

A group of people are gathered outdoors in a field, looking at a map on a table. The central figure is a man wearing a white jacket and a tan cowboy hat, holding a small piece of food. To his right, another man in a dark jacket and a patterned knit hat is pointing at the map. In the background, there are other people and a landscape of dry grass and shrubs under a cloudy sky. The text "Working With Land Managers" is overlaid in the center of the image.

# Working With Land Managers

# About This Session

- Land managers are people too. Decisions are effected by the kind of working relationships that we build with land managers.
- By using the approach presented in this module you will be able to begin to develop the positive working relationships that lead to better decision.

A group of people are gathered around a table outdoors in a field. One man in the center is wearing a white shirt and a tan cowboy hat, looking at a map. To his right, another man is wearing a dark jacket and a patterned knit hat, holding a coffee cup. In the background, there are other people and a landscape with trees and hills under a cloudy sky.

# Working With Land Managers

A Guide to  
Building Positive Relationships &  
Facilitating Effective Communication

# Building a Foundation

- What attributes make managers easier to work with?

Knowledge

Honesty

Fairness

Desire to get the right job done

Trustworthiness

Understand our needs

- Which of these do not apply to members of the public?

A group of people are gathered around a table outdoors, looking at a map. One man in the center is wearing a white shirt and a cowboy hat. To his right, a woman is wearing a dark jacket and a patterned knit hat. In the background, there are trees and a clear sky. The text 'Making it Work' is overlaid on the top part of the image.

# Making it Work

- Identify a club member or other individual to take the lead as a contact person
  - Willing to commit the time needed
  - Able to work with people
  - Understand the agency and its policies
- *This is not the “attack dog” in the group.*

# Making it Work

- Make an Appointment (15 to 30 min.)
  - Introduce yourself and the organization
  - Let them know your interests
  - Ask to be included on their mailing lists
  - Offer assistance
  - Take something with you like research paper
  - Ask about their concerns about OHV use

*If possible, do not focus on a specific issue*

# Making it Work

- Offer to take folks out for a ride
  - 4X4 is easier but ATV and MC is OK if they are trained
  - This is not the time to show them how great of a rider you are or how tough the trails are.
  - Plan a trip that leaves a lot of time at frequent stops to talk about issues in general.
  - If possible include a stop at a desirable site they can't reach with normal vehicles
  - Pick trails that are sustainable and fun if you can.

# Dealing with Issues



- Try to be a solution and not just a problem.
- Understand the issue (both sides).
- Understand the rules.
- Try to find Win-Win solutions.
- Tell the manager what you want but give them options.
- Be persistent but professional.



# Dealing with Disagreements

- Keep in mind that decisions are professional and not personal
- Most decisions are balance decisions between competing viewpoints
- If a decision doesn't go your way look forward to making the next one better
- Just because a manager doesn't agree with you that doesn't make them an enemy
- Don't make it personal
- Don't get threatening

*Be willing to move up the chain of command if necessary*

A group of people are gathered around a table outdoors, looking at a map. One person in the center is wearing a white jacket and a cowboy hat. To their right, another person is wearing a dark jacket, sunglasses, and a patterned knit hat. The background shows a field with some trees and a few more people in the distance. The text is overlaid on the image.

# **HOW TO MAKE YOUR INPUT EFFECTIVE**

A guide to providing comments  
that work

# About This Session

- Providing regular input to agencies is the best way to influence decisions that are being made or projects that are being planned. There are specific techniques to help make your input more effective.
- At the completion of this module you will have a template for preparing specific letters that present your information in a format that is most useable to the agency.

# General Overview

A group of people are gathered outdoors around a table, looking at a map or document. One man in the center is wearing a white shirt and a tan cowboy hat. To his right, another man is wearing a dark jacket and a patterned knit hat. In the background, there are trees and a clear sky. The overall scene suggests a field meeting or a site visit.

- Communications must be Specific, Clear and Understandable
- You Should Provide Information as well as Opinions
- You Should Request Some Action or Change
- You Must Stay Involved

# Be Specific

- Clearly Identify the Plan, Decision, or Action Being Addressed
- Address Specific Issues
- Describe Your Specific Desires
- Indicate What you Support as well as Oppose
- Avoid Moral or Emotional Appeals

# Be Clear

A group of people are gathered outdoors around a table, looking at a map. One person in the center is wearing a white shirt and a wide-brimmed hat. Another person on the right is wearing a dark jacket and a patterned knit hat. The background shows a dry, hilly landscape under a clear sky.

- Isolate Separate Points in Separate Paragraphs or With Bullets
- Identify the Offending Issue or Action
- Describe specific Problems with the Issue or Action
- Keep it Simple

# Provide Information

A group of people are gathered outdoors around a table, looking at a map. In the center, a man wearing a white cowboy hat and a white shirt is pointing at the map. To his right, a woman wearing a dark jacket and a patterned knit hat is also looking at the map. In the background, other people are visible, and the setting appears to be a natural, outdoor area with trees and a clear sky.

- Provide Information As Early in the Process As Possible
- Provide or Reference As Much Information As Possible
- Develop Your Own Maps, or Alternatives
- Avoid the “If they Don’t Know About it They Can’t Close it” Trap

A group of people are gathered outdoors around a table, looking at a map. One man in the center is wearing a white shirt and a wide-brimmed hat. To his right, a woman is wearing a dark jacket and a patterned knit hat. In the background, there are trees and a clear sky. The text 'Request Action' is overlaid on the top right of the image.

# Request Action

- In All Cases Let the Planners Know What Changes You Want to See
- Give Them Choices If Possible
- If You Present New Information Make Sure You Ask Them to Include It in the Analysis



A group of people are gathered outdoors around a table, looking at a map or document. One man in the center is wearing a white shirt and a light-colored cowboy hat. To his right, another man is wearing a dark jacket and a patterned knit hat. In the background, there are other people and a landscape with trees and hills under a clear sky.

# Stay Involved

- Don't Wait to Be Asked for Input
- Get to Know the People Involved in the Process
- Provide Data and Information Whenever You Get It
- Maintain a Regular Dialogue With Planners

# Sample Letter 1

This is a protest against the **3N16 OHV Bypass Environmental Assessment**. It is also a comment on the negative attitudes that **OFFROADERS** seem to have toward the **Environment**.

Most of the **OFFROADERS** seem that it is their right to:

- 1) Get **DRUNK**
- 2) Get Loud and Vulgar
- 3) Drive so fast as to endanger all that are in the area.
- 4) And if you kill or destroy your family and/or environment you act as if somebody is interfering with your right to party.

In the last 20 years I have gotten into 2 fights. Both of these fights were with drunken **OFFROADERS** tearing up the forest and putting their families in jeopardy. One of these **OFFROAD** offenders was shooting a 45 randomly into the forest and nearly missed me.

I look at all forests as a place to get away from it all and not to get shot at or run over by some drunks.

I hate to write such a negative letter but I use the forest all during the summer because of my asthma and all my run ins with **OFFROADERS** have been negative.

# Sample Letter 2

After a long talk with our groups and a hard look at your proposal! We feel that We have a very good chance in court because of all the Nepa problems with the travel plan! We know the greenies are going to sue you no matter what!

We did talk about that we would like to be in support of your decision on the rod and we feel that there is a chance to Seattle our appeal! We just asking you to provide us with your relief to the problems in the Rod!

We played in good faith and loosed a lot of access to our public lands! We are will to talk some more if you would like Please call me and maybe we could find some commend ground base on Nepa information and based on study's!

Sincerely yours

XXXXXXXXXX

Chairman

# Sample Letter 3

## **a, False analogy**

**The DEIS has not taken steps to safeguard the community from maladaptive information flow such as false analogy**

False analogy occurs when the decisionmakers' cognitive model of ecosystem characteristics (potential productivity, resilience, and stress signals) is derived from another ecosystem, whose surface similarities mask critical threshold differences from the decisionmakers' ecosystem.

## **b. Insufficient detail**

**The DEIS has not taken steps to safeguard the community from maladaptive information flow such as insufficient detail.**

Insufficient detail occurs when the decisionmakers' cognitive model is overgeneralized, and does not adequately allow for the range of spatial variability in an ecosystem whose patchiness is better measured in resilience than in initial abundance.

## **c. Short observational series**

**The DEIS has not taken steps to safeguard the community from maladaptive information flow such as short observational series.**

Short observational series occurs when the decisionmakers lack a sufficiently long memory of events to track or predict variability in key environmental factors over a multigenerational period, and are subject to chronic inability to separate short-term and long-term processes.

## **d. Managerial detachment**

**The DEIS has not taken steps to safeguard the community from maladaptive information flow such as managerial detachment.**

Managerial detachment occurs when the decisionmakers are socially and spatially distant from resource producers who carry out managerial decisions at the lowest level and are normally in closest contact with local-scale environmental feedbacks.