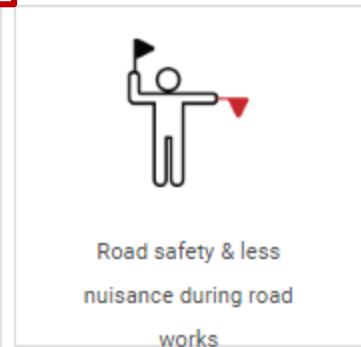
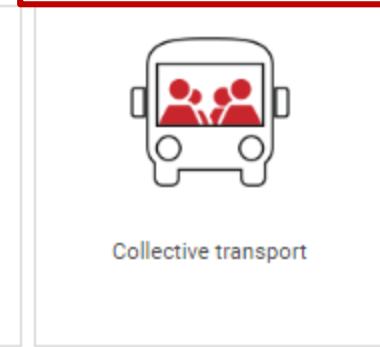
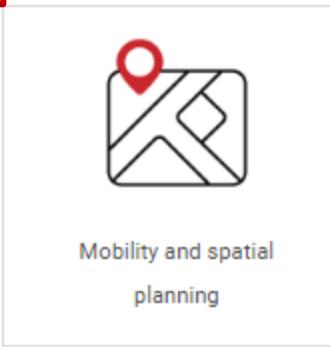
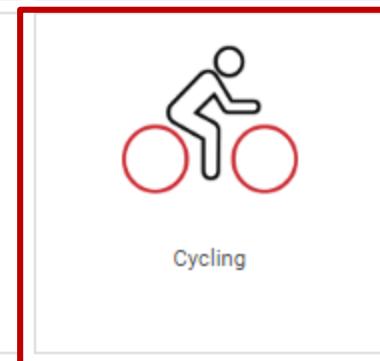
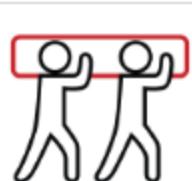
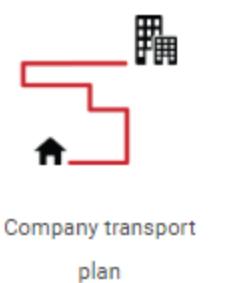




Tips & Tricks on behaviour change
Vincent Meerschaert
Velo-City 2017



MaxSem-model

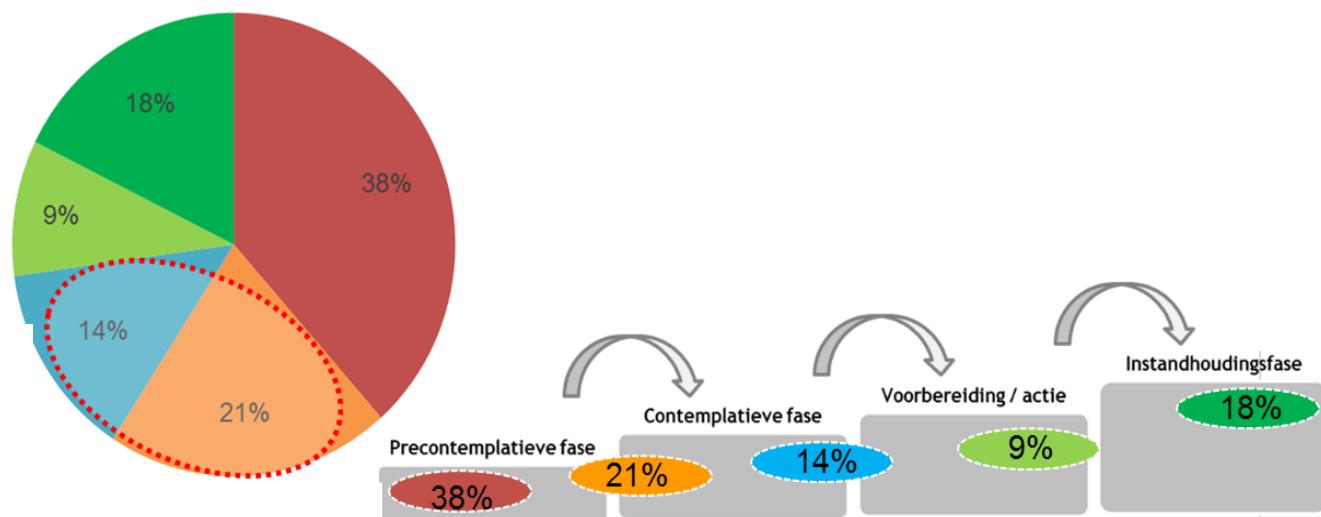


↓
People never cycling; "cycling is no option for me"

↓
People never cycling; "could cycling be an option?"

↓
People never cycling; "I want to try out cycling"

↓
People who cycle (often or now and then); "I keep on cycling"





enlighten
enthuse
encourage
exemplify
enable
engage
experience

“Awareness raising is a form of communication aimed at influencing one’s behavior. It is more than only informing people. The aim is to encourage people to voluntarily change their behavior”

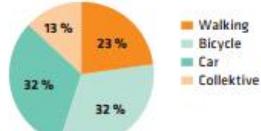
moment marketing



be credible



13 FACTS ABOUT THE CITY OF CYCLISTS



Supermarket and street level shop turnover broken down according to transport mode in %. Customers on bicycle at these businesses account for an annual turnover of DKK 15.4 billion in Copenhagen.



DKK 5 million

Is what the new bicycle bridge The Bicycle Serpent annually saves its many users measured in time saved. The bridge will have paid its way within 7 years.



Of all families with two or more children have a cargo bike or a bicycle trailer.

2,800 years

Is how long it would take statistically to cycle to work before having an accident.

DKK 1 billion

Have been invested in the cycling city since 2005.

30 %

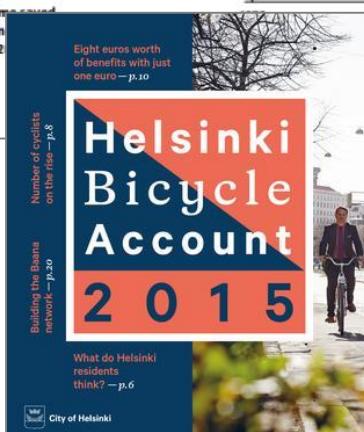
Reduction in the fatality rate for adults who cycle daily to work or education

31 times

Around the world. That's how much people cycle every day in Copenhagen.

1 minute

Is the amount of time saved on an average journey 5 km compared to 2



show the results

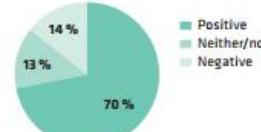
10,000-20,000 T

CO₂/year is what will be saved additionally if the target of 50% cycled commuter journeys by 2025 is achieved.



4 out of 5

Copenhagen households have access to a bicycle.



Copenhageners who think cycling affects urban life and atmosphere

TRAFFIC ENTERING IN AND OUT OF THE CITY CENTER (24 HOUR WEEKDAY TRAFFIC 1970 – 2014)



friendly competition

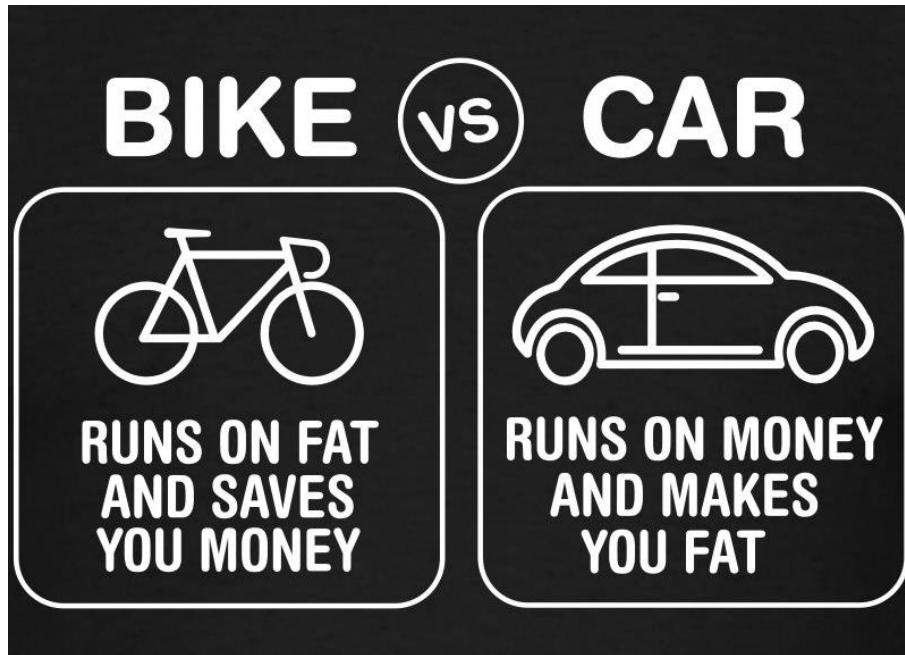
#200FOR200

TAKE THE CHALLENGE:
www.200for200.bike

1. RIDE
200K
2. RAISE
\$200
3. CHALLENGE
2 FRIENDS



☺ works



LET'S HAVE A MOMENT
OF SILENCE FOR ALL
THOSE WHO ARE STUCK IN
TRAFFIC ON THEIR WAY TO
THE GYM TO RIDE
STATIONARY BICYCLES.



No Ridiculous Car Trips, Malmö

look for the unusual suspects

DIALOOG

VOKA Oost-Vlaanderen en FIETSERSBOND Gent in dialoog over het Mobiliteitsplan

Dat de werkgeversorganisatie Voka Oost-Vlaanderen en de Gentse Fietsersbond elk hun eigen visie hebben op mobiliteit, lijkt te verwachten. Maar nog voor het gesprek start, zegt Geert Moerman van Voka dat hij vorig jaar meer dan 10.000 km met de fiets aflegde, waarvan de helft woon-werkverkeer. Hiermee is de toon meteen gezet.

Geert Moerman van Voka en Yves De Bruyckere van de Gentse Fietsersbond hebben wel meer gemeen met elkaar. Ze vinden allebei dat er minder doorgaand verkeer door de binnenstad moet rijden en dat het Circulatieplan constant moet worden geëvalueerd en waar nodig bijgestuurd. En ook over de verdere uitbouw van het openbaar vervoer is er geen discussie. Tot zover de raakpunten.



“We roepen ook bedrijven op om zich duurzamer te verplaatsen.”

“Het is en blijft een gematigd en autovriendelijk plan, toch?”

what about these guys ?



use the language of your target audience



what's in it for me ?



**Don't carry
Christmas
with you
all year.
Cycle for fitness.**



Did you know at peak times it can be quicker to cycle in Worcester than to drive? You'll find the proof of the pudding in the pedalling.

SOURCE: SOCIALEATA 2009



Worcester
Choose how you move

www.worcestershire.gov.uk/choose



worcestershire
county council

provide personalised travel advise



PTP-Cycle

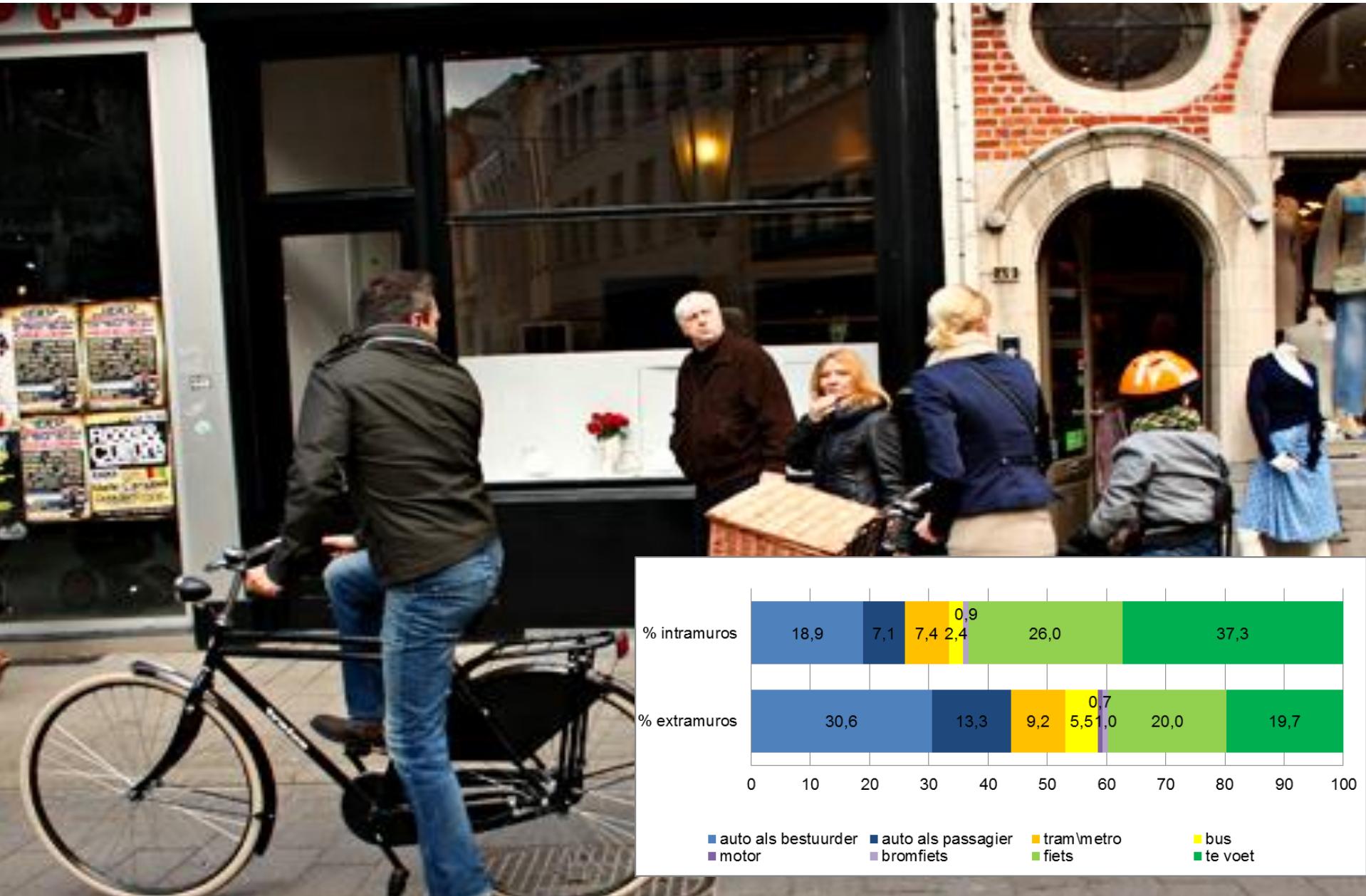
PERSONALISED TRAVEL
PLANNING FOR CYCLING

<http://ptpcycle-europe.eu>

change the default



show the default



let car commercials be an inspiration



SUZUKI

Way of Life!

Designed for urban hunting.

The new CLA Shooting Brake.

The new CLA Shooting Brake is here to conquer the city. It's fully networked thanks to Mercedes connect me and fitted with numerous assistance systems to keep the driver informed of what's important - whether it's an insider tip on a trendy location or an approaching cyclist. www.mercedes-benz.com

Mercedes me



Mercedes-Benz

even car addicts love cyclists



www.pinkbike.com/video/355781/

Thanks for your attention and keep on cycling!



@vincentmrc – vme@traject.be

