

## **INFLUENCE AT WORK UK: BEHAVIOURAL SCIENCE ASSOCIATE**

### **INITIAL 4-MONTH APPOINTMENT WITH AN OPTION TO BECOME FULL-TIME**

#### **About us**

INFLUENCE AT WORK (IAW) is the award-winning consultancy of two world-renowned names in the field of applied behavioural science, Robert Cialdini and Steve Martin. Our books have sold over 7.1 million copies, our research is taught in major universities around the world and we have been applying our insights to deliver measurable impact for over 20 years.

We take the latest thinking and research in behavioural science and creatively apply it to commercial and societal challenges for clients around the world. We work with a wide range of industries, governments and not-for profit sectors. Our work is incredibly varied.

For example:

- We are currently rolling out Behavioural Science training programmes for conservation charities across South East Asia to reduce human impact on the environment.
- We are currently undertaking a number of RCTs that seek effective ways to encourage 'green' farming practices and reduce demand for wild meat.
- We are collaborating with Governments to maximise uptake of the Covid-19 vaccine through behaviourally informed communications and processes.
- We have applied our expertise to demonstrably reduce fare evasion on transport networks in cities around the world including Ireland, France, Sweden and Australia saving millions for public transportation authorities.
- Our behavioural science insights are being used to improve commercial outcomes for a broad range of companies. This includes supporting a number of businesses with their back to work strategies post-lockdown.
- We teach our behavioural science programmes globally. They include designing and leading the faculty on our highly regarded Behavioural Science Exec Ed. programme at Columbia Business School.



## INFLUENCE AT WORK

Despite our global reach and extensive network, we are an incredibly close-knit organisation. Everyone in our team plays a crucial role. We are inclusive and supportive and everyone plays their part to deliver world-class client results whilst building their mastery and contributing to the advancement of our science.

Working at IAW means full visibility, unparalleled access and unique opportunities to work with some of the world's most respected researchers and practitioners on projects that are as fascinating and complex as they are rewarding and fun.

Our team has doubled over the last 18 months, yet we are busier than ever and are looking to recruit another talented behavioural scientist to join our world class team.

Find out more about us at [www.influenceatwork.co.uk](http://www.influenceatwork.co.uk)

### **What we offer**

We are seeking a behavioural scientist who aspires to use their behavioural science knowledge to build bridges from theory to meaningful real-world practice. You will be client facing from the outset and can expect to work on several projects at a time.

You will get the chance to develop your skills across a variety of projects and to build your profile from a platform that few can match. You will be afforded trust and autonomy, flexibility and, of course, the chance to work with a wonderfully smart, motivated and dedicated team.

Due to our size, you get early responsibility, variety and a family feel along with formal and on-the-job learning opportunities.

### **In return**

Our clients come to us for our behavioural science expertise, academic rigour and great service.

The successful candidate will have:

- a strong academic background in behavioural science: e.g., social psychology, cognitive psychology or a related field such as economics, data science, statistics
- familiarity with fundamental behavioural science research and theories
- understanding of experimental and scientific approaches
- one year's relevant work experience which may include roles such as consulting, analytics, project delivery, communications or other roles that helped to build the skills we value
- data analysis skills to measure impact (e.g., Excel, coding, SPSS or Stata)



In addition to your technical capabilities, you

- can write clearly, concisely, with purpose and energy
- can speak compellingly and adapt to your audience
- are a team player that listens and supports others
- can build rapport with new people in a professional setting
- are creative and adventurous in your thinking
- can show initiative and can work independently with appropriate guidance
- are able to think analytically with attention to detail and a robust approach
- achieve high standards when delivering multiple things at a time
- welcome others' insights and are willing to learn

### Contract details

**Number of vacancies:** 1

**Hours:** Full time

**Contract:** Fixed term from 3<sup>rd</sup> January 2022- 29<sup>th</sup> April 2022 (4 months) with the possibility to extend to permanent

**Pay:** To reflect experience

**Location:** We have two offices, in Hertfordshire and at our partner office at Oxford Circus, Central London. We are currently mostly working from home but can work from either. You are not expected to relocate or commute daily to the office.

**Right to work:** We can only consider people with a right to live and work in the UK.

### Application process

Please apply to [recruitment@influenceatwork.co.uk](mailto:recruitment@influenceatwork.co.uk). We look forward to hearing from you.

- Please send your CV (maximum 2 pages)
- In lieu of a covering letter, please respond to the following in a maximum of 250 words each.
  - a. Why would you like this role?
  - b. Please tell us about a time when you needed to meet a deadline or achieve an outcome and didn't have the ability to do it on your own. We want to understand how you resolved the issue and how you collaborated with others.

**The application deadline is 9.00am, Monday 13<sup>th</sup> December 2021.**

Successful applicants will be invited to an interview between 14<sup>th</sup> and 22<sup>nd</sup> December. We appreciate that this is in the run up to Christmas, so please tell us any dates or times you are unable to attend.



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The interview will be via zoom or in person in London if preferred by the candidate.

It will involve:

- A behavioural science task. You will have 30 minutes to prepare thoughts for a behaviour change campaign and 15 minutes to discuss your approach with us. This is an opportunity for you to get experience of some of the exciting work we do at IAW.
- A 30-minute discussion of your experience and skills.

**Application deadline:** 9.00am, Monday 13th December 2021

**Interviews:** 14-22<sup>nd</sup> December 2021

**Offer:** Latest 24<sup>th</sup> December 2021

**Start date:** 3<sup>rd</sup> January 2022