

Walking the Talk

Changing Behavior Within Your Own Organization

Bruce Ceniceros Principal Demand Side Planner Sacramento Municipal Utility District

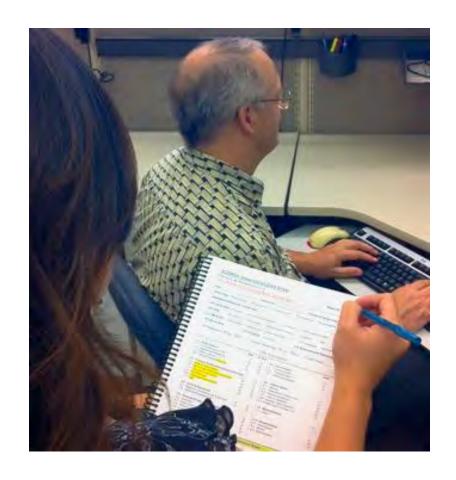


Suitable Programs

- Safety
- Rideshare
- On-site energy and water savings
- Recycling and waste reduction
- Increase 401(k) contributions
- Metrics reporting
- Project status updates
- Training/career development
- Charitable giving programs
- Employee engagement efforts



Employee Safety Program: SCORCH*





^{*} Safely Conducted Observations Reduce Common Hazards

Goals: reduce injury rates by...

- Raising awareness of atrisk behaviors
- Assessing with direct observations
- Maintaining trust with "no name, no blame" approach
- Documenting trends

Identified appropriate tools

- Prompts
- Injunctive norms
- Descriptive norms
- Loss aversion
- Competition
- Feedback
- Goal-setting
- Public Commitment
- Self-efficacy

Behavior Insights and Tools

Applying Lessons from the Social Sciences to Efficiency Programs



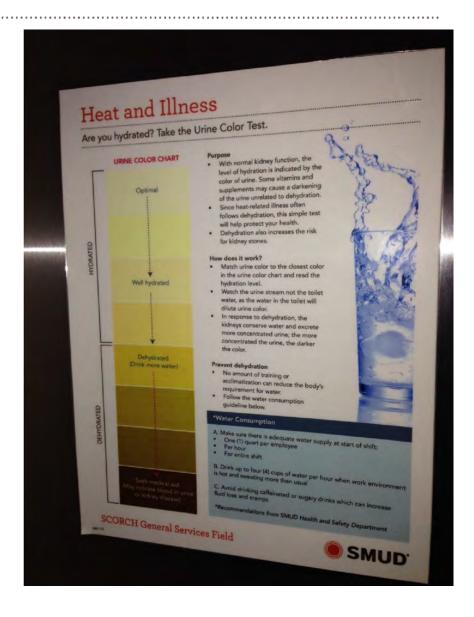
For more information, contact:
Kira Ashby
Program Manager
Behavior Committee
kashby@cce1.org
(617) 337-9281
Consortium for Energy Efficiency
98 North Washington Street, Suite 101
Boston, MA 02114

Written in collaboration with:
Monica Nevius, CEE
Marsha Walton, NYSERDA
Bruce Ceniceros, SMUD
Annika Todd, PEEC
The CEE Behavior Committee

April 2010

Prompts, self-efficacy





Prompts



Lessons Learned

 Continuous guidance is needed



Determining success of "hold the rail" campaign

Survey Method	Percent Safe	Sample Size
SCORCH observations	99%	247



Lessons Learned

The outcome

Continuous guidance is necessary

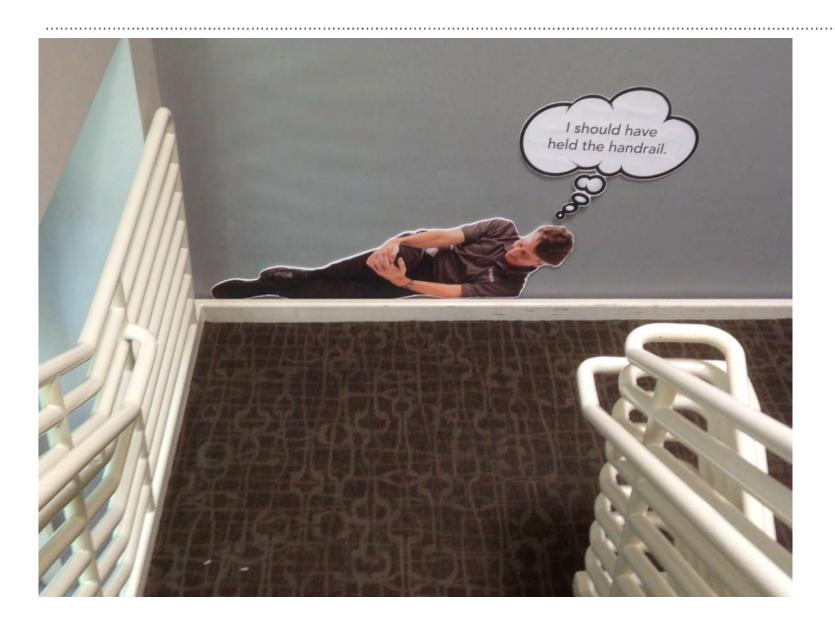
Walking

and texting

Encourage testing



Prompts, loss-aversion





Lessons Learned

- Continuous guidance is needed
- Encourage testing
- Benefits go both ways



Contact info

Bruce Ceniceros

Bruce.Ceniceros@smud.org

(916) 732-6747

