How Explainable Medical AI Unlocks Patient Disclosure

Wansaja BADDEGAMAGE

Université Jean Moulin Lyon 3

Julien Cloarec

iaelyon School of Management, Université Jean Moulin Lyon 3, Magellan

Nour Alrabie

Université Toulouse Jean Jaurès

Maxime Ducret

Hospices Civils de Lyon, Université Claude Bernard Lyon 1, Laboratoire de Biologie Tissulaire et Ingénierie Thérapeutique

Cite as:

BADDEGAMAGE Wansaja, Cloarec Julien, Alrabie Nour, Ducret Maxime (2025), How Explainable Medical AI Unlocks Patient Disclosure. *Proceedings of the European Marketing Academy*, 54th, (126303)

Paper from the 54th Annual EMAC Conference, Madrid, Spain, May 25-30, 2025



How Explainable Medical AI Unlocks Patient Disclosure

Abstract

Explainable artificial intelligence (XAI) is vital for building trust, addressing privacy concerns, and promoting user engagement, particularly in sensitive domains such as healthcare. This study examines the relationships between of XAI, trust, privacy concerns, well-being, and the willingness to disclose personal information. Study 1 reveals that XAI significantly increases trust and decreases privacy concerns, indirectly encouraging information disclosure through trust as a mediator. Study 2 explores the influence of disease severity on user interactions with medical AI, finding that more severe conditions reduce trust, thereby limiting disclosure. Mediation analyses thus underscore trust as the primary mechanism linking XAI to user engagement. These findings underscore the importance of designing transparent, user-focused AI systems that enhance trust and address privacy apprehensions, offering a framework for fostering broader adoption of medical AI technologies.

Keywords

Medical Artificial Intelligence, Explainable Artificial Intelligence, Transformative Privacy Calculus

Track

Digital Marketing & Social Media