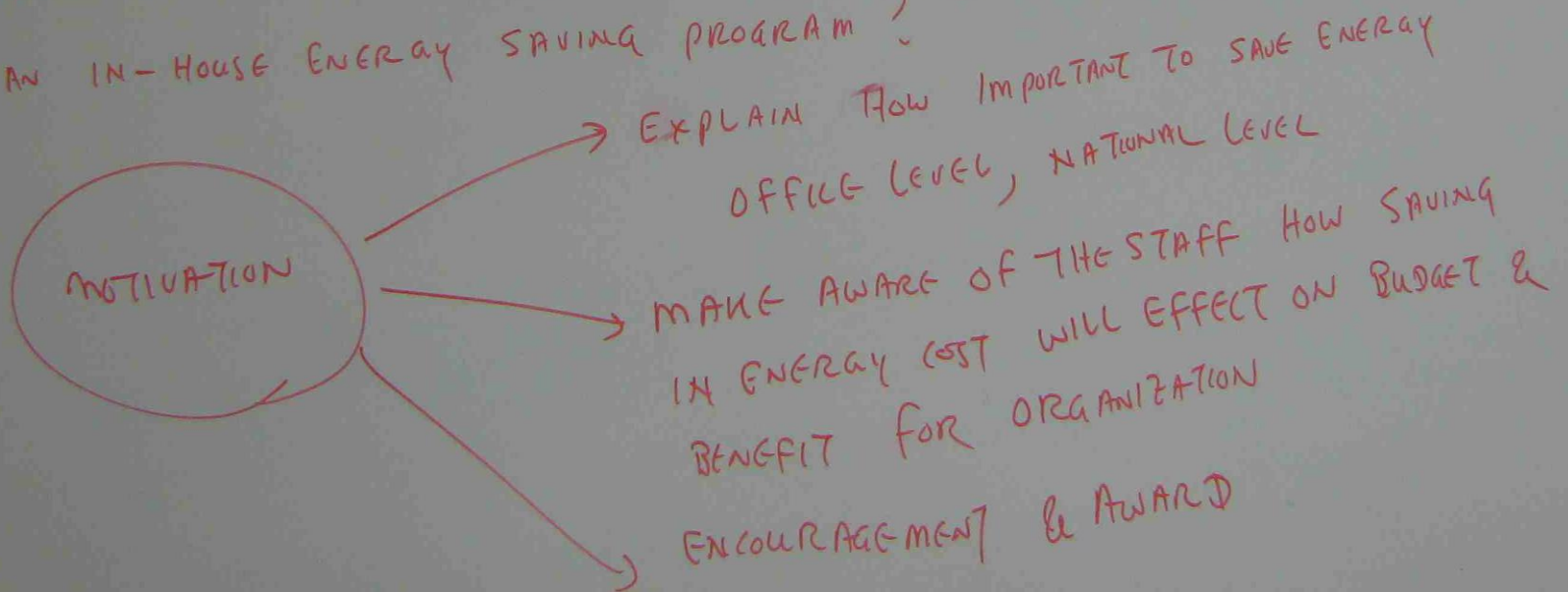


ENERGY MANAGEMENT SYSTEM

A GREAT DEAL HAS BEEN WRITTEN CONCERNING THE SCIENCE OF MOTIVATION

THE MAIN AIM IS TO GET OTHER PEOPLE TO DO WHAT WE IN REALITY SUSPECT, THEY REALLY DO NOT WANT TO DO.

“ HOW DO I MOTIVATE MY STAFF TO PARTICIPATE IN AN IN-HOUSE ENERGY SAVING PROGRAM ? ”



TO GET A STARTING POINT, IT WAS FOUND BENEFICIAL TO GET A GOOD IDEA OF STAFF ATTITUDES TO ENERGY MANAGEMENT.

ENERGY SURVEY WILL NEED TO COVER THE FOLLOWING POINTS

- ENERGY CONSERVATION WORLD WIDE
- ENERGY SURVEY NATIONALLY
- DOMESTIC ENERGY USE
- WORKPLACE ENERGY USE
- WHERE STAFF SEE AREAS OF WASTE
- WHERE STAFF WOULD CUT WASTE
- DISCUSSIONS OF INCENTIVES.

IN MANY CASES, IT WILL BE NECESSARY TO SEEK INVOLVEMENT OF UNIONS, AS CERTAIN WORKING PRACTICES MAY BE IN QUESTION, SUSPICIONS MAY BE AROUSED AND SO ON. UNIONS CAN OFTEN BE SUPPORTIVE AND POSITIVE.

IT IS VITAL THAT THE ENERGY
MANAGER BE OPEN AND DISCRETE.

SUCCESSFUL MOTIVATION

A RANGE OF NEGATIVE ATTITUDES
AND HABITS AMONG STAFF WILL
HAVE TO BE ATTACKED.

- I AM NOT PAID TO SWITCH
LIGHTS OFF
- THEY DON'T PAY ME
ENOUGH TO WORRY
- COULDN'T CARE LESS
- WHAT'S IN IT FOR ME
- WHY SHOULD I BOTHER
- I AM ONLY ONE PERSON
WHAT CAN I DO?

SUCCESSFUL MOTIVATION TECHNIQUES SHOULD HELP TO OVERCOME THESE OBJECTIONS.

A RANGE OF INITIATIVES CAN BE UNDERTAKEN TO COMBAT THESE ATTITUDES
INCLUDING THE FOLLOWINGS.

- RELATING THE WORKPLACE TO HOME
- MONEY
- INCENTIVES AND REWARDS
- ORGANIZATION, INFORMATION AND COMMUNICATION
- THE CONSERVATION ETHIC