

WHAT ARE WE MOST SCARED OF - THE VIRUS OR THE VACCINE?

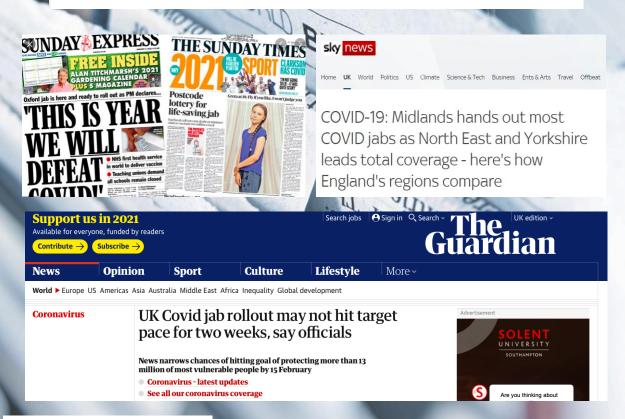
UNDERSTANDING PUBLIC ATTITUDES TO A COVID VACCINE IN THE UK, USA + GERMANY

Jan-21









Job done, ...right?

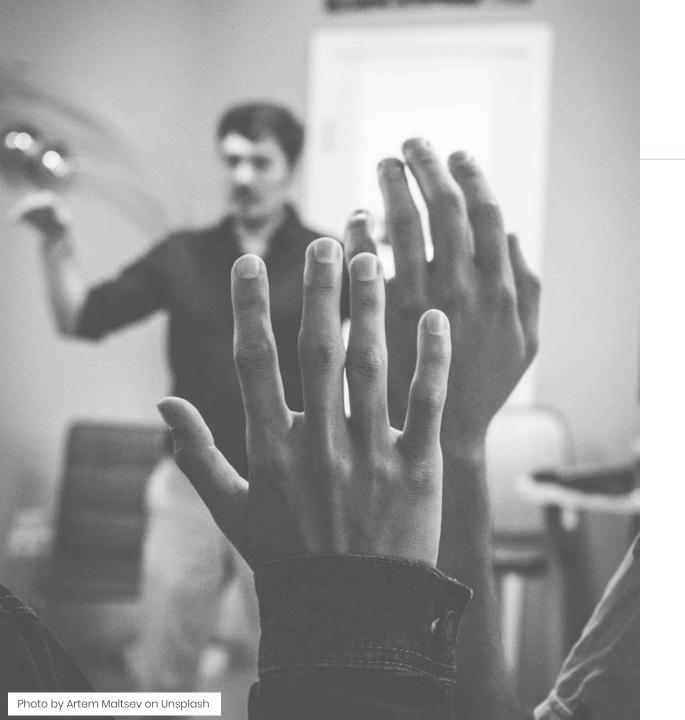
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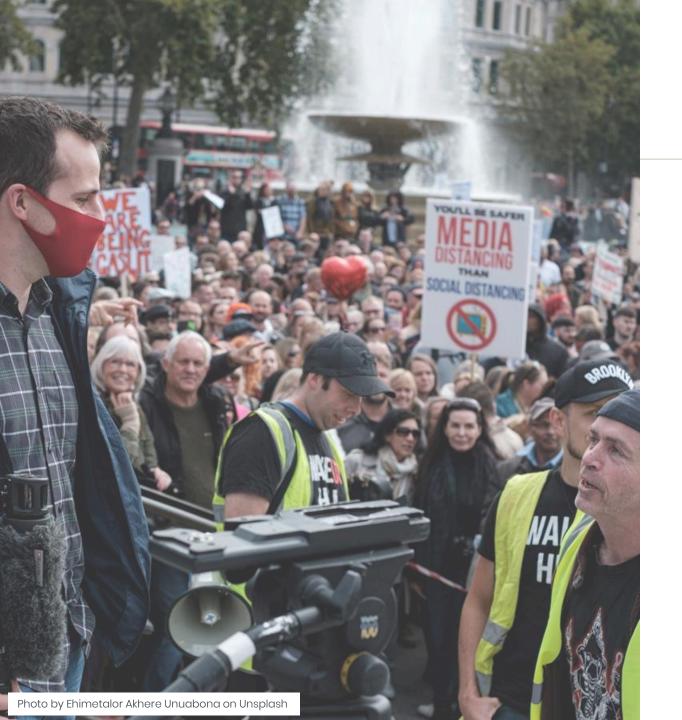
People on one side of an argument find it virtually impossible to see any value or legitimacy in the views of people on the other.





The path to the extreme begins in normality





Fertile soil

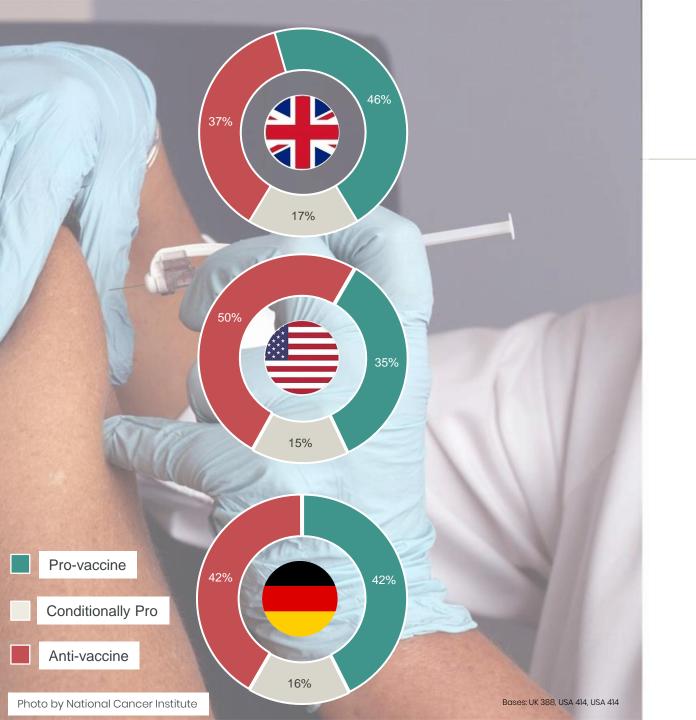
Trust

Issue identity

Tribalism

Fake news





3 stances Pro Yes, maybe, but... Anti

Cultural context

Core influences



TRUST



SELF + SOCIETY



FEAR

Personal priorities



BACK TO LIFE



VALUES + IDEOLOGY



VACCINE EFFICACY





"I have been vaccinated for years. It did me good. But I will certainly not be vaccinated against corona so quickly and thoughtlessly if there is a vaccine. Wait and see if there are any side effects. But I am against compulsory vaccination. For self-determination. It's "my body"."

Conditional, USA

Core influences

Trust

Self + society

Fear

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Personal priorities

Back to life

Values + ideology

Vaccine efficacy











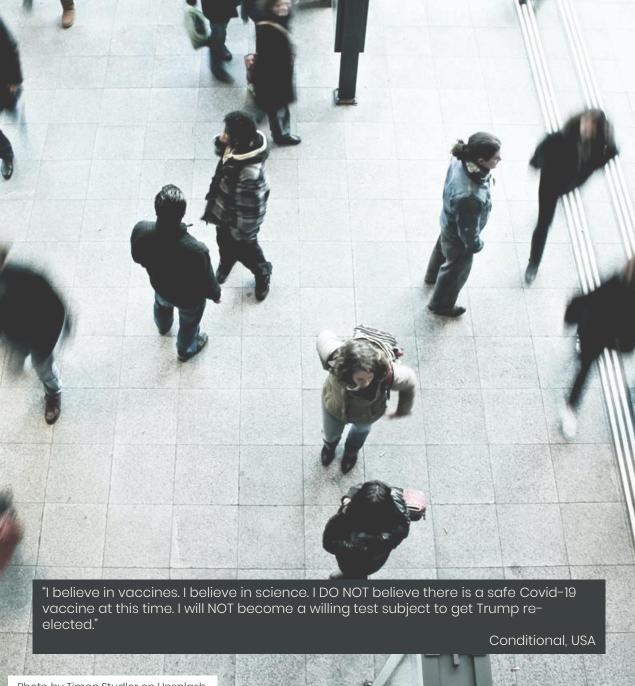


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Kantar		
Fear Virus	Undecided	Fear Vaccine
36%	23%	41%
45%	27%	28%
46%	23%	31%
	Fear Virus 36% 45%	Fear Virus Undecided 36% 23% 45% 27%

	Listen + Learn		
	Pro-vac	Conditional	Anti-vac
USA	35%	15%	50%
Germany	43%	16%	42%
UK	46%	17%	37%





Potential

The potential for your message to influence behaviour will depend on...

Trust

Their predisposition combined with what and who they listen to.



Values

The moral compass, what they hold to be right or wrong.



Bookmarks
 Bookma

The social dynamics and cultural and historic backdrop.

