

Alberto Cevolini (University of Bologna)

# **Coaching strategies in telematics motor insurance: control or motivation?**

International conference “Driving the Next in motor risk”

Swiss Re Center for Global Dialogue

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*The Future  
of Prediction*



**European Research Council**

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in 2022 ERC PREDICT team started a scientific collaboration with SWISS RE and MOVINGDOTS team based on the research project

“Dots in the Loop: An Interdisciplinary Research  
on Telematics Motor Insurance”

- Telematics (i.e. behavioural) data represent a **unique opportunity** for insurance companies

# **Coaching** programs

**Control or motivation?**

# **Feedback + incentives**

- Focus on:

- 1) **feedback**

- 2) **engagement**