

# Mistakes we've made (and continue to make)

in promotion of sustainable urban transport



Washington, January 26, 2012



#### Mistakes about what?

- Modal shift
- Attitude change
- Behaviour change







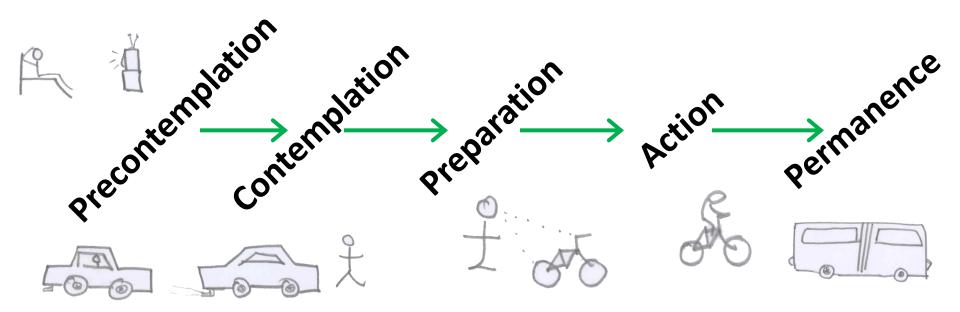


## # 1: expect total mode shift



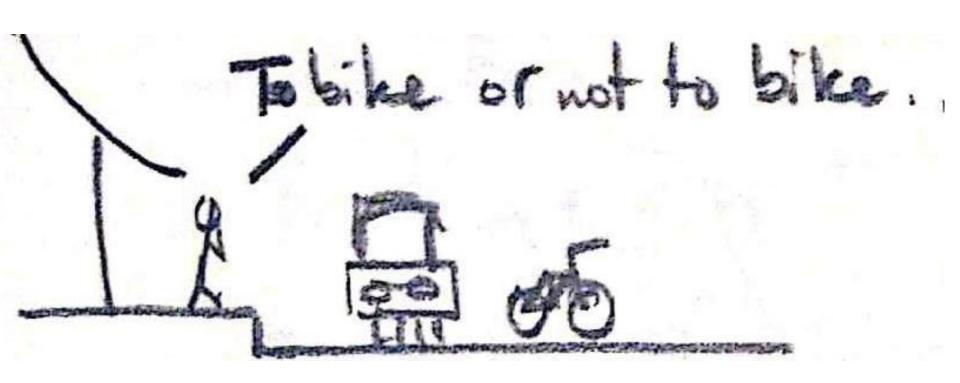
#### Levels of awareness

(Or, why it's not so easy to change behavior)





## A great idea: multimodality





# 2- think everyone is a hippie





- People think about themselves first.
- Indications of what to do should be related to people's own interests:
  - How much they save in money
  - How much they save in time
  - What benefits in health, productivity they'll have



#### #3- expect everyone to change



Some segments of the population will be much more resistant to change

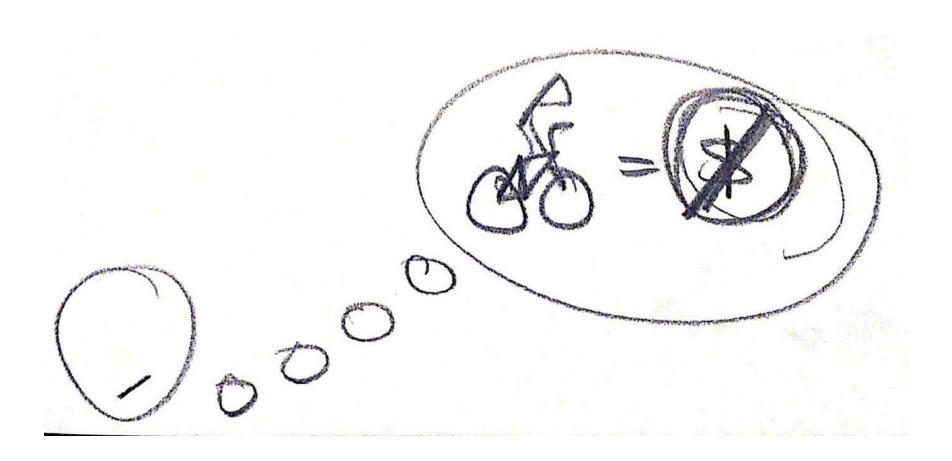


#### We can at least ask for respect



## #4- Think that status is the silver bullet







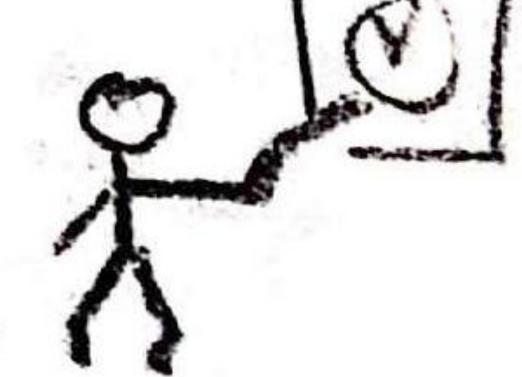
## **Change status for coolness**





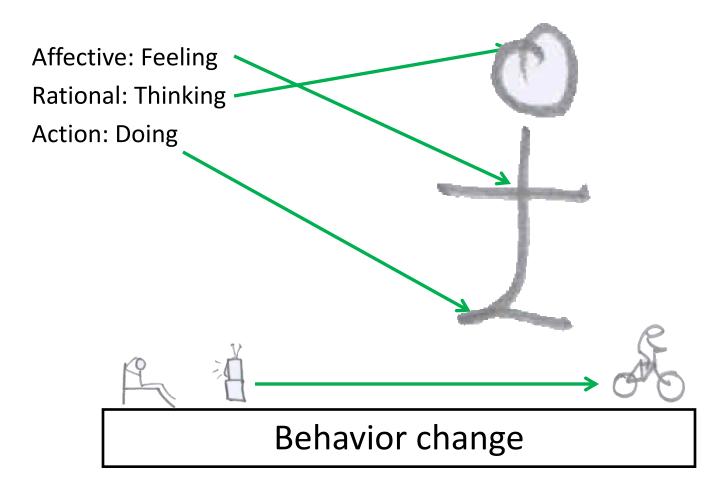
### **#5- Give too many stats**

 Statistics are useful, but only for those who want to read them.



# 3 channels of transmitting the message







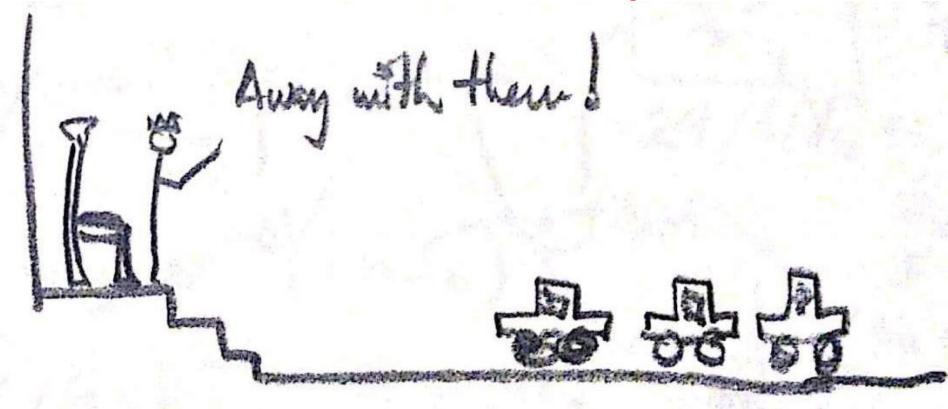
This is your brain on bikes



Mariel Figueroa



#### #6- Think the car is the enemy



But the car is their only (perceived) option.



Think of the car (and present it) as one of the options, but not the best one.



# Ok, some stuff has been done right







#### C- car is replaced by the iPhone



http://www.msnbc.msn.com/id/28433813/ns/business-autos/t/japans-young-falling-out-love-cars/

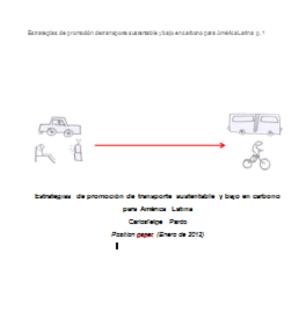
#### All this and more in...

- Training document-Public awareness and behavior change
- English and Spanish
- CD rom with 100 additional documents
- Available free from www.sutp.org



# Discussion paper (to be Position paper)

- "Estrategias de promoción de transporte sustentable y bajo en carbono para América Latina"
- ¿Cómo estamos?
- ¿Qué se debe promover?
- Pasos para una estrategia de promoción





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