

# STORYTELLING

## My Top 3 Insights In 3 Stories

PRESENTATION BY JEROME REID



## THE ABC OF BEHAVIOUR CHANGE

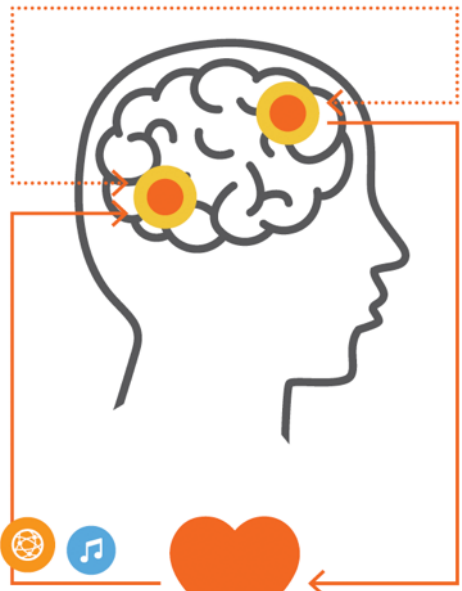
### System 1:

- Automatic, fast, entrenched, habitual behaviours
- Responsible for 95% of our decisions
- Greater influences on longer term behaviour

**B** *B. Behaviour change is enhanced by tools that increase efficacy & reinforced by social environment*



**C** *C. Feedback loop as attitudes and beliefs are reformed and behaviours change*



### System 2:

- Reflective, slow, conscious, rational planned behaviour
- Responsible for 5% of our decisions
- Can influence short term behaviour; unlikely to influence longer term on its own

**A** *A. Use emotional stir up to make System 2 want to change. Use the heart to speak to the head; engaging the brain in an active learning process*

Based on Kahneman, 2002



Reaching for the stars

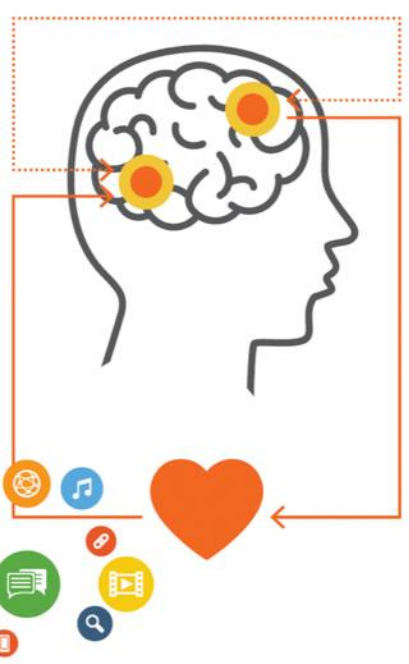
Jacqueline Killian was a little girl who wanted to do what she wanted to do when she grew up. In her class, she was the only girl who wanted to be an astronaut. To her horror, the entire class was determined to do something else. She was determined to work for 20 years, she's an air controller. And she's not done yet. To inspire her, a squadron leader, re-wrote the short film, Jasper, about a young girl who wants to be an astronaut. Between the RAAF and the U.S. Air Force Academy, the film will screen at the International Women's Day event. What do you think on Instagram?



C. Feedback loop as attitudes and beliefs are reformed and behaviours change

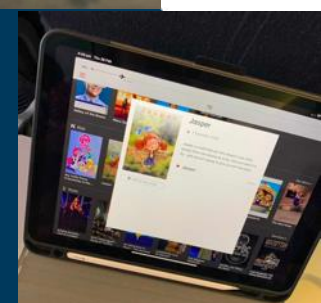
- System 2:**
- Reflective, slow, conscious, rational, planned behaviour
  - Responsible for 5% of our decisions
  - Can influence short-term behaviour; unlikely to influence longer term on it

- Responsible for 95% of our decisions
- Greater influences on longer term behaviour



B. Behaviour change is enhanced by tools that increase efficacy & reinforced by social environment

A. Use emotional up to make System 1 want to change. Speak to the heart to speak to the head; engaging the brain in an active learning process



Based on Kahneman, 2002



The Sydney Morning Herald

**Air force and Sydney scientists join to build 'combat cloud' of eyes, ears and noses**

By David White  
 May 1, 2019 - 12:14pm  
 Australia's air force is working on a cutting-edge nanotechnology 'combat cloud' of sensors placed on all kinds of planes and equipment which can even smell everything around them.  
 The huge volumes of data from all these sensors will be fused by artificially intelligent systems into an overall picture of an air battle space that will be fast and easy for human military commanders to understand.  
 The project will draw on an unprecedented collaboration that was launched on Wednesday by the RAAF and the University of Sydney's Nano Institute - signalling a growing trend of military-civilian co-operation that is common in some countries such as the United States but relatively undeveloped in Australia.

TODAY'S TOP STORIES  
 That notorious homosexual Liberal candidate to attack on Tim Wilson  
 Women's share of Sydney's property market suffers biggest fall in values since the GFC  
 Elderly man arrested after woman in her 80s found dead at night care home  
 Women lack the 'business skills' to get a pay rise, Liberal candidate



**B**

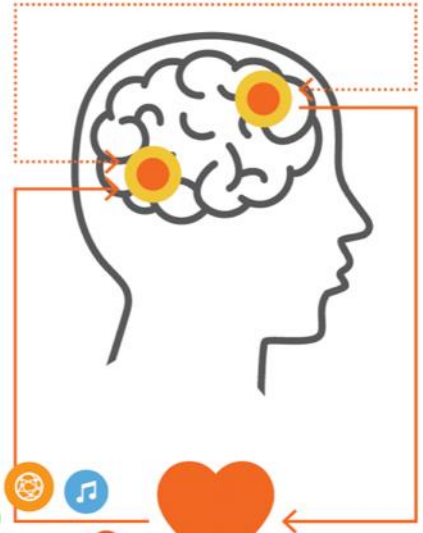
- Autonomy
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- Greater influences on longer term behaviour

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**C**

**THE ACHIEVEMENT**

*Feedback loop as attitudes are reformed and behaviours change*



**A**

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unlikely, longer term on its own



Based on Kahneman, 2002