

◀ Behaviour Influences Behaviour



◀ Pearlcatchers Ltd

Objectives

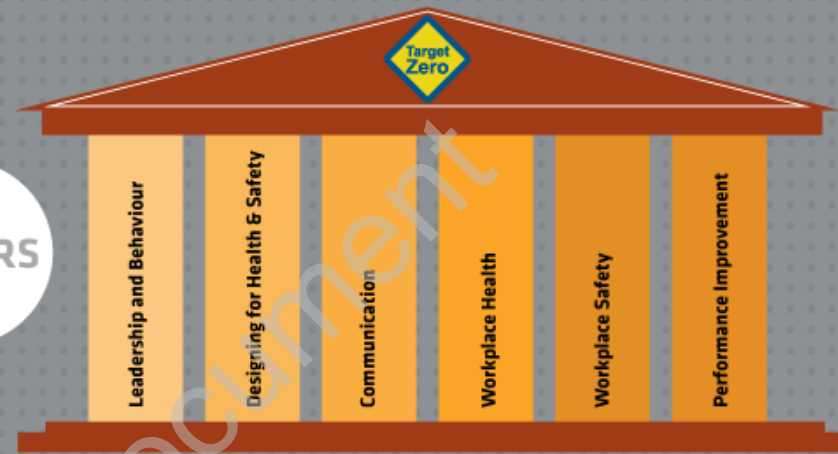


- ▶ Raise awareness of the importance of leadership behaviours and how they influence Health and Safety performance
- ▶ Raise Health and Safety Standards to help Crossrail achieve their Target Zero Goals by driving the right behaviours.
- ▶ Enable you to understand your own behavioural strengths
- ▶ Provide an understanding of common behaviours and the impacts they have on others.



Our principles

- We all have the right to go home unharmed every day.
- We believe that all harm is preventable.
- We must all work together to achieve this



RESPECT THE BASICS



ASSESS THE RISKS



CHECK THE SITE



FOLLOW THE REQUIREMENTS



SUPPORT EACH OTHER



PEOPLE & PLANT



WORKING AT HEIGHT



LIFTING OPERATIONS



CONFINED SPACES



SPRAYED CONCRETE LINING



BREAKING GROUND



ENERGISED SYSTEMS



FIRE/HOT WORK



RAILWAY OPERATIONS

Agenda



Introduction / Icebreaker

Behaviour

The Psychology of Influence

Stop / Start / Change / Continue

What can YOU do?

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Risk Taking Behaviour



- ▶ Knowledge
- ▶ Experience
- ▶ Motivation / Reward
- ▶ Error

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Feelings
and
Emotions

Stress Levels

Self Esteem /
Confidence

Stereotypes
and
Prejudices

Fears and
Anxieties

Values and
Culture

Attitudes
and
Beliefs

Thoughts /
Self talk

Hot
Buttons /
Triggers

Life
Experiences

The Behaviour Iceberg

► SCENARIO 1



Stanley Milgram - 1961



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Time for.....



Technical Example



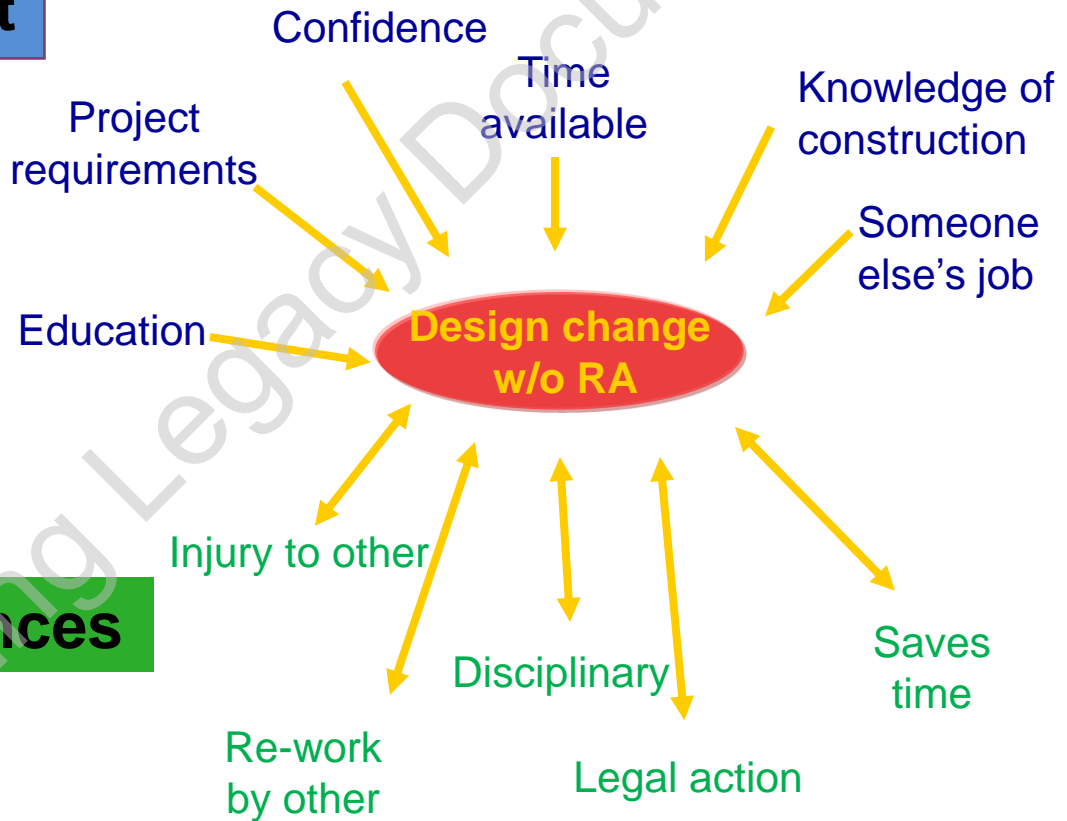
Direct the
behaviour

Antecedent

Behaviour

Consequences

Motivate
the future
occurrence
of the
behaviour



PICNIC



TYPE

Positive / Negative

TIMING

Immediate / Future

PROBABILITY

Certain/ Uncertain

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Vision, Enthusiasm and Emotion



Expertise, Authority and Power



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Reciprocation



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Commitment and Consistency



Social Proof / People Like Me



Liking and Rapport



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Scarcity and Contrast



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► SCENARIO 2



Exercise:



- ▶ Stop
- ▶ Start
- ▶ Change
- ▶ Continue

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Personal Change



- ▶ Feedforward Exercise

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Wrap Up



Learning to teach Document