Chapter 3
Analysis of target group needs
GUIDE OF ECONOMIC INCENTIVES

INPUT

CHAPTER 3
Analysis of needs

OUTPUT

Overall objective: reduce number of accidents or severity of claims.

Chapter objective: identify the preventive needs of the group.
CHAPTER 3. ANALYSIS OF TARGET GROUP NEEDS.

Outline of the analysis.

INPUT
Target group

CHAPTER 3
Analysis of needs

Definition of accidents related variables → Acquisition of data → Data analysis and findings

OUTPUT
Group needs
Analysis process: step 1.

**INPUT:** Target group

**Definition of accidents related variables**

**OUTPUT:** Factors and indicators structure

It has been defined in the previous chapter depending on different criteria (i.e. sector of activity, emerging risks, ...)

- **Company:** sector of activity, size of the company, size of local unit, preventive organisation system.

- **Worker:** sex, age, occupation, employment status, experience in the company, experience in the occupation.

- **Work:** specific physical activity, working process, working environment.

- **Event:** deviation, material agent, contact-mode of injury, date and time, type of injury, part of body injured.
Analysis process: step 2.

INPUT: Factors and indicators structure

Acquisition of data

OUTPUT: Structured accidents data

Data sources
- Existing surveys: ESAW 1995-2005, national statistics…
- New surveys: designed accordingly to the factors and indicators structure
CHAPTER 3. ANALYSIS OF TARGET GROUP NEEDS.

Analysis process: step 3.

INPUT: Structured accidents data

Data analysis and findings

OUTPUT: Identification of target group needs

GROUP OF EXPERTS

Collected data

Findings: target group needs

• OSH management system.
• Industrial processes and technologies.
• Working methods.
• Working environment.
• Training and information.
• Organization of human resources.
• Work equipment and materials.
• Chemicals and related products.

<table>
<thead>
<tr>
<th>FACTORS</th>
<th>INDICATORS</th>
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<tbody>
<tr>
<td>Companies</td>
<td>Local units: &lt; 50 workers.</td>
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<tr>
<td>Workers</td>
<td>Sex: male.</td>
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<tr>
<td>Works</td>
<td>Occupation: extraction and building trades workers.</td>
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<td>Events</td>
<td>Special or physical activity: movement; handling of objects; driving / being on board a transport means or handling equipment.</td>
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<td>Working environment: construction site, opencast quarry, opencast mine.</td>
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<td>Deviation: loss of control; slipping, stumbling and falling - Fall of persons.</td>
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<td>Contact - mode of injury: horizontal / vertical impact with / against stationary object (victim in motion).</td>
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CHAPTER 3. ANALYSIS OF TARGET GROUP NEEDS.


OBJECTIVE

DATA

Interpretation by experts group

CONCLUSIONS

Need to intervene on:
- Training and information.
- Work equipment and materials.