



Founded at Harvard, we provide world-class research that drives some of the biggest brands today. **We specialize in accessing the authentic voice of the consumer** and delivering clarity to brands on their unique value proposition and positioning through our work with Deep Metaphors<sup>TM</sup>.



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while they are driving. We conducted both an explicit survey and an implicit association test.

Insurance and Students Against Destructive Decisions (SADD) to

research how teens use their phones

## The problem:

At any given moment, 660,000 people are texting and driving



## THE METHODOLOGY Implicit Association Tests

- ► Implicit associations or unconscious meanings and associations – impact behavior most when there is little time, distraction, and many choices.
- ► IATs are the best in class methodology to quantify the strength of associations between a brand or topic and key drivers.
- The Process:







**Benchmark** 





THE INSIGHTS

## **Understanding the Teen Mind**

- ➤ When using traditional explicit measures, most teens say all the right things that it is risky and worrisome to use their phone; that checking their phone is not urgent, is a low priority and is unenjoyable because it interferes with driving.
- ➤ In contrast, implicit measures reveal a markedly different pattern. Implicitly, teens see phone use while driving as not risky and not interfering; something that is enjoyable, high priority, and is perfectly okay to do while driving.

MOVING FORWARD

## Tips and Tools for parents

- When it comes to changing teens' behavior on the road, understanding teens' unconscious bias can help to change their habits and deep held beliefs on what is safe vs. dangerous behavior.
- Through our work together,
  Liberty Mutual was able to
  assist parents with tips to
  encourage responsible driving
  among today's teens:

Check out
Liberty Mutual's
Teen Driving
Resources

