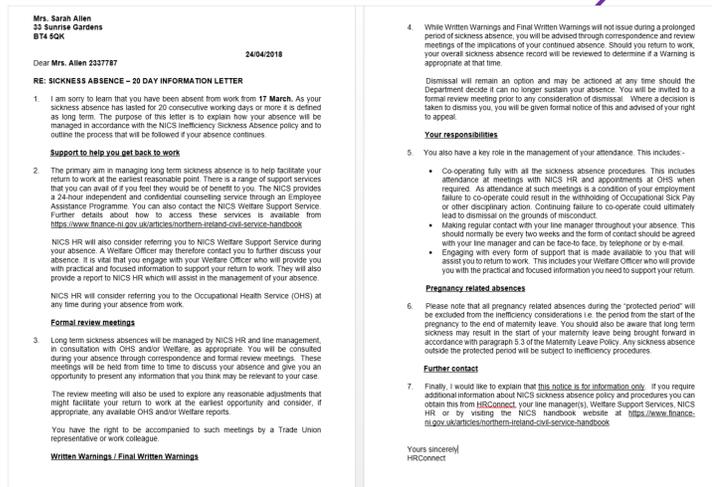
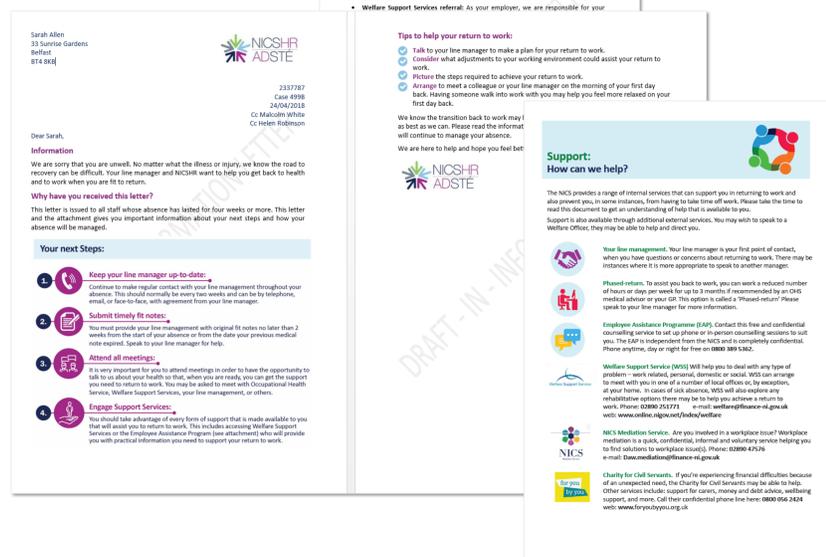


How we used behavioural science to encourage appropriate return to work after illness

Standard 20-day absence letter:



Revised 20-day letter:



What did staff and line managers think about the new letter?

Staff:

- o I feel supported by the organisation
- o The absence is handled in a respectful and understanding manner
- o It shows case management which is reassuring
- o It's informative and well laid out and covers key questions
- o Comes from a place of support rather than guilt/fear mongering
- o Not threatening in any way
- o It explains a lot as it can be an anxious time if someone has never gone through the process before

Line Managers:

- o Informative and explains the situation without making me feel pressured to return
- o understand the process and everyone is treated equally
- o Once I read it I felt like pressure was off and I was valued as a person
- o An improvement on the original letter sent
- o I liked this letter. Very good overall
- o Support mechanisms comprehensive and should cater to most scenarios

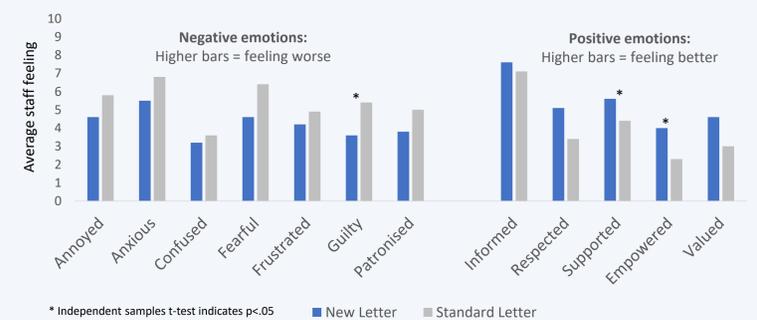
The Experiment

Staff and Line Managers were given either the standard letter OR the revised letter and asked to consider how they would feel if they received the letter after being off sick.

The Results

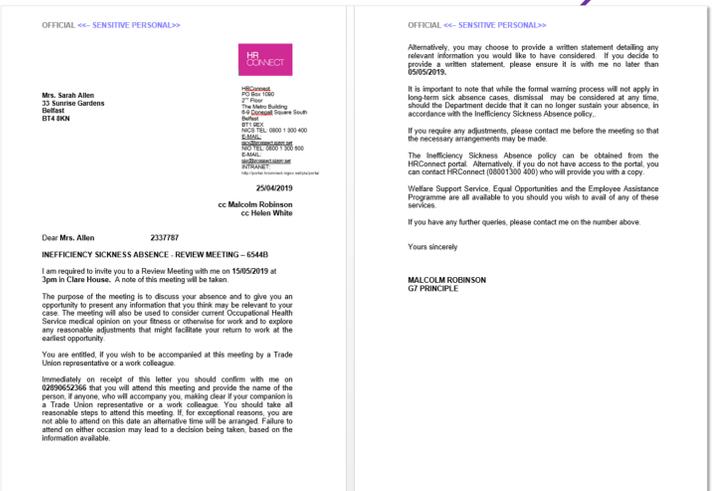
Both Staff and Line Managers who received the new letter (blue bars) thought it would make them feel **more positive emotions** and **less negative emotions** than those who received the standard letter (grey bars).

Graph 1: Average Staff response to the statement: "To what extent to you think this [Information] letter would make you feel:" on a scale from 0 (not at all) to 10 (Very).

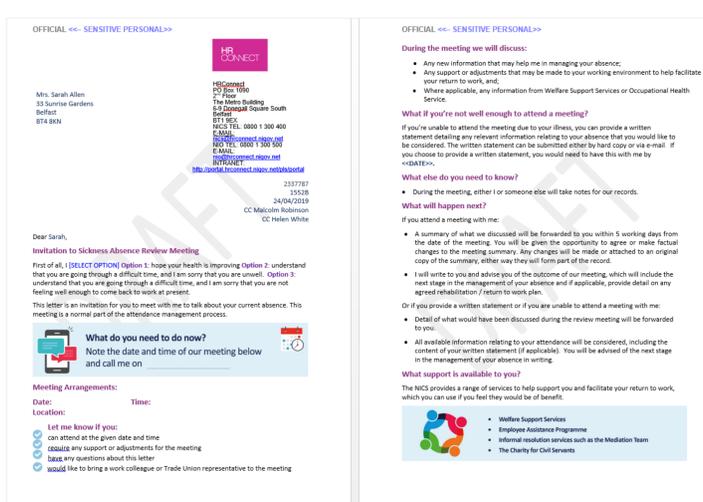


* Independent samples t-test indicates p<.05

Standard invitation to meeting letter:



Revised invitation to meeting letter:



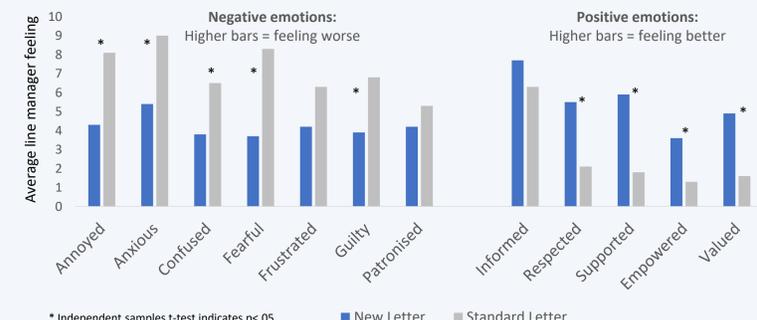
Behavioural Science principles:

- **Simplifying** the content and messages
- **Personalisation** – removing references to case number in the “To” field and replacing the surname with first name
- Minimizing ‘legal speak’ and using **plain language**
- **Framing** all content in terms of “return to work” and “recovery” rather than “inefficiency” and “sickness”
- Making the design **attractive** and professional with help from DoF comms team
- **Adding structure** with the use of headings, colour coordination, bullet points, **chunking**, and white space
- **Consider the messenger:** for each letter, we considered who was signing off the letter and what impact that may have. Where possible the messenger was a person, not just a system (HRConnect)
- Removing potentially anxiety-provoking but important information from the main body of the letter, carefully making the wording as empathetic as possible, and incorporating the information into a **separate “Information Sheet”**
- Effective **signposting of support** services – consolidating all forms of support in a separate leaflet that could be attached to any letter
- Encouraging staff member to seek **social support** on day one of return to work
- **Implementation Intentions:** visualizing the steps needed to return to work; noting date and time of meeting
- Clearly **indicating what to do next**

The letters also emphasized themes of:

- **Empathy**, compassion, and understanding
- **Accountability of employee** – clear emphasis on the steps, if any, that the employee needed to take to be sure they were complying with the policy
- **Line manager** as primary support mechanism

Graph 2: Average Line Manager response to the statement: “To what extent to you think this [Information] letter would make you feel:” on a scale from 0 (not at all) to 10 (Very).



* Independent samples t-test indicates p<.05