

Background

- Following a national consultation process the commission identified gaps in research, namely the perspective of Irish youth
- Offer made by Mark Duffy, US Embassy Youth Council member & Marketing Exec to research and present insights on Irish youth, leveraging professional access & networks
- Insights offered are both qualitative & quantitative through various research reports, focus groups & informal interviews
- Report covers 3 topics:
- 1. Experience of engagement with the policing system by young people:
- 2. Recruitment campaign to broaden the diversity of entrants into AGS
- 3. Motivating AGS personnel

Experience of engagement

- First topic is to understand Irish Youths experiences and opinions on engagement with An Garda Siochana
- Schools: 2x Secondary schools in Dublin crossing socio-economic class divides
- Regional: St. Muredachs college Ballina
- Peer & professional network

St Muredach's College Ballina

Profile:

St Muredach's College is an all-boys secondary school in Ballina, County Mayo.

Ballina is the largest town in county Mayo with Muredach's having a mix of urban and rural pupils.

Sample size of the class: 25

How many were open to joining AGS: 0

Verbatim:

"None wanted to be a Garda"

"Saw them as people to be avoided"

"GTA has altered his view of them"

"Much more negative than I thought"

"Don't want to be called a pig"

"More interested if they were armed"

"It's a generational thing, if your parents don't like them, you wont like them"





UCD Students

Profile:

8 UCD students studying Engineering, Business & Science.



Verbatim:

- "Grand to deal with, if you're nice with them you may get off"
- "Too informal, lecture like when dealing with speed offenders".
- "I'd love the chases but would hate the admin"
- "They need more respect shown to them"
- "I stiffen up when I see a guard"



St. Joseph's Secondary School, Rush Co Dublin

Profile:

St Josephs Secondary school is a mixed secondary school in Rush, County Dublin.

Sample size (2 3rd year classes): 28

How many were open to joining AGS: 3

Reasons why they wouldn't join AGS

- Poor Pay
- Don't want to be called a pig
- Boring
- Not popular with locals
- Dangers
- Felt Rush is less safe since the Garda station was removed





Oberstown Campus School Dublin

Profile:

Oberstown Children Detention Campus (Oberstown) provides a safe and secure environment for young people sentenced or remanded by the Courts. Profile:

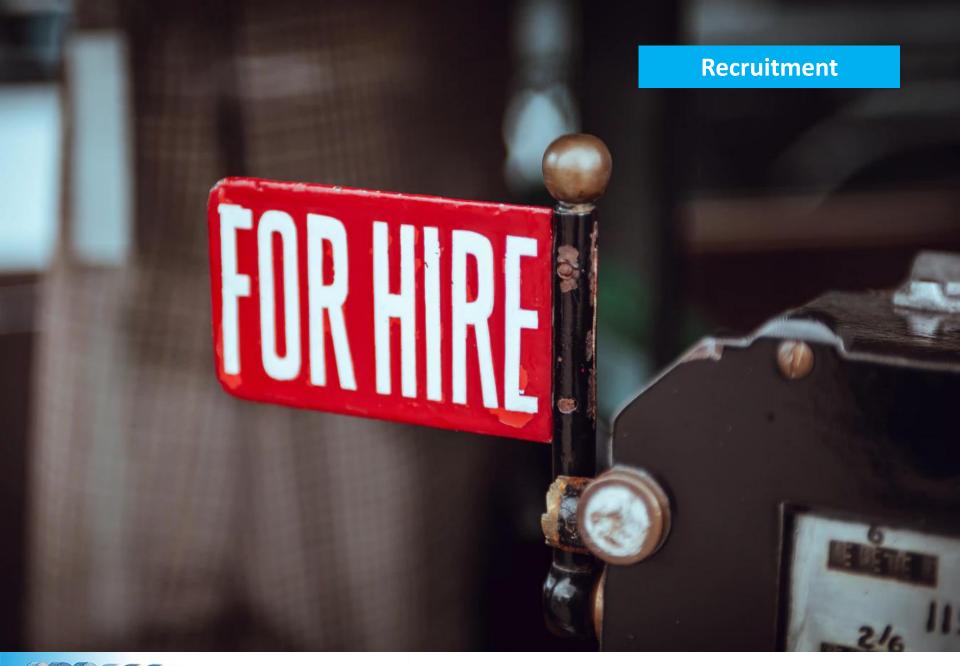
There were 46 young people - 43 were male and 3 were female.

16 were from Dublin, 3 were from Cork, 4 were from Galway, 3 were from Louth, and the rest came from counties: Meath; Longford; Carlow; Cavan; Kildare; Kilkenny; Limerick; Westmeath; Waterford; Wexford. 38 were Irish nationals, 7 were Travellers, and 1 other young person was of another ethnicity.

Reasons why they wouldn't join AGS

- Don't want to be called a pig
- Saw them as enemies
- No one likes them
- Family & friends arrested by them

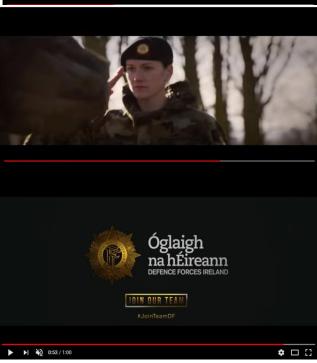




Recruitment campaign to broaden the diversity of entrants into AGS

- A new campaign on behalf of The Defence Forces set about "hypertargeting" the women deemed most likely to follow up on application by doing the fitness test and making it through to the other side of training.
- It identified the target audience as the estimated 11,700 women who were already adept at following orders, understanding team dynamics and throwing themselves into physical challenges.
- "You've been training all your life for this job. You just didn't know it," a <u>one-minute video</u> explicitly addressed sport-playing women. It went on to show the range of roles in the Defence Forces and concluded with the call-to-action "Join Our Team" (#JoinTeamDF).
- https://www.youtube.com/watch?v=CTZr0G69WHk







FOLO

The Fear of Only Living Once The conflicting tension of wanting to seize every opportunity, but knowing that you can't seize them all

- How can we make joining An Garda Siochana attractive to young people in a period of full employment and changing job requirements?
- How to promote more diverse entry routes and increase range of backgrounds of people joining by making the organisation more attractive ("a different job every day").

Segmentation

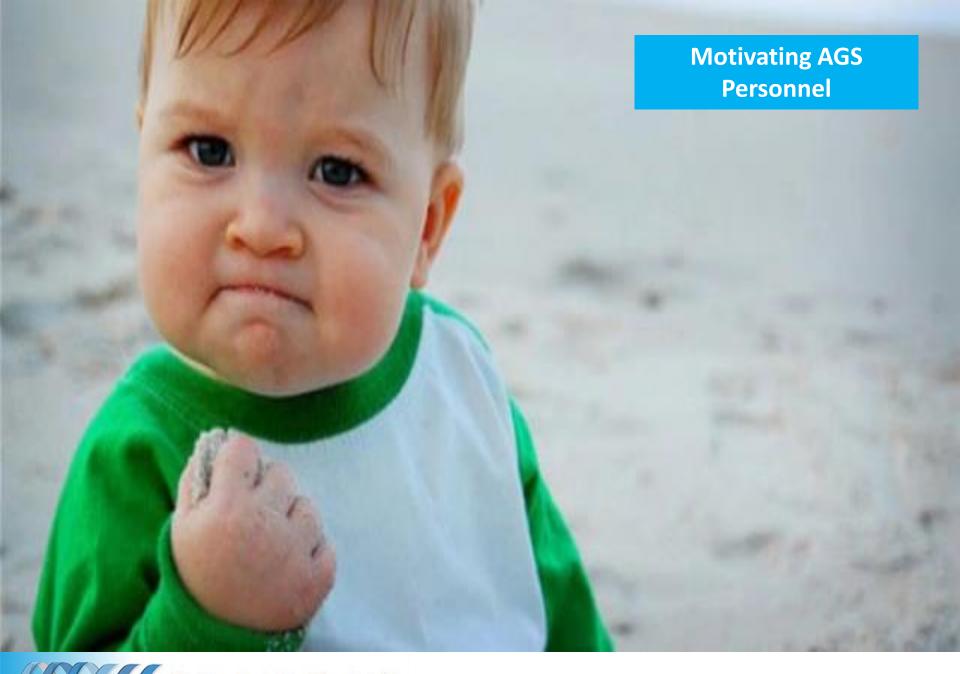


Sean:

The Driver
The Detective
The Community Man
The footballer
The volunteer
The Social Worker
The musician
The cyclist
The first responder
The protector
The Guard

A campaign that is targeted at the various roles that being a Garda entails. Using data to segment & target campaigns based on education & life interests.

People focused campaign: "I am"



Motivating AGS personnel

 Examples of good practice from corporate sector with large workforces on how to motivate and encourage personnel through financial/non-financial rewards and benefits etc. Examples of organisational change to harness good practice. Great Place to Work initiative etc.

EG:

- Progression Opportunities
- Work variety
- Appraisal
- Flexi time
- Career & travel breaks
- Clarity on structures for promotion
- Education opportunities



Interests	Prospects
 ✓ Wealth - Consider wealth an important attribute ✓ Travel and Adventure - 75% would love to travel ✓ Inclusiveness - 75% supported same-sex marriage, more politically liberal 	 Millennials fear unemployment and financial instability due to the Recession in the late 2000s Millennials are the most highly educated and culturally diverse group of all generations
✓ Digital Natives— social media is their main source of communication	 Living with their parents for longer periods than previous generations – due to higher house prices, rent prices, education
✓ Self Interest – Due to constant access and instant ratification thanks to internet and social media. This population have developed a sense of entitlement and narcissism- millennials	 fees. Adulthood is assigned with career and no longer marriage & family. Tendency for delaying some rites of passage into adulthood for

Workplace Attitudes

- Prefer to work for companies engaged in the betterment of society.
- 90% place importance on a work-life balance.

exhibited 16% more narcissism than older adults

- Expect close relationships and frequent feedback from supervisors.
- Expect supervisors to provide regular feedback, responsibility, and involvement in decision making.
- High expectations for advancement, salary and for a coaching relationship with their manager.
- Switch jobs frequently due to their great expectations for fast progression from the workplace.
- They look for versatility and flexibility in the workplace.
- Millennial females have been observed as more assertive than previous generations when it comes to career progression and developing

Young Leader Turnover @ KBC

In the past 6 months, Young Leaders @ KBC have lost 4 millennial members (2 female & 2 male) to turnover. We reviewed their reasons for leaving in light of this project.

Four key themes emerged from this review.

- **1. Permanency** required for personal progression (mortgage, wedding etc.)
- 2. Slow internal turnaround for job applications

3. Direct line manager relationship

longer periods than most generations before them.

4. Offered better salary for same role with less work - **smoother internal processes**

18-24 year olds – Their Brand Relationships

- 50% of millennials would be more willing to make a purchase/ work with a company/ organisation if their purchase supports a cause
- 37% of millennials say they are willing to purchase a product or service to support a cause they believe in, even if it means paying a bit more
- 80% of millennials want brands to **entertain them**
- 70% feel a responsibility to share feedback with companies after a good or bad experience
- **75% would like travel and crave adventure** offer exclusive trip give-aways or sponsor unique experience events e.g. RedBull sponsoring cliff diving.
- 57% of millennials do research and compare prices/brands online
- If brands are shrinking in importance, social media is growing. Millennials are turning to their online networks when making decisions.

18 to 24 year olds want 3 things...

Humour & Relatability

Opposite of Traditional

Value that Exceeds Expectations

Gen Z In numbers:

- Age: 4-23 years
- Life expectancy: 100 years
- Around the world: 2.56bn by 2020, 32% of world population
- Ireland: 978k, 21% of population