaction with the existing misconception. A replacement to the misconception  
147 must be intelligible (e.g., understandable), plausible (e.g., provide believable examples) and  
148 fruitful (e.g., potentially lead to new insights and discoveries). This model is consistent with  
149 cognitive research finding that to refute misinformation, one must create a gap in the subject's  
150 understanding then fill the gap with an alternative narrative.

151           Further, research indicates that correct and incorrect conceptions must be activated  
152 together (van den Broek & Kendeou, 2008). If readers fail to recognize a discrepancy between  
153 their incorrect preconceptions and the correct conception, they are less likely to achieve

154 conceptual change learning. The misconception and correct conception should be in close  
155 proximity to increase the likelihood of simultaneous co-activation (Kendeou & van den Broek,  
156 2007).

157 To conclude, there are a number of reasons why agnotology-based learning is desirable.  
158 Refutational learning is a very effective means of reducing misconceptions, fosters critical  
159 thinking, improves argumentative skills, and increases interest in educational material.

160

### 161 **THREE CASE STUDIES IN AGNOTOLOGY-BASED LEARNING**

162 This paper outlines three case studies in agnotology-based learning. Two examples are  
163 classroom based, applied in US college classrooms. One is a community college and the other a  
164 non-selective four year university with an additional community college mission and a small  
165 number of master's programs. Institutions such as these educate a large proportion of US post-  
166 secondary students, with associate's degree-granting institutions alone accounting for an  
167 estimated 49% of all US post-secondary student enrollment in 2008 (National Center for  
168 Education Statistics).

169 The third example was a public outreach conducted by Skeptical Science, a website that  
170 adopts an agnotology-based learning approach by explaining climate concepts while refuting  
171 common myths. The agnotology-based content at this website has already been adopted in  
172 several university textbooks and curriculum (Cresser et al., 2012; Pipkin et al., 2014). The  
173 website content has also been adopted by a number of educators – in a survey of over 1,500 high  
174 school and college instructors (spanning 50 U.S. states), Skeptical Science was mentioned as a  
175 common resource for teaching about global change. In particular, two year college instructors  
176 reported that Skeptical Science was the third most commonly used resource after the government



177 resources from NASA and NOAA (personal communication, Berbeco 2013). The public  
178 outreach in this third example was designed to reduce the public misperception that climate  
179 scientists still disagree on human-caused global warming.

180

### 181 **Agnotology and climate change literacy at Weber State University**

182 Weber State University is a non-selective, four year university located in northern Utah in  
183 the western US. It also offers a small number of master's degree programs, and is charged by the  
184 state with providing community college services to the region. Many of the students are among  
185 the first in their families to attend college. The student body is drawn almost entirely from Weber  
186 County, Utah, and surrounding counties, and reflects the region's socially and politically  
187 conservative culture. As several studies have recently documented, skepticism about the basic  
188 tenets of human-induced climate change are well correlated with such conservatism (e.g. Dunlap  
189 and McCright, 2008; McCright and Dunlap, 2011; Hamilton, 2011, 2012), although not  
190 necessarily as well correlated with simple political party affiliation (Leiserowitz, 2006; Kahan et  
191 al., 2012). This situation presents a complex and delicate challenge to educators tackling the  
192 potentially polarizing subject of climate change.

193 Agnotology-based teaching in this setting has been previously described by one of the co-  
194 authors of this paper (Bedford, 2010). Students in an upper division, small enrollment weather  
195 and climate class are required to read the late Michael Crichton's (2004) engaging but  
196 misleading climate change themed thriller, *State of Fear*. They assess the veracity of the  
197 arguments and claims therein, compared with the existing state of climate science as taught in the  
198 class up to that point through more traditional means of lecture and readings from textbook and  
199 selected outside materials (including the peer-reviewed literature). By requiring students to

200 reflect on earlier course material, engage with the arguments in *State of Fear*, and, critically,  
201 argue their own position, this approach represents an active learning strategy.

202 More recently, the agnotology approach has been extended to a new introductory-level  
203 class on global warming, GEOG PS 1400 The Science of Global Warming: Myths, Realities and  
204 Solutions, which students may also use to meet university general education requirements for  
205 physical science. The class has been taught twice as of this writing, with enrollments of around  
206 30 students each time. Agnotology in this class has been applied principally to address the issue  
207 of fake experts, or at least experts speaking beyond their areas of expertise. This is a common  
208 approach in science denial movements, as described by Diethelm and McKee (2009), and  
209 climate change is no exception. However, particular care is taken in this assignment to avoid  
210 alienating students with conservative social and political outlooks—that is, many of the students  
211 at Weber State University—by providing an initial case study of fake expertise and flawed  
212 arguments regarding a Democratic partisan political issue, the alleged improprieties around the  
213 2004 US Presidential election which purportedly allowed George W. Bush to defeat the  
214 Democratic candidate, John Kerry. These allegations were ultimately picked up by high-level  
215 operatives of the Democratic Party, such as Robert F. Kennedy, Jr., and repeated across the  
216 popular media (e.g. Kennedy, 2006). However, as described by the careful journalism of Farhad  
217 Manjoo (2008), the case for election improprieties largely relies on naïve interpretations of  
218 election data by individuals with backgrounds in statistics but little or no background in political  
219 science or the nuances of exit polling. Comparison with expert knowledge reveals the weak  
220 foundations on which allegations of a ‘stolen’ election are built, and the case collapses.

221 By beginning the assignment with a reading, and associated questions, addressing the  
222 tendency of *Democrats* to engage in motivated reasoning—finding evidence to fit existing

223 strongly-held convictions, even where none really exists—the intention is to allow more  
224 conservative (and, in Utah, typically Republican) students to accept the general idea that  
225 motivated reasoning exists. Because so much research on the public understanding and  
226 acceptance of climate change has focused on conservative/Republican rejection of the  
227 mainstream scientific position, it would be easy for an initial strong emphasis on this issue to be  
228 perceived as an attack on students’ core values, which could easily result in their shutting out any  
229 further information. Thus, by demonstrating the tendency for other groups to engage in  
230 motivated reasoning and the use of questionable expertise, the goal is to allow students to accept  
231 consideration of the same issue as it applies to climate change.

232         The initial discussion of motivated reasoning via the 2004 US Presidential election is  
233 then followed with a reading of, and associated questions about, a piece of climate change  
234 misinformation and its debunking. The precise readings have varied on the two occasions the  
235 class has been taught: in the first year, students read Bjorn Lomborg’s entertaining but  
236 misleading book *Cool It!* (Lomborg, 2007), and compared its claims with the arguments listed at  
237 the website [lomborg-errors.dk](http://lomborg-errors.dk). In the second year, students read an opinion column in the *Wall*  
238 *Street Journal* (Allegre et al., 2012) and its point-by-point rebuttal (Nordhaus, 2012). The  
239 rebuttal is especially powerful because it was written by an economist whose own work was  
240 misused in the *Wall Street Journal* column to help reach a conclusion which a correct  
241 interpretation of the work does not justify.

242         By requiring students to think about why the misinformation is incorrect, this exercise  
243 constitutes an active learning strategy. Active learning has been shown to be a more effective  
244 approach than simply lecturing to students (see Prince, 2004, for a review). Although the number  
245 of students who have undertaken this agnotology exercise is too small for meaningful

246 quantitative assessment of its effectiveness, qualitative, anecdotal evidence suggests students  
247 find the exercise both educationally useful and satisfying. Some have spoken of a feeling of  
248 empowerment, resulting from a heightened ability to detect and respond to false information.

249

### 250 **Effective Refutation of Climate Change Myths at Suffolk County Community College**

251 Suffolk County Community College (SCCC) is a publicly supported, open enrollment,  
252 multi-campus community college located in Suffolk County, New York, that provides  
253 educational opportunities to the local population. With three campuses and two downtown  
254 centers serving more than 50,000 students, SCCC is the largest two-year college in New York  
255 State and the largest undergraduate institution in the State University of New York system.  
256 SCCC offers low tuition rates, small class-sizes, a high ratio of faculty to students, and 67  
257 programs of study with Associate in Arts, Associate in Science, and Associate in Applied  
258 Science degrees. In addition, SCCC provides joint admissions and articulation or transfer  
259 agreements with more than 30 four-year institutions. More than half the students attend full time  
260 and about 75% are under age 25. Most students are underprepared for collegiate work upon  
261 entrance. Almost 75% of first-time, full-time freshmen arrive with a poor high school GPA  
262 (below 80%), low SAT scores (below 400), or lack a New York State Regents diploma. 60%  
263 require one or more developmental reading, writing, or mathematics course. 86% of full-time  
264 students are employed, 61% work off campus more than 20 hours per week and 18% spend 20 or  
265 more hours each week caring for dependents, thereby limiting their ability to engage with their  
266 studies to the extent that might be desirable, or might be possible at more elite institutions. 25%  
267 are the first generation in their family to attend college and have no parental experience to

268 provide guidance. The three-year graduation rate for students is 20% while an additional 18%  
269 transfer prior to graduation (Strengthening Institutions Program, Title III, 2010).

270 MET103 Global Climate Change is a three credit lecture course that serves as a science  
271 elective for this general student population. First year high school algebra is the only  
272 prerequisite. MET103 has been shown to be an effective model for teaching a climate change  
273 elective science course at the community college level (Mandia, 2012). The impact of global  
274 climate change is far-reaching, both for humanity and the environment. MET103 provides  
275 students with the scientific background to understand the role of natural and human-forced  
276 climate change so that they are better prepared to become involved in the discussion. Students  
277 learn how past climates are determined and why humans are causing most of the observed  
278 modern day warming. The technical and political solutions to climate change are also addressed.  
279 MET103 was first offered as a special topics course (MET295) in Summer 2011 and after  
280 successfully running for two semesters was approved as a permanent course offering in Spring  
281 2012. To date, the course has been offered six times to a total 169 students. Informal surveys  
282 distributed on the first day of class reveal that a large majority of students are aware that the  
283 planet is warming but very few understand that human activities are largely responsible for this  
284 warming.

285 Student learning outcomes are assessed by a series of lecture exams featuring short  
286 answer questions, bi-weekly homework assignments where students locate and summarize  
287 current climate-related news stories, and by submitting a research paper near semester's end. The  
288 research paper features an agnotology-based learning approach. The SkepticalScience.com  
289 website is used as the primary student resource for the research paper. Students choose a topic  
290 from the list of refutations appearing on the web page titled *Global Warming & Climate Change*

291 *Myths* – a collection of climate myths followed by the scientific refutation and sorted by recent  
292 popularity. The more often the myth is cited, the higher it appears on this list., A series of tabs  
293 modeled after ski slope difficulty divides the content into Basic (green circle), Intermediate (blue  
294 square), and Advanced (black diamond), although not all myths have all three levels of  
295 difficulty. MET103 students are required to carefully study all the information appearing in these  
296 tabs and to summarize, in their own words, the information learned from researching the topic. A  
297 scoring rubric is made available to students on day one of the course to clearly define the desired  
298 learning outcomes (Rubric For Research Paper Evaluation, 2013).

299         The rubric has been designed so that higher scores (80% and above) will be achieved  
300 when students describe the myth and its relevance to climate change, clearly articulate why the  
301 myth persists, and offer an accurate science-based refutation by connecting the information at the  
302 SkepticalScience.com site with MET103 course notes. Effective refutation techniques to correct  
303 misperceptions are modeled throughout the semester by the lecturer and students are encouraged  
304 to read *The Debunking Handbook* (Cook & Lewandowsky, 2011) to guide them in an effective  
305 refutation of their chosen myth. Of the 169 students who completed the courses, 156 submitted  
306 research papers. 58% of these students achieved a high score (above 80%) while 37% mastered  
307 the content (scoring above 90%).

308         Necci (2013), Santalucia (2013), and Buonasera (2013) are three recent examples of  
309 MET103 students who have effectively refuted climate change myths while also demonstrating  
310 a mastery of course content. All three research papers featured the effective refutation technique  
311 described by Johnson & Siefert (1994) of offering an alternative explanation to fill the gap left  
312 behind by the refutation. All three also provided a relatively simple alternative explanation  
313 deemed to be an effective refutation technique by Schwarz et al. (2007), Lombrozo (2007) and

314 Chater & Vitanyi (2003). Necci (2013) also incorporated a third refutation technique by  
315 providing an explicit warning before presenting the myth, thus reducing the familiarity backfire  
316 effect described by Cook & Lewandowsky (2011) and Ecker et al. (2010).

317 This assignment requires students to reflect on and actively process the course content in  
318 order to understand why any given climate change myth is wrong, thereby constituting an active  
319 learning strategy, as discussed above, and making use of learner-generated content (Lee and  
320 McLoughlin, 2007). Further, by providing students with training in effective climate-change  
321 myth debunking, students are equipped with the skills necessary to address such myths after  
322 graduation, potentially encouraging lifelong learning.

323

### 324 **Closing the Consensus Gap using Social and Mainstream Media**

325 Arguably, one of the most significant climate misperceptions involves the level of  
326 agreement among climate scientists about AGW. A number of studies have sought to measure  
327 the scientific consensus, with surveys of the climate science community finding around 97%  
328 agreement among publishing climate scientists that humans are causing global warming (Doran  
329 & Zimmermann, 2009; Anderegg et al., 2010). An analysis of 928 papers matching the search  
330 ‘global climate change’ from 1993 to 2003 found zero papers rejecting AGW (Oreskes, 2004).

331 Despite numerous studies finding an overwhelming scientific consensus, the public  
332 perception is that the scientific community continues to disagree over the fundamental question  
333 of AGW (Leiserowitz et al., 2012; Pew, 2012). This misperception has significant societal  
334 consequences – when the public think scientists disagree on AGW, they are less likely to support  
335 policy to mitigate climate change (Ding et al., 2011; McCright & Dunlap, 2013). Perception of  
336 consensus is also linked with acceptance of AGW, and presenting consensus information has

337 been shown to partially neutralize the biasing effects of worldview (Lewandowsky et al., 2013).  
338 The ‘consensus gap’ is therefore a significant roadblock delaying meaningful climate action.

339 The persistence of the consensus gap is likely the result of an agnogenesis campaign  
340 lasting over two decades designed to cast doubt on the consensus. In the late 1980s, the number  
341 of popular publications attacking the scientific consensus sharply increased (McCright &  
342 Dunlap, 2000). In 1991, fossil fuel company Western Fuels Association conducted a half-  
343 million dollar campaign designed to ‘reposition global warming as theory (not fact)’ (Oreskes  
344 2010, p. 138). In syndicated opinion pieces written by conservative columnists from 2007 to  
345 2010, the most common climate myth was “there is no scientific consensus” (Elsasser and  
346 Dunlap 2012).

347 The Skeptical Science team of volunteers undertook a crowd-sourced project, involving  
348 scientists and volunteer researchers, with the purpose of continuing and extending Oreskes’ 2004  
349 analysis of 928 ‘global climate change’ papers published from 1993 to 2003. The literature  
350 search was expanded to include papers matching the term ‘global warming’ from 1991 to 2011,  
351 increasing the sample to 12,464 abstracts. The study found that among abstracts expressing a  
352 position on AGW, over 97% endorsed the consensus. The study also found that scientific  
353 consensus had already formed in the early 1990s and strengthened over the 21 year period. This  
354 result was consistent with earlier research.

355 A public outreach was designed to leverage the peer-reviewed published research (Cook et  
356 al., 2013) to publicly promote the scientific consensus with the purpose of reducing the public  
357 misperception that climate scientists still disagreed about AGW. The press release promoting the  
358 publication of the research was designed to co-activate both the conception of scientific  
359 consensus and the misperception of disagreeing scientists. Specifically, the scientific conception



360 was the quantitative information that a 97% consensus exists among climate papers expressing a  
361 position about AGW. The myth that scientists disagreed that humans were causing global  
362 warming was activated by citing research finding that the public held the misperception of a  
363 50:50 debate (Pew, 2012). An explicit warning prior to activating the myth mentioned the  
364 “gaping chasm between the actual scientific consensus and the public perception”.

365 Press releases were issued by the universities of several of the paper’s co-authors, based in  
366 Australia, the UK, and the USA. The Institute of Physics, publisher of the journal Environmental  
367 Research Letters, also issued a press release. Most news reports covered both the key results of  
368 the paper and the misperception, ensuring that co-activation of both misconception and scientific  
369 conception maximized chances of reducing the misconception. One day after the paper’s release,  
370 the paper was promoted on President Obama’s twitter account, which features over 31 million  
371 followers (BarackObama, 2013). This resulted in over 2,650 retweets and additional media  
372 coverage about the tweet (Hannam, 2013). The paper received global exposure with media  
373 coverage divided by country shown in Figure 1.

374 FIGURE 1

375 A major goal of the outreach was to reach beyond the “choir” of blogs and organizations  
376 already engaged with the climate issue. The mainstream media attention as well as President  
377 Obama’s tweet significantly contributed to this goal. Also encouraging was coverage in a  
378 diversity of media outlets and blogs, on topics as far ranging as finance, health, general science,  
379 and farming. The research was even reported in conservative newspapers known for expressing  
380 dissenting views on climate change such as The Australian (AAP, 2013) and the Telegraph  
381 (Pearlman, 2013).

382 To make the peer-reviewed research accessible to the lay-public, a website  
383 theconsensusproject.com was developed pro-bono by New York based design and advertising  
384 agency SJI Associates. The website featured shareable images to facilitate viral marketing, which  
385 were reposted in numerous blogs and Facebook pages. Several samples are shown in Figure 2,  
386 with the second figure demonstrating co-activation of accurate perception and misperception.

387 FIGURE 2

388 Criticisms from blogs that reject the scientific consensus on climate change were  
389 anticipated and a pre-emptive FAQ (<http://sks.to/tcpfaq>) was published simultaneously with the  
390 paper publication. This approach is recommended for scientists publishing climate research that  
391 is likely to attract criticisms from climate dissenters. It was observed that many of the criticisms  
392 of Cook et al. (2013) adhered to the five characteristics of movements denying a scientific  
393 consensus, namely cherry picking, fake experts, logical fallacies, impossible expectations of  
394 what research can deliver, and conspiracy theories (Diethelm & McKee, 2009). Examination of  
395 the criticisms provided an opportunity to educate the public about patterns inherent in consensus  
396 denial (Nuccitelli, 2013).

397 In summary, public misperception about the scientific consensus on climate change was  
398 targeted in a communication outreach that sought to reinforce the overwhelming agreement in  
399 climate research and to reduce the consensus gap. The outreach received global exposure across  
400 a diversity of media outlets. Importantly, mainstream media covered both the key results of the  
401 paper and the misperception in a manner consistent with the co-activation structure of refutation  
402 texts. It remains to be seen whether public perception of scientific consensus will have  
403 discernibly shifted in response.

404

405 **DISCUSSION**

406 Agnotology-based learning has some limitations, particularly in public outreach outside of  
407 the classroom. Political ideology has been shown to be one of the strongest predictors of climate  
408 attitudes with conservatives more skeptical of AGW (Heath & Gifford, 2006). It has been shown  
409 that higher levels of education tend to increase climate skepticism among Republicans while  
410 decreasing skepticism among Democrats (Pew, 2007). Similarly, there is a strong correlation  
411 between political ideology and perception of consensus. For example, 58% of Democrats think  
412 scientists agree on AGW while only 30% of Republicans think scientists agree (Pew, 2012). This  
413 indicates political belief has a strong influence on public perception of consensus. Nevertheless,  
414 even among Democrats, there is a significant consensus gap indicating that political bias only  
415 partly explains the consensus gap and that general lack of awareness is an ongoing issue.

416 Two aspects to effectively communicate climate change science are required to close these  
417 gaps, especially in the case of public outreach – two-channel science communication that  
418 combines information content (Channel 1) with cultural meanings (Channel 2; Kahan et al.,  
419 2012). The two channel approach may not be as relevant in an educational setting although  
420 educators are advised to be aware of the biasing influence of ideology when climate science is  
421 involved.

422 In conclusion, twenty years of scholarly research have found that refutational texts are one  
423 of the most effective means of reducing misconceptions. We have outlined three case studies that  
424 use agnotology-based learning to reduce misconceptions, two in educational settings and one  
425 using public outreach. However, despite extensive research indicating the effectiveness of  
426 refutation text, textbooks typically contain little refutation text. Therefore, publishers and authors  
427 are encouraged to adopt refutation text structure in science educational material. Similarly,

428 educators and teachers are encouraged to adopt agnotology-based learning approaches in the  
429 classroom. It is hoped that the case studies presented here demonstrate the potential effectiveness  
430 of refutational learning and possible approaches for educators.

431

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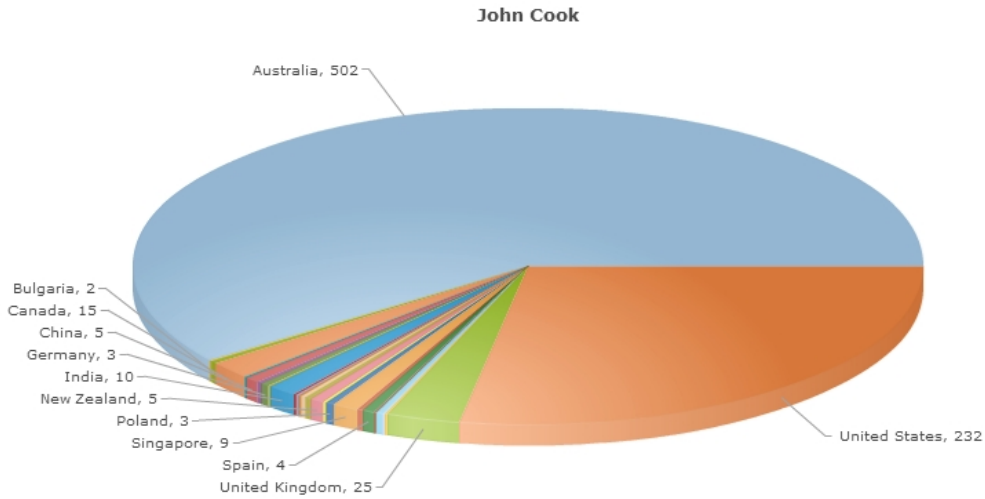
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Figure 1. media coverage of Cook et al. (2013), divided by country. Source: Meltwater.

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Figure 2: Images from theconsensusproject.com designed for viral sharing via social

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media. Source: SJI Associates.

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