



The articles and resources below contain many of the ideas, theories and research discussed in the Cultivating Sustainability workshop. This is by no means a definitive list, and requests and suggestions for additions are welcome.

Access to Articles: Due to copyright restrictions, it is not possible to distribute full articles for many of the resources, however abstracts for most can be viewed online free of charge, with the option of purchasing the full article. These abstracts can be found by googling the article title in most instances. Most public and university libraries also provide databases which contain full article access.

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General Articles and Resources

- **Mind the Gap: why do people act environmentally and what are the barriers to pro-environmental behavior?** Kollmuss A.; Agyeman J. Environmental Education Research, Volume 8, Number 3, 1 August 2002 , pp. 239-260(22)
- **Weathercocks and Signposts:** (WWF Report) Weathercocks and Signposts critically reassesses current approaches to motivating environmentally-friendly behaviour change. It presents evidence that any adequate strategy for tackling environmental challenges will demand engagement with the values that underlie the decisions we make – and, indeed, with our sense of who we are. Download report at http://www.wwf.org.uk/core/ge_0000004945.asp
- **Analysis and synthesis of research on responsible environmental behaviour: A metaanalysis.** Hines, J. M., Hungerford, H. R., & Tomera, A. N. (1986/87).. Journal of Environmental Education, 18, 1–8.
- **Twenty years after Hines, Hungerford, and Tomera: A new meta-analysis of psycho-social determinants of pro-environmental behaviour.** Sebastian Bamberg Guido Mösera Journal of Environmental Psychology Volume 27, Issue 1, March 2007, Pages 14-25
- <http://www.cbsm.com/> This site from Doug McKenzie-Mohr consists of six resources: an online guide which illustrates how to use community-based social marketing to design and evaluate programs to foster sustainable behavior; searchable databases of articles, downloadable reports, graphics, and case studies on fostering sustainable behavior; and a listserv for sharing information and asking questions of others.

- <http://verplanken.socialpsychology.org> Lists publications by Bas Verplanken, a leading researcher of attitudes and attitude-behavior relations, habit, values, self, self-thinking and self-regulation, with a strong emphasis on environmental behaviour.

Habits/Decision-making

- **Application of psychological principles to promote travel behaviour change.** Rita Seethaler & Geoff Rose (2003) Download at [www.travelsmart.vic.gov.au/.../2e596ae6a2fa68e5ca256f9600158711/\\$FILE/Seethaler2004.pdf](http://www.travelsmart.vic.gov.au/.../2e596ae6a2fa68e5ca256f9600158711/$FILE/Seethaler2004.pdf)
- **Habits in everyday life: Thought, emotion, and action.** By Wood, Wendy; Quinn, Jeffrey M.; Kashy, Deborah A. Journal of Personality and Social Psychology. 2002 Dec Vol 83(6) 1281-1297
- **Context change and travel mode choice: Combining the habit discontinuity and self-activation hypotheses.** Verplanken, B., Walker, I., Davis, A., & Jurasek, M. (2008). Journal of Environmental Psychology, 9, 15-26.
- **Changes in drivers' perceptions and use of public transport during a freeway closure: Effects of temporary structural change on cooperation in a real-life social dilemma.** Fujii, S., Garling, T., & Kitamura, R. (2001) Environment and Behavior, 33, 796–808.
- **Changing circumstances, disrupting habits** by Wood, W., Tam, L., & Guerrero Witt, M. (2005). Journal of Personality and Social Psychology, 88, 918-933.
- **Effects of increased awareness on choice of travel mode** by Örgen Garvill Agneta Marell & Annika Nordlund. Transportation 30: 63–79, 2003
- **What does a one-month free bus ticket do to habitual drivers? An experimental analysis of habit and attitude change** by Fujii S.; Kitamura R. Transportation, Volume 30, Number 1, February 2003 , pp. 81-95(15)

Cognitive Dissonance

- **Using Cognitive Dissonance to Encourage Water Conservation** (2006) By Chris Ann Dickerson, Ruth Thibodeau, Elliot Aronson & Dayna Miller Journal of Applied Social Psychology Volume 22 Issue 11, Pages 841 – 854
- **Residential Water Use: Predicting and Reducing Consumption.** (1994) By Campbell K. Aitken, Thomas A. McMahon , Alexander J. Wearing , Brian L. Finlayson. Journal of Applied Social Psychology Volume 24 Issue 2, Pages 136 – 158

- **A cognitive dissonance interpretation of consistencies and inconsistencies in environmentally responsible behavior** by John Thøgersen, Journal of Environmental Psychology 24 (2004) 93–103
- **A theory of cognitive dissonance** by Festinger, L. (1957)

Values

- **Motivated decision-making: Effects of activation and self-centrality of values on choices and behavior** by Verplanken, B., & Holland, R. (2002).. Journal of Personality and Social Psychology, 82, 434-447.
- **Predicting proenvironmental behavior cross-nationally: Values, the Theory of Planned Behavior, and Value-Belief-Norm Theory** by Oreg & Katz-Gerro. Environment And Behavior, Vol. 38 No. 4, July 2006 462-483
- **Order without Social Norms: How Personal Norm Activation Can Protect the Environment** Michael P. Vandenbergh, Northwestern University Law Review, Vol. 99, No. 3, pp. 1101-1166, 2005
- **There is no “I” in nature: The influence of self-awareness on connectedness to nature** Cynthia Frantz, F. Stephan Mayer, Chelsey Norton, Mindi Rock, Journal of Environmental Psychology 25 (2005) 427–436
- **Value structures behind proenvironmental behavior environment and behavior**, by Nordlund & Garvill. Vol. 34 No. 6, November 2002. p740-756
- **Values, Environmental Concern, and Environmental Behavior A Study into Household Energy Use** by Wouter Poortinga, Linda Steg & Charles Vlek Environment and Behavior, Vol. 36, No. 1, 70-93 (2004)
- **Values as predictors of environmental attitudes: Evidence for consistency across 14 countries** by P. Wesley Schultz & Andlynnette Zelezny. Journal of Environmental Psychology (1999) 19, 255-265

Social Norms

- **Social Norms, An Underestimated And Underemployed Lever For Managing Climate Change** by Vladas Griskevicius, Robert B. Cialdini & Noah J. Goldstein. International Journal of Sustainability Communication (2008) Vol 3, 5-13
- **A focus theory of normative conduct - recycling the concept of norms to reduce littering in public places** by Robert Cialdini, Raymond Reno & C Kallgren. Journal of Personality and Social Psychology (1990) Vol 58 (6), 1015-1026

- **Factors Influencing Environmental Attitudes and Behaviors** by Stewart Barr
Environment and Behavior (2007) Vol. 39 (4), 435-473
- **A Room with a Viewpoint: Using Social Norms to Motivate Environmental Conservation in Hotels** by N.J. Goldstein, R.B. Cialdini, and V. Griskevicius
Journal of Consumer Research (2008) Vol. 35 (3) 472-482.

Influencing Styles

- **Psychological resistance against attempts to reduce private car use** by Tertoolen G.; van Kreveld D. & Verstraten B. (1998) Transportation Research Part A: Policy and Practice, Volume 32, Number 3, pp. 171-181(11)
- **Antipollution measures and psychological reactance theory: A field experiment.** By Mazis, Michael B (1975) Journal of Personality and Social Psychology. 31(4) 654-660
- **Antecedents of influence outcomes** by Yukl, G., Kim, H. & Falbe, C.M. (1996), Journal of Applied Psychology, Vol. 81 pp.309-17.
- **Promoting internalized motivation for environmentally responsible behavior: A prospective study of environmental goals.** by Osbaldiston, R & Sheldon, K. (2003) Journal of Environmental Psychology, 23, 349–357
- **Consequences for Managers of Using Single Influence Tactics and Combinations of Tactics** by Falbe, C. & Yukl, G. (1992). The Academy of Management Journal, 35, 638-652.