

What to do when the community doesn't want your good ideas;

Implementing necessary infrastructure projects often encounters resistance from the very communities they are meant to serve.

Why?



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Tina Law | THE PRESS

Sun, Jun 9, 2024

### **Businesses** fear cycleway will kill their trade, while high school welcomes plan



SPORT

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Steadfast Books owner Christchurch City Cour parks close to his shop.

**Roadworks mayhem: Christchurch publicans** angry about being marooned by roadworks

Amanda Cropp

### **Roadworks drive away** business

Corey Taylor



#### **Bay of Plenty Times**



LENZ SUPERETTE IS OPEN FOR BUSINESS

BAY OF PLENTY TIMES

#### Letters: Cameron Rd roadworks a disaster, and ways to fix congestion

28 Mar, 2023 10:00 am 🛛 💌 Premium

A reader says roadworks in Cameron Rd have seriously inconvenienced businesses and their customers. Photo / George Novak

## I am a person who likes to take risks

 Very
 3.6%

 Somewhat
 17.4%

 Hardly
 41.6%

 Never
 37.5%

# "Faced with the choice between changing one's mind and proving there is no need to do so, almost everyone gets busy on the proof" – Galbraith

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# Your feelings and beliefs don't care about facts



# • 75% adopted change through interaction with a significant other

## ¾ of people don't care about your data, they care what their friends and family think





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We have strong motivation to be part of fun activities with others

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## 5 Takeaways

- **1. Laggards or Screams of Anxiety?**
- 2. Tell a different story
- **3.** Be strategic
- 4. Are you relatable and a trusted message courier?
- 5. There is hope!