7 February 2025





Long-term behavioural change and user empowerment Through a serious game connecting the smart meters of residential consumers

Pepijn Quast¹, Moein Nedaei² & Ioannis Lampropoulos¹

- ¹ Copernicus Institute of Sustainable Development, Utrecht University (f.p.quast@uu.nl)
- ² Department of Social and Behavioural Sciences, Utrecht University (m.nedaei@uu.nl)

Method

We take 2 surveys:

→ 1 before playing the game

Conceptualisation

value-belief-norm theory.

behaviour.

a) Value-belief-norm theory:

b) Empowerment theory:

→ 1 several months afterwards

Survey

To answer our research questions, we

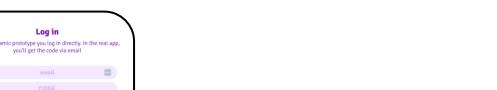
combine empowerment theory and the

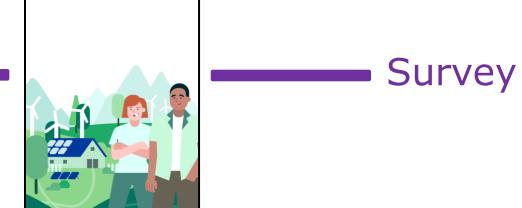
Values, beliefs and norms influence our actual

behaviour. Values are relatively stable, but

believes may change and consequently, our

People that *believe* they are empowered have





Altruistic values

Egoistic values

ABOUT THE PROJECT

- Development of a serious game about energy consumption for households.
 - → Track energy consumption of households.
 - **→** Provide energy forecasts
- Play 'missions' that need to be executed in real-life.
- Change energy consumption in the household
- And learn about energy consumption change through real-time feedback and educative missions



esponsive efficacy

S1



Working

hypothesis (H2)

responsive efficacy

Problem awareness Competence

Working

hypothesis (H1)

EU ENERGY LEGISLATION

EU empowerment measures

- Saving energy
- Dynamic pricing contract Self-generation, consumption and sale of energy
- Adjusting consumption in time

S2

Self-Efficacy

doing

Something)

I behavior

intention)

Experimentation

IF people do not feel empowered by measures, **THEN** changes in legislation?

Real life

EB (actual

behavior)

 Plans and needs for psychological and legal deliverables;

Project timeline

List of legal obstacles to energy

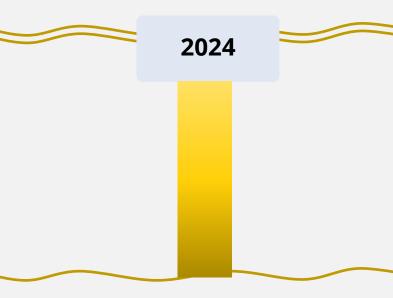
Design of draft survey;

Start of project;

Privacy scan;

transition.

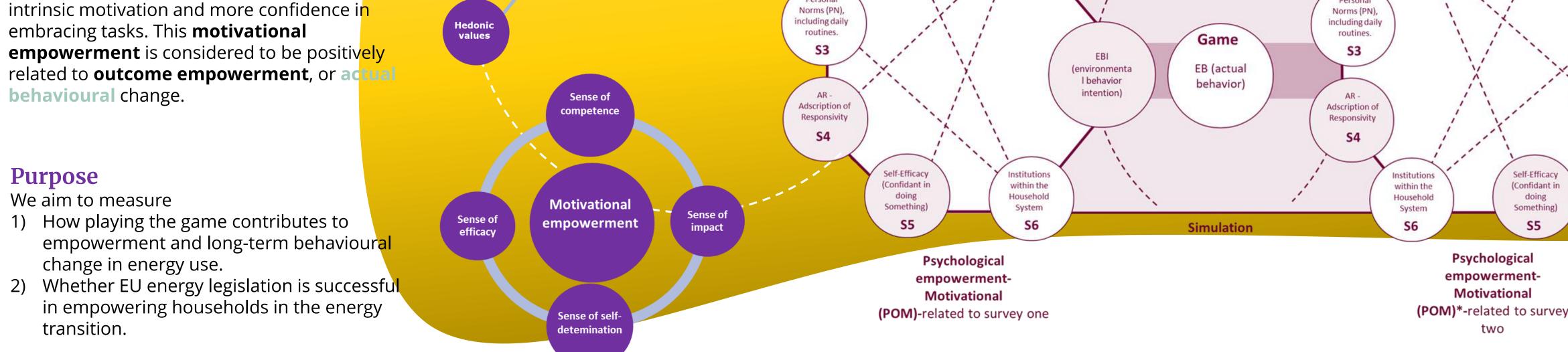
• Development of conceptual model.



- Prototype of game application;
- Finalisation of survey;
- Finalisation of conceptual model;
- lest survey;
- Selection of control group.



- Finalisation of serious game;
- Pre-intervention survey;
- Nationwide pilot of the game;
- Post-intervention survey;
- Start draft article.



- Lampropoulos, I., Werning, S., Nasrollahi, H., Veltkamp, R.C., Belinskiy, A. & Van Sark, W., 'A Serious Game Connecting the Preparation Stage', The 10th IEEE International Smart Cities Conference, 29 Oct. 1 Nov. 2024, Pattaya, Thailand. 2. Thomas, K.W., & Velthouse, B.A., 'Cognitive Elements of Empowerment: An "Interpretative" Model of Intrinsic Task Motivation', The Academy of Management Review 1990/15, vol. 4, 666-681.
- Hartmann, Apaolaza & D'Souza, 'The role of psychological empowerment in climate-protective consumer behaviour. An extension of the value-belief-norm framework', European Journal of Marketing 2018/52, vol. 1, 392-417.
- 4. Van der Werff, E., & Steg, L., 'The psychology of participation and interest in smart energy systems: Comparing the value-belief-norm theory and the value-identity-personal norm model', Energy Research & Social Science 2016/22, 107-114.

Van der Werff & Steg 2016