Just Act Normal

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How can governments persuade their publics to participate in protecting the environment for the common good, even though the needed measures may be economically painful? In the article that begins on p. 164, Ann P. Kinzig and a distinguished group of coauthors make a provocative proposal. They call for more study of the way people's identities are influenced by their behavior and the behavior of those around them. Governments, they suggest, should actively manage long-term changes in social and personal norms so as to promote responsible individual choices—and not only with traditional tools such as regulation.

Norms of cooperation are typically much stronger than proenvironment norms are, they note, so simple proenvironment messages are not likely to be the only or even the best way to change behavior. The authors remind readers that active norm management can be more subtle, as with the use of opt-out schemes to encourage participation in some socially desirable activity; making public revealing information (for example, ensuring that energy meters in apartment buildings are visible to all); and taxing (or subsidizing) specific choices. Kinzig and her colleagues assert, however, that little is known about the factors that lead to success in campaigns to affect behavior and point out that some efforts have been ineffective or have backfired (Prohibition is exhibit A). Academics should engage more with policymakers to devise strategies for long-term norm management, they argue, helpfully providing an agenda for life scientists.

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It is not hard to imagine how the ability to manage long-term norms effectively, if it is achievable, could be abused. It could suggest measures that would be undemocratic and lead to some groups being unfairly penalized. Some citizens might not (at first?) understand why some socially desirable activity; making public revealing information (for example, ensuring that energy meters in apartment buildings are visible to all); and taxing (or subsidizing) specific choices. Kinzig and her colleagues assert, however, that little is known about the factors that lead to success in campaigns to affect behavior and point out that some efforts have been ineffective or have backfired (Prohibition is exhibit A). Academics should engage more with policymakers to devise strategies for long-term norm management, they argue, helpfully providing an agenda for life scientists.

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