Communicating the Science of Boston Harbor Islands A Second Century Stewardship Workshop



September 2021 Schoodic Institute at Acadia National Park

Two overarching "rules"

 Science is a process – a pursuit of knowledge practiced by people. Science is not what we know, but how we know it.

 Science is not the only way - or the best way to pursue knowledge.

Two-rule Test

 Are we including how we know this information, and who studied it?

 Can we acknowledge other perspectives and ways of knowing?



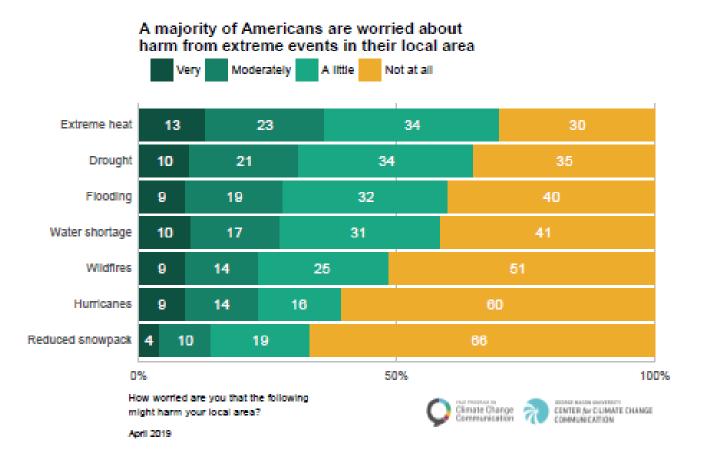
Ever meet someone who doesn't think climate change is real? It's hard to believe but there are still many people who refuse to accept scientific facts and admit what's happening. When it comes to things like global warming, these are the **'eco-muggles'** of the activist world. They are like the muggles of Harry Potter lore, who lack any sort of magical ability.

Young activists are often told they don't know what they are talking about. They hear comments like, "Why should anyone believe you?" or "What you're saying is ridiculous!" The best way to respond is to stay calm and polite (as hard as that might be). Here are four ways to respond to eco-muggle smack-downs:

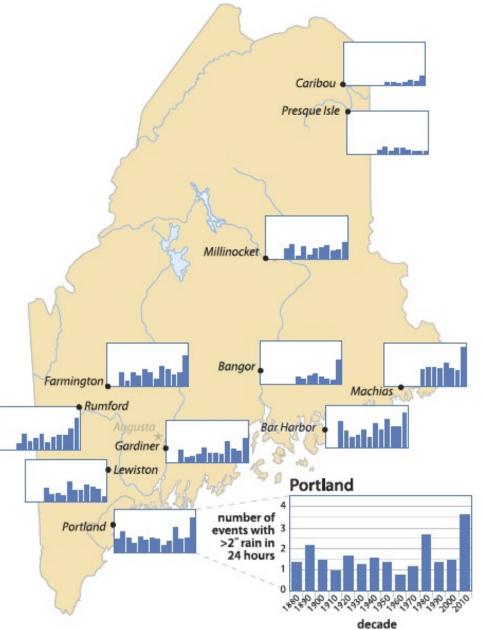
Some approaches to sharing science

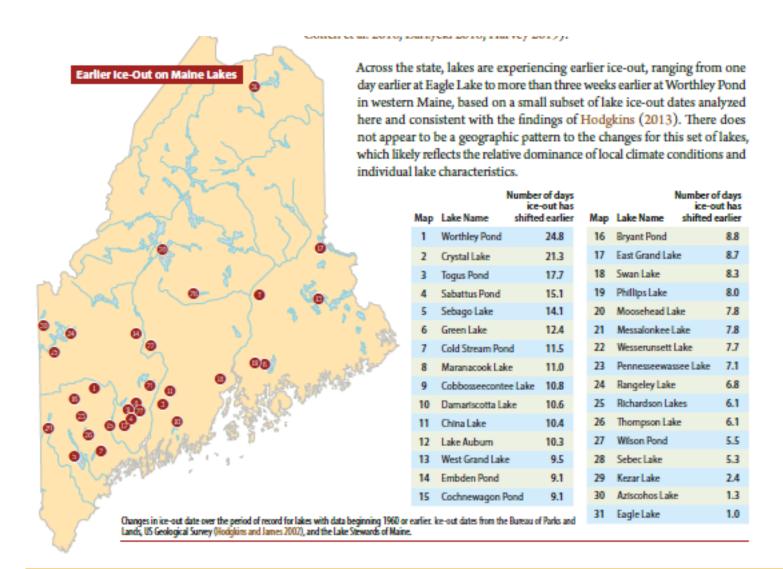
- Make it local.
- Make it real.
- Make it positive.
- Make it trendy.
- Make it relevant.
- Make it human.
- Make it personal.

Make it local.









Nor'easters: Our own special kind of storm

HURRICANE (tropical cyclone)	NOR'EASTER (extratropical cyclone)
warm-core cyclone with strong, organized winds	cold-core cyclone, sometimes multiple low centers
originate in tropics and move northwest	originate in mid-Atlantic and move northeast
gets energy from warm water	gets energy from difference in temperature between cold air over land and warm air over water
short-lived (6-8 hours), weakens over time	long-lived (12-48 hours), strengthens over time
wind speeds 74-150+ mph	wind speeds 13-40+ mph
less frequent in Northeast (none to one per year)	more frequent (~30 per year)
affect smaller area (200-300 miles)	affect larger area (1,000 miles)
typically occur June – October	typically occur October – April

Make it real.













Manzanar

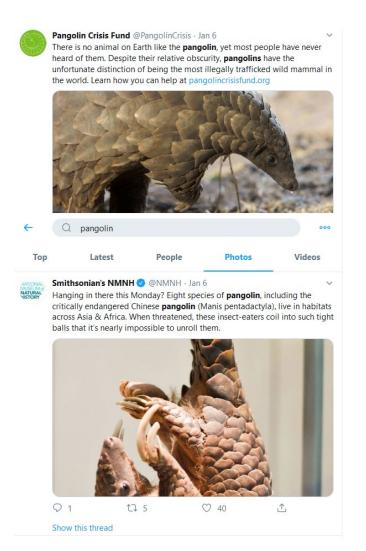
National Historic Site National Park Service U.S. Department of the Interior







Elmer Crow uses this rubber lamprey to raise awareness about an uncharismatic fish. Amanda Peacher





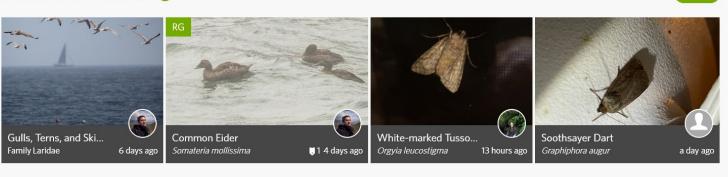


Recent Observations (

OBSERVATIONS

SPECIES

Overview

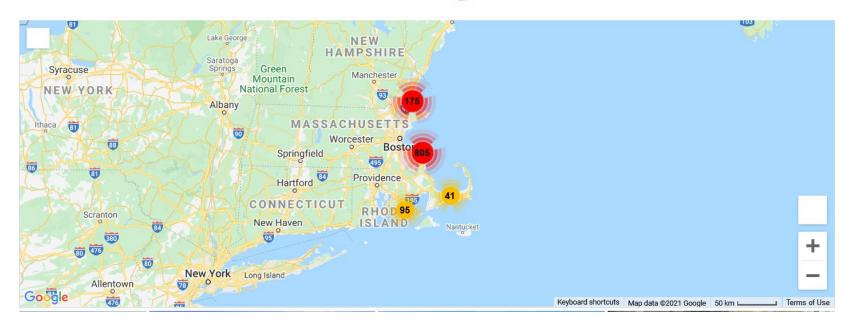


IDENTIFIERS

OBSERVERS

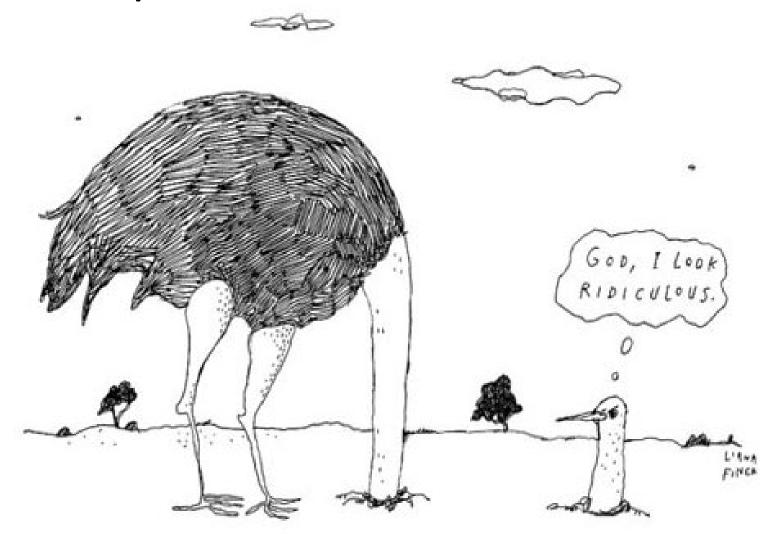


Massachusetts King Tides Photos





Make it positive.



Counter gloom and doom with action.

What solution can you offer? What can your audience do? What are others doing? What are you doing?

CALIFORNIA TODAY

In California, Even Fire-Resistant Trees Need to Be Protected From Flames

Giant sequoias struggle to withstand the intensity of recent fires.



Make it trendy.

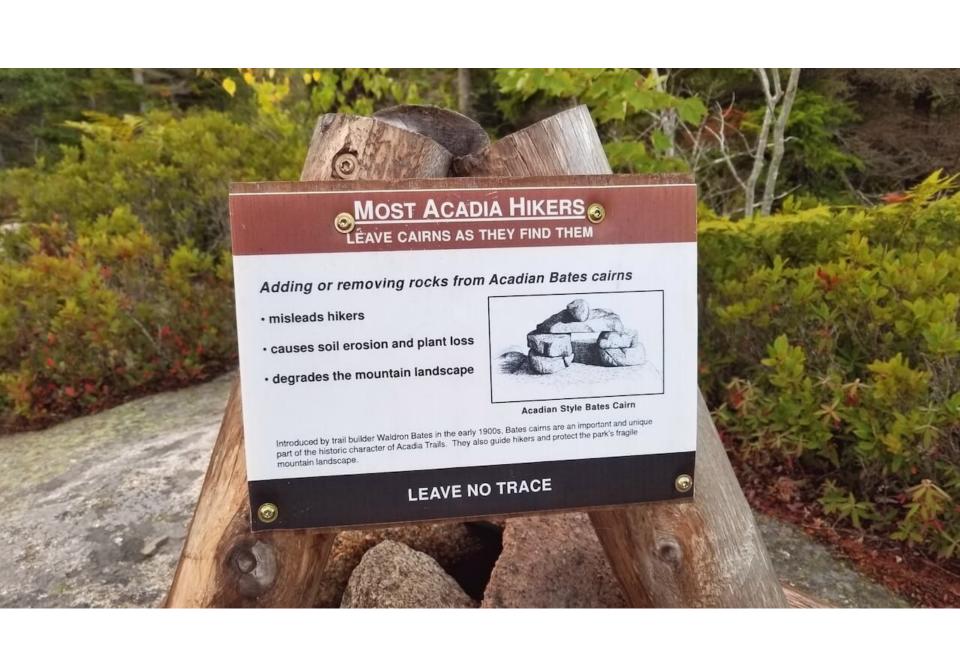


Outlook

How peer pressure can help stop climate change

Buying hybrids and solar panels persuades other people to buy them. That dynamic can help stop climate change.





TOUR OUR RESILIENT COAST





You're invited!

Please join us Saturday June 29, 2013 at 9:00 AM for a tour of coastal properties in York County that are more resilient to flooding, erosion and extreme storm events. Learn from professionals and coastal property owners about the steps you can take to protect your property.



WHEN: Saturday June 29 9:00 AM - 4:00 PM

WHERE: Wells, Old Orchard Beach and Kennebunk

Registration fee: \$20 includes:

- transportation from Saco
 Park & Ride to coastal
 property sites and back to
 Park & Ride
- morning snacks and coffee
- catered lunch
- Information packet

Space is limited to 20 RSVP TODAY!

207-646-1555 EXT. 113 alexander.gray@umit.maine.edu



CONTACT: MAINE SEA GRANT FOR MORE INFORMATION AND TO RESERVE YOUR PLACE ON THIS

INFORMATIVE TOUR

CALL: 207-646-1555 EXT. 113 OR EMAIL: alexander.gray@umit.maine.edu

http://www.seagrant.umaine.edu/coastal-hazards-guide

Make it relevant.

independent
sensible
frugal
hard-working
capable
responsible
a "can do spirit," Yankee ingenuity
Dirigo
love for the outdoors



prefer status quo reject regulation and oversight fear change victims

forward-thinking pro government action embrace change agents

What heritage do we share?



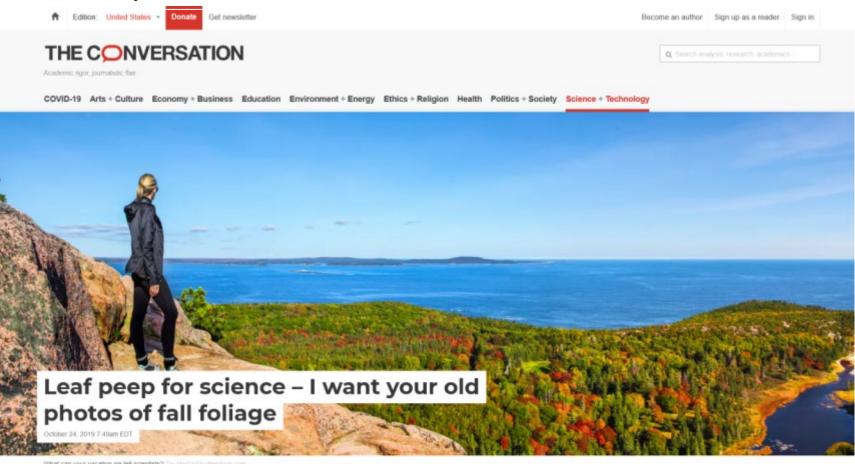
Spring tradition: Anglers vied to catch Penobscot's presidential salmon







What experiences do we share?

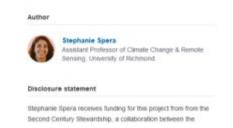


What can your vacation pix tell scientists? Try Media/Shutterslock.com



Every October, when I was growing up in Massachusetts, my parents would check out the fall foliage reports and determine where we were going to drive to see the colorful leaves. And they still do. In New England, leaf peeping, as it's called, is a billion dollar industry and millions of people travel to the region during foliage season.

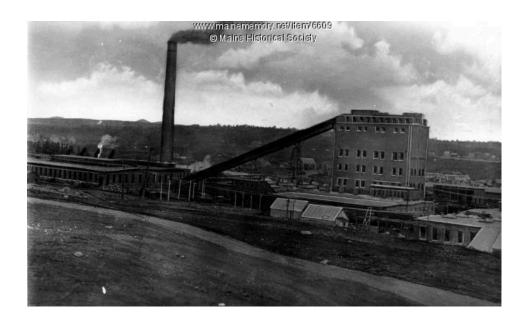
In Maine's Acadia National Park, visitation has more than doubled in September



What memories are important to us?

"The dam is not going to last forever. It's not permanent. Eventually Mother Nature will take the dams over. Let's not wait until that point. There may be a better way to memorialize the mills and preserve the historic integrity of the sites."

- Andy Goode, Atlantic Salmon Federation





Seizing opportunities to diversify conservation

Rachelle K. Gould¹ D | Indira Phukan² | Mary E. Mendoza³ | Nicole M. Ardoin⁴ | Bindu Panikkar⁵

¹Rubenstein School of Enviro

Engaging with historical narrative to understand diverse environmental experiences and relationships (Ladson-Billings, 1998) may help address these issues holistically. The national-scale, narrative-based conversations described above are constructive, albeit painful, ways to address historical trauma. At a site-specific scale, the U.S. National Park Service embraces narrative in multiple ways: working with Native communities to memorialize places of violence and loss (e.g., the Colorado site of the Sand Creek Massacre); creating sites to recognize historical injustice (e.g., Birmingham

Civil Rights National Monument); and highlighting marginalized narratives (e.g., Yosemite ranger Shelton Johnson's historical reenactment of the park's Buffalo soldiers (Johnson, 2010)). Although such conversations are often challenging, they create space for diverse peoples to acknowledge their experiences (Kelman, 2013).

stasis: heart of the argument

- **1. Conjecture:** Does something exist? Did an event happen? Do agree with your audience that something exists or happened?
- **2. Definition:** How can the thing or event be defined? What kind of thing or event is it? Do you and your audience agree with how to classify the thing or event?
- **3. Value:** How should the thing or event be valued? What is its quality? Was it right or wrong? Bad or good? Happy or sad? Do you agree about the value or seriousness or relevance?
- **4. Policy:** What should I/we do? Should this thing be submitted to formal procedure? Should something be done about this?

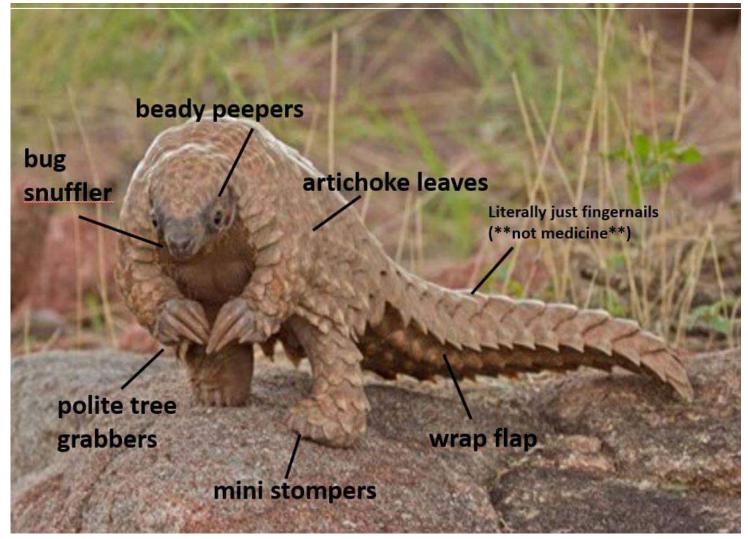
Make it human.



Everyone likes to laugh.

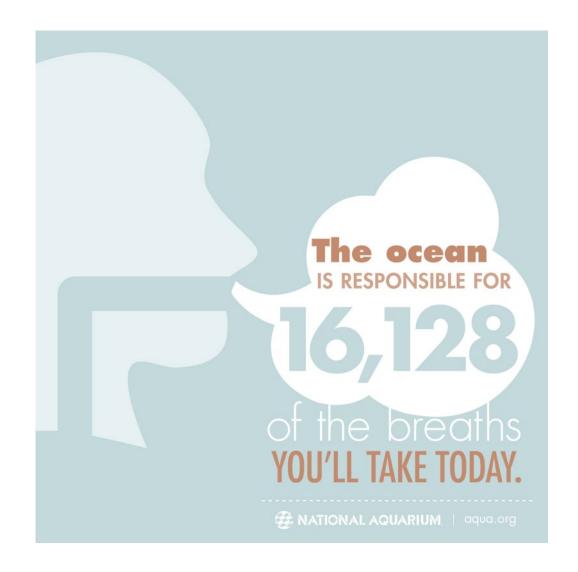


Everyone likes to laugh.



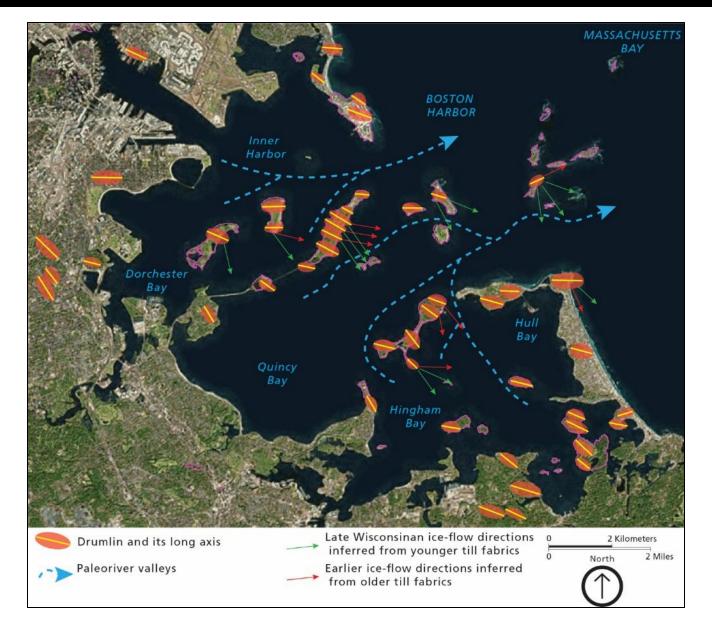
#UnscienceAnAnimal by @masselouxgarou

Everyone is curious.



The only partially - drowned drumlin field in North America







Biological Soil Crust Activity

Biological Soil Crust

Don't Bust the Crust! It's Alive!

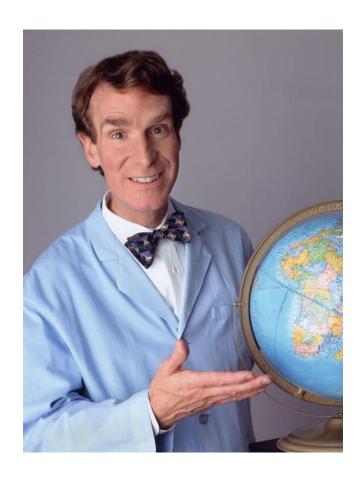
The plant communities of Arches National Park are dependent upon microbial communities called biological soil crusts or cryptobiotic crusts. These communities – made up of cyanobacteria, green algae, fungi, lichens, mosses, and other tiny organisms – create a matted crust atop the sand that retains moisture, creates nutrients, and provides grasses and shrubs a foothold in the sand.

Once damaged, crusts may take many years to grow back. Areas that have been stripped of crusts are vulnerable to erosion, flooding, dust storms, loss of organic materials, and invasion by non-native weeds that thrive on disturbed soil.

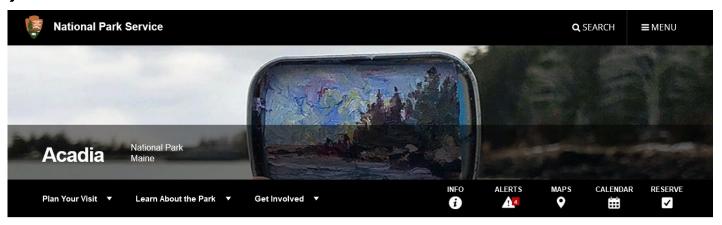
Take a Closer Look

Looking through an electron microscope, one can see the sheaths and filaments that make up the crust. Additional scientific analysis reveals how crusts function.

Everyone likes to have fun.



Everyone seeks enrichment.



NPS.gov / Park Home / Plan Your Visit / Places To Go / East Side / Carriage Roads

Carriage Roads

Road to Recovery? Park Staff Assess and Repair Storm Damaged Historic Carriage Roads



On June 9, 2021 a rainstorm dropped a record-breaking 5+ inches of rainfall on Acadia National Park in 3 hours. Park stream gauges showed flood heights of almost 10 feet at times. Acadia's 45-mile historic carriage road system suffered extensive damage, as did trails and paved roads. Upwards of 300-400 tons of carriage road surface material was swept into the woods. As climate change intensifies storms, can park staff keep up?

Parks: Acadia National Park

Your Questions About Food and Climate Change, Answered

How to shop, cook and eat in a warming world. APRIL 30, 2019

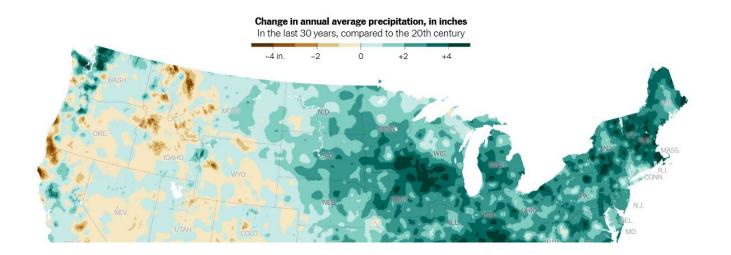


Everyone likes to dig in.

These Maps Tell the Story of Two Americas: One Parched, One Soaked

By Aatish Bhatia and Nadja Popovich Aug. 24, 2021

The country, like most of the world, is becoming both drier and wetter in the era of climate change. It depends where you live.



Everyone likes beauty. PENOBSCO

WWW.PENOINGO FRIVER.ORG

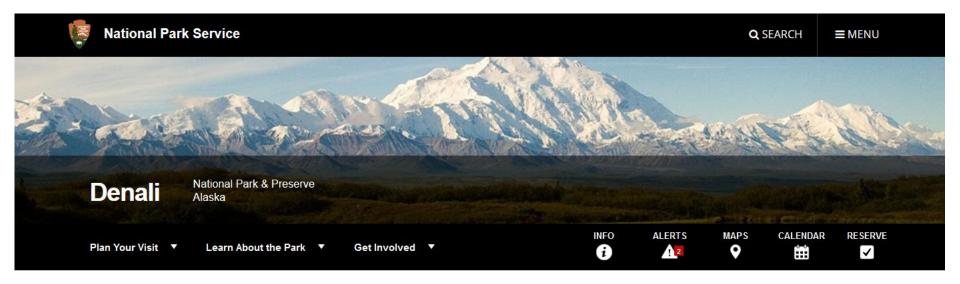












NPS.gov / Park Home / Get Involved / Denali Climate Anthology

Denali Climate Anthology

It is the official position of the National Park Service that climate change is real, and that we all share a stewardship responsibility to reduce its impact on park resources for future generations.

Mitigating the effects of climate change is the story of our time. It is accepted within the scientific community that these effects are felt more keenly in Alaska than in temperate regions of the planet. Research indicates that within park boundaries vegetation is changing, average annual temperatures are rising, wetlands are shrinking, glaciers are thinning, and permafrost is melting. While these stories reflect tremendous impact, they have not been widely or comprehensively shared.

This anthology seeks to tell larger stories of climate change in Denali as actual stories, as five accomplished local authors describe the effects of a changing climate on the lives and landscape they treasure here.

Essential(ly human) Questions

What about your topic

- Is intriguing, complex, and problematic?
- Is rooted in the issues and problems facing society today?
- Serves as a catalyst for critical thinking and compelling discussion?
- Cannot be easily solved or answered?
- Expresses broad social relevance?
- Provides a springboard from which to raise more questions?

Some examples of possible essential theme questions:

- How should a culture measure the value of land?
- When is violence just?
- Who deserves the right to access limited natural resources?
- How do we decide what belongs in a community?
- When is human interference in nature appropriate?
- What responsibility does society have to protect the environment?

A Quick Guide to Program Elements

Compiled from a variety of sources by Dan Irelan, Denali National Park & Preserve

Opportunities for Intellectual connections

Which connection opportunities seem to bring about:

awareness insight understanding of cause and effect mindfulness concepts comprehension perceptiveness unearthing discernment reasoning unfolding discovery recognition wisdom... enlightenment revelation

Multiple Intelligences...

...and some techniques that help address them

Verbal

Stories, quotations, description, explanations, compare and contrast, listing, voice variation, silence, examples, songs, journaling/poetry writing

Visual/spatial

Illustrations, props, body language, gestures, "I Spy" game, demonstrations, guidebooks, art/sketch activity

Interpersonal/social

Role playing, participation, questioning, problem solving, team activities, drama, activities, scavenger hunts, field guides/cards, discussion questions/pair share, debates, role playing, asking for volunteers/assigning tasks

Intrapersonal/reflective

Guided visualization, stories, rhetorical questioning, journaling, sketching, moments of silence

Naturalist

Games, role playing, sensory involvement, contrast natural/unnatural features, certain props, ID'ing with field guides, explanation connecting human & natural elements

Mathematical/logical

Statistics, comparisons, analogies, presentation of evidence, listing, charts/graphs

Musical/rhythmic

Music (with or without lyrics), chants, audio clips, listening exercises, silence, mnemonic devices, triphammers (repeated phrases), recorded animal or natural sounds

Kinesthetic/physical

Demonstrations, body props, drama, re-enactments, scavenger hunts, demo/teach an outdoor skill, touch/tactile activity

Techniques that can be Interactive

Role Playing

Recall Question (ask to recall something already discussed) Application Question ("How do we humans adapt to winter?") Field Guides and Plant ID Cards

Sharing Circle (each visitor shares an experience or a response) Gathering (visitors contribute to a group composition)

Scavenger Hunt or Exploration Rapport • Quiz • Props • Song

Call & Response • Demonstration • Icebreaker

Opportunities for **Emotional** connections

Which connection opportunities seem to provoke or inspire:

admiration	contentedness	fright	respect
aggravation	contrition	frustration	reverence
amazement	curiosity	gladness	sadness
anger	delight	gratitude	satisfaction
anguish	despair	grief	sentiment
apprehension	devotion	happiness	shame
astonishment	disappointment	horror	sorrow
aversion	disgust	joy	surprise
awe	dismay	loyalty	sympathy
bewilderment	distress	nostalgia	tranquility
bliss	dread	passion	veneration
comfort	elation	pity	vexation
commiseration	empathy	pride	wonder
compassion	esteem	regret	worry
concern	exasperation	relief	yearning
consternation	exhilaration	remorse	

Universal Concepts

"understood by almost everyone"

Love	Death
Freedom	Spirit
Higher Power	Justice
Passion	Hate
Adventure	Tragedy
Grace	Joy
Sorrow	Birth
Mystery	Change
Family	Tradition
Violence	Sacrifice
Freedom	Family
Passion	Parenthood
Loss	Aging
Renewal	Fear
Pain	Home
Power	Community
Humor	Beauty
Survival	Nature
Sacrifice	Bravery
Ouest	Identity

Ideas for

← Transitions →

- ◆ Bridge one point to the next make a logical flow between them.
- 4 You can revisit your overall theme, then connect it to the next point.
- ❖ You can use a technique, such as a question or activity to recall question - "What did we observe earlier..?" - might make a good start

On a guided hike/conducted activity:

- Does your transition provide a chance to observe or immerse in surrounding
- -Do you follow up your transition at the beginning of the next stop?
- If you are having a hard time creating a transition between two points, revisit your program structure: are your main points really in a logical order? Is each point

ABCD's of Objectives These can help focus and better define your objectives:

Audience Who is the target for your objective? Visitors who take the quiz will... "3/4 of visitors will...

Behavior What will the audience do, or be able to do? "...recite three plant adaptations to cold weather"

Conditions When or where will they do it?

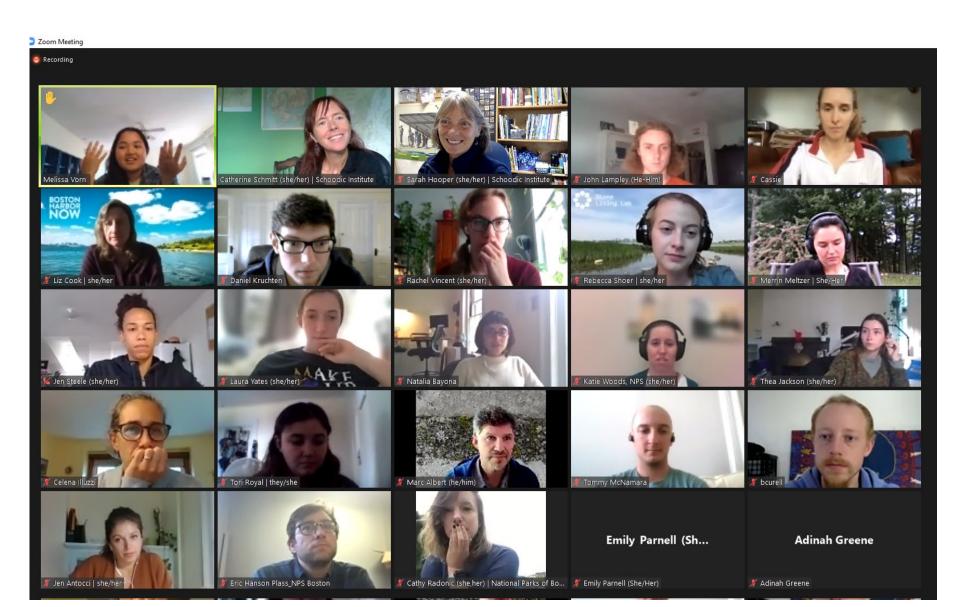
"At the end of the talk..." "During the hike...

Degree How much will be needed to indicate success? "will recall at least 3 steps to take in a bear encounter."

Some Possible Audiences for Objectives

- (other than "visitors", or a fraction of them) · Visitors who ask questions...
- · First time visitors... · Families with children... · Visitors who answer questions...
- Visitors who stay after to talk... Visitors who volunteer to... Visitors who express discomfort/unease at the beginning...

Make it personal.





THE HOT LISTER: NO. 53

Men dominate climate science. She made it to the top – and did it her own way.







Getting under the desert's skin: **Biologist Jayne Belnap**

Michelle Nijhuis | Jan. 19, 2004 | From the print edition









SYLVIA SHARNOFF

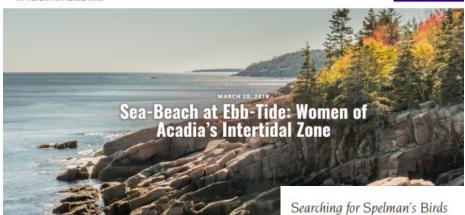
The scenery of southeastern Utah is hard to miss. Steep redrock canyons plunge into long and lazy riverbends; wind-sculpted stone



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FAQs

SUPPORT SCHOOL



POSTED IN COMMUNICATION MARINE ECOLOGY SCIENCE

By Catherine Schmitt, Science Communication Specialist

To find these creatures, to study their habits and organization, to consider the wonk into the realms of science...the simple observation of the curious objects which lie a pastime.—Augusta Foote Arnold, 1901.

Science is of no country and of no sex. The sphere of woman embraces not only the 1856

No man who concerns himself with birds can do so without having, or developing, an affection for them.

- Robert Henry Welker, Birds and Men

By Catherine Schmitt and Rich MacDonald

The birds are real. Feathered skins reshaped with cotton stuffing, they are nearly whole. And vibrant: bright orange crowns, yellow rumps, hints of iridescence in the blue, downy fluff of a sandpiper chick, rusty-tailed hermit thrush, bright yellow bellies, round white spots on a black back. Their legs are crossed, tied just above the feet with wire and tags printed with "Collection of Henry Spelman." Beneath, in handwritten script, are the scientific names of the birds and the locations where they were collected between 1880 and 1883 on Mount Desert Island, Maine, In the quiet air of a Harvard basement, their song reached across a century and more to pierce the silence with their story.



National Park Service

.____

Frank Distefano is Acadia's "Moth Man"

Acadia National Park



Puma Profiles



An uncollared female mountain lion in the Verdugo Mountains rubs her cheek against a log. Later, adult male P-41 visited this same location and took notice of the scent.

Sections

The Washington Post

Share

Share

The Washington Post

The Loneliest Whale in the World?

An obscure scientific brief and a mass audience wanting to believe





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F Pinned Tweet

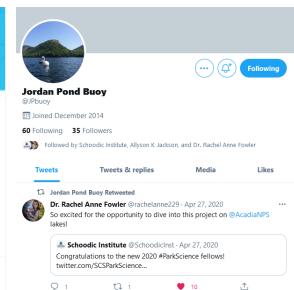
Q 33

Lake Superior @LakeSuperior - Jun 14, 2018

Without me, they would be called the Good Lakes.

TJ 603







harvardforest.fas.harvard.edu/witness-tree.



Engaging your audience: story

What's your story?

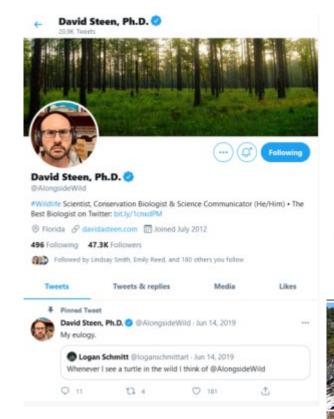




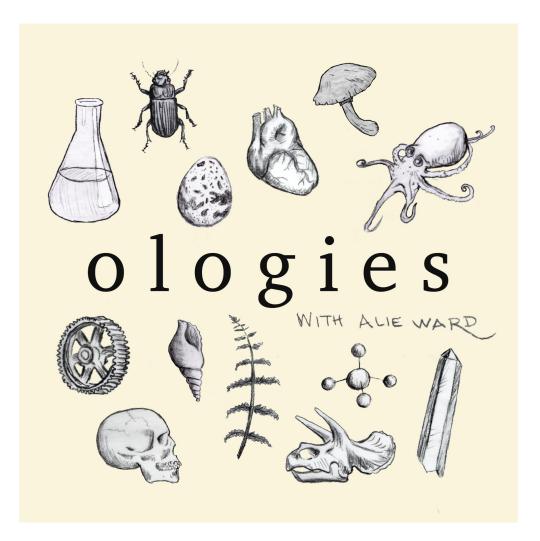




Liked by scsparkscience and 24 others
jacksonecolab Nest boxes went up across campus this
weekend. Saturday I was helped out by junior Eric... more
View 1 comment









Edward Fleming @flemingstorm · 15m

When a polar bear is guarding the glacier ice front you need to get to! #fieldworkproblems **#FieldworkFail** #FieldPhotoFriday #LifeOfAScientist #Arctic #Svalbard #PolarBearWeek







Marian Pye @MarianPye · 5h

Replying to @ecologysarah @RoserCasasMulet and 18 others
Yep...and the time @hannah_c_burton accidentally locked the car keys inside
the car whilst miles away from anywhere with no phone signal!
#fieldworkfail

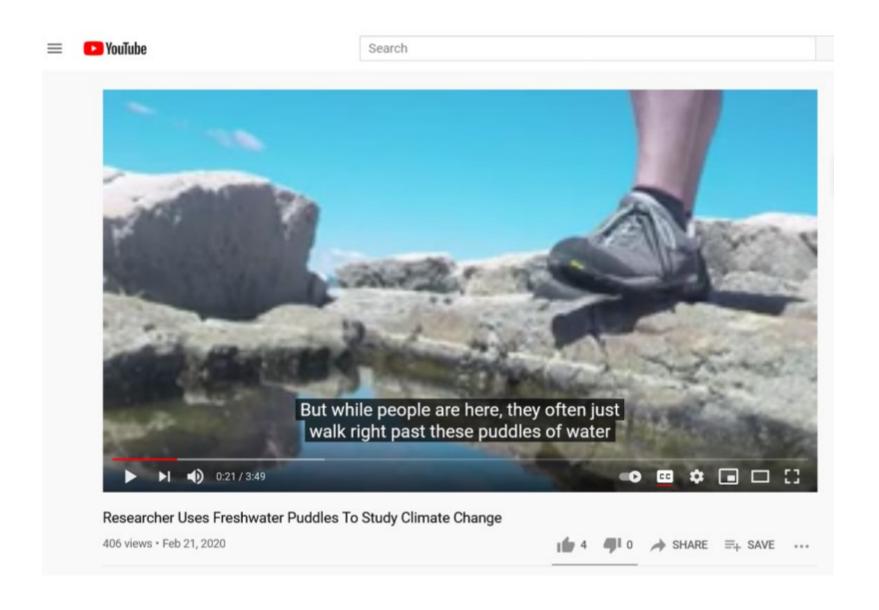


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https://www.youtube.com/watch?v=xF33MEAj79s

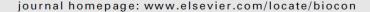


"We need to be more open to being passionate about what we do and actively demonstrate that passion when we interact with people outside our field."



Contents lists available at SciVerse ScienceDirect

Biological Conservation





Science communication for biodiversity conservation

David Bickford a,*, Mary Rose C. Posa a, Lan Qie b, Ahimsa Campos-Arceiz c, Enoka P. Kudavidanage a

^a Department of Biological Sciences, National University of Singapore, 14 Science Drive 4, Singapore 117543, Singapore

^b Xishuangbanna Tropical Botanical Garden, Chinese Academy of Sciences, Menglun, Mengla, Yunnan 666303, China

^cSchool of Geography, University of Nottingham Malaysia Campus, Jalan Broga, Semenyih, 43500 Selangor, Malaysia

"If professionals expand their communication to include also the emotional connotations of nature, they may build a shared emotional connection with the public that can be a powerful tool to overcome resistance and build shared visions on conservation issues."



Biological Conservation
Volume 168, December 2013, Pages 184-191



Does expertise matter? An in-depth understanding of people's structure of thoughts on nature and its management implications

Arjen E. Buijs A ⊠, Birgit H.M. Elands

https://doi.org/10.1016/j.biocon.2013.08.020

Get rights and content

"Messages framed with specific types of negative emotions are more likely than messages framed without emotion to convey impressions of the speaker as rational, strong, and caring, which in turn predict greater preference for emotional over nonemotional messages. "



Remember our "rules"

 Science is a process – a pursuit of knowledge practiced by people. Science is not what we know, but how we know it.

 Science is not the only way - or the best way to pursue knowledge.

Some approaches to sharing science

- Make it local.
- Make it real.
- Make it positive.
- Make it trendy.
- Make it relevant.
- Make it human.
- Make it personal.

It's Time to Give Up on **Facts**

Or at least to temporarily lay them down in favor of a more useful weapon: emotions.

By Jess Zimmerman



THE NEW YORKER

BOOKS FEBRUARY 27, 2017 ISSUE

WHY FACTS DON'T CHANGE OUR MINDS

New discoveries about the human mind show the limitations of reason.



By Elizabeth Kolbert









World view

You can't fight feelings with facts: start with a chat

By Maggle Rvan Sandford

I donned a sandwich board inviting questions on evolution and learnt three crucial lessons about public engagement on divisive issues, writes Maggie Ryan Sandford.

went to the Minnesota State Fair last year wearing a sandwich board. It said, "Ask me anything about evolution." Proponents of evolution assumed I was a religious zealot. Creationists assumed I was there to mock their beliefs. The biggest challenge in fighting misinformation? Just getting a conversation started.

This public-engagement stunt taught me a crucial lesson: the key to effective science communication isn't the science. It's communication.

Attendees had come to show off prize livestock, eat corn dogs and ride the Ferris wheel, not get angry about someone who disagrees with them about the origin of life on Earth. Most folks wouldn't stop to talk unless I passed what I came to recognize as 'the first test'. Some would call out.

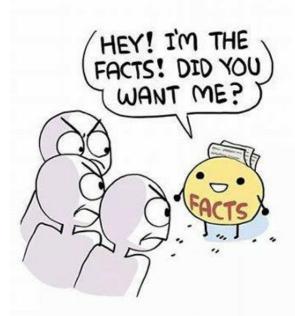
Lay people are more likely to trust and engage with science when they learn that researchers are human beings, fallible and conflicted.

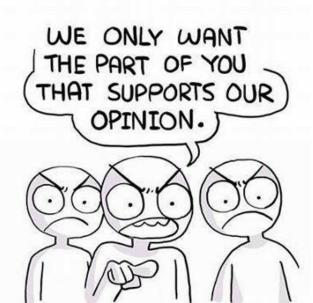
Lesson 2: Listen. The most challenging group of the day consisted of two men and a woman in their late twenties. The men were just looking for a fight. Telling me why I was wrong was. I supposed, a way of asking me about evolution. I asked them to elaborate, to tell me why it was that they found evolution hard to swallow. This led to their female companion insisting: "She listened to you. Now you listen to her." In the end, one man explained my points to the other. "She's saying evolution is mutations in our DNA," he said, forcing his companion to let him finish. "I'm just saying, I get her side."

Lesson 3: Learn what people really think. Almost everyone secular and religious – had misconceptions about evolution. Advocates of evolution often hadn't learnt that evolution can now be tracked in genomes, not just fossils, and that humans are related to all living things, and that we didn't come from apes because we are apes (keep in mind, 'ape' is a word that humans made up).

But the misconceptions of religiously inclined folks









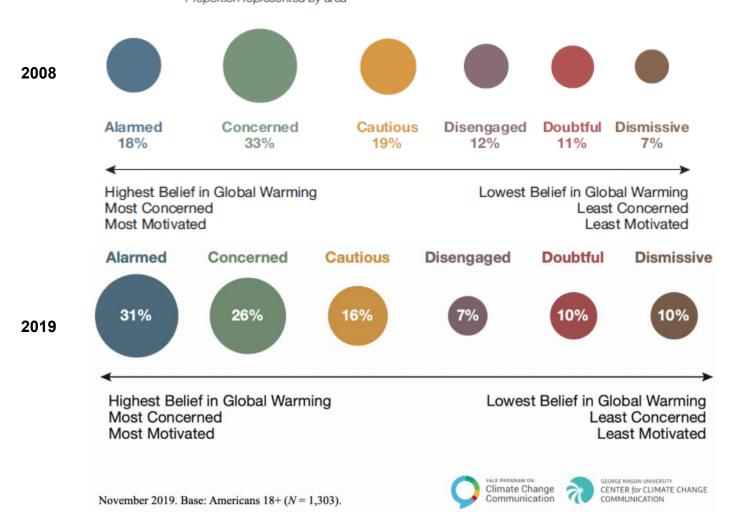


AND DID.

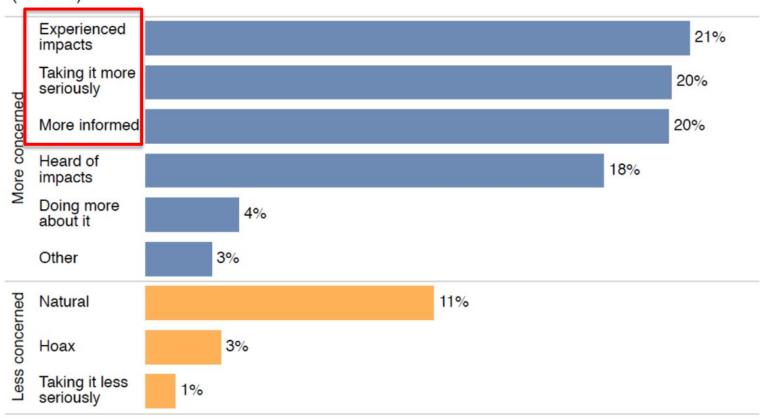


Figure 1: Proportion of the U.S. adult population in the Six Americas

Proportion represented by area

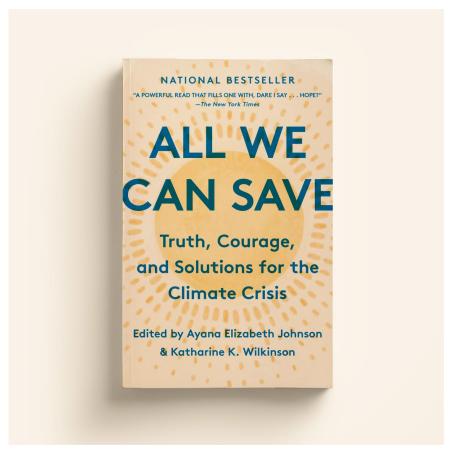


Why have you changed your mind about global warming? (*n*=184)



"Most people who are interested in climate change just don't yet have the tools to talk about it confidently. The choir is there. They want to sing. But they don't know the words." - Emily Atkin





Breakout Discussion

What frame or approach resonated with you?

What do you have questions about?

Would any of the presented approaches be a good fit for your audience + purpose?

Planning

Do you have a plan?

Purpose – Why are you communicating? What change do you seek?
Audience(s) – Remember there is no such thing as "the general public."
Common ground – What do you have in common with your audience?
Challenges – What might prevent communication success?
Frame or approach – What approach(es) can address the challenge(s)?

When will you communicate? Where will you communicate? How will you communicate?

Do you have a plan?

Objective – Why are you communicating? Why now? What is the problem?

Audience(s)

Outcome - What do you want to happen/change as a result of your communication? How might you evaluate success? What are potential solutions?

Background

Key messages

Words to use/not use

Messages for different audiences

Christie Anastasia, Acadia National Park

Do you know your purpose?

<u>Outcomes</u> occur when findings and products of research are used by stakeholders or integrated with management decisions.

Outcome: ban on plastic bags

Outcome: change in vegetation management and visitor outreach Outcome: blog post on research cited by testifier, news article, etc.

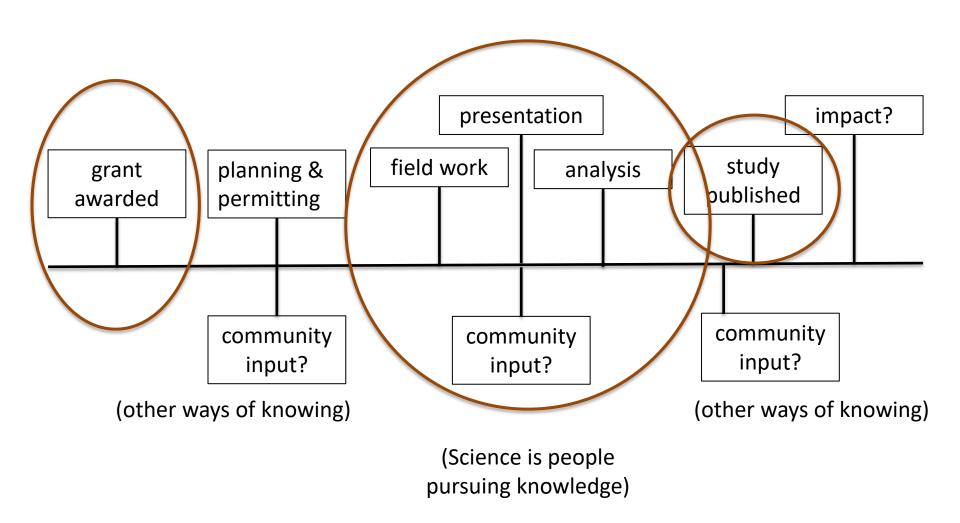
<u>Impacts</u> are when those outcomes have lasting effects, such as behavior change, policy shifts, adoption of new practices, long-term conservation or restoration of ecosystem services, or economic prosperity.

Impact: fewer plastic bags in local stream/harbor

Impact: reduced incidence of tick-borne illness

Impact: blog post source viewed as trusted messenger

When will you communicate?





OBITUARIES

November 08, 2019 | Today's Paper | Submit News | Subscrib

PAU HANA

The Maui News

National Park Service U.S. Department of the Interior Haleakalā National Park

Post Office Box 369 Makala, HI 96768

808 572-4400 phone 808 572-1304 fax www.nps.gov/hale

Halt aerial spraying of dangerous chemical



Your Aug. 29 issue contains the worrisome news that there will be a mass aerial spraying of invasive pine trees in the cliffs of Haleakala National Pa an herbicide containing glyphosate. Glyphosate, the key ingredient in Monsanto's Roundup, has been shown to cause kidney and liver damage cancer. Glyphosate is banned in a number of countries, including the Netherlands, Russia and Mexico.

Haleakalā National Park News Release

Release date: **Immediate** Contact(s): Polly Angelakis Phone number: 808-572-4450 Date: 8/24/15

Haleakalā NP Outlines Pine Control Project

Haleakalā National Park held a public meeting on Thursday, August 20 to outline a pine control project scheduled for September-October 2015. The project will target over 3000 invasive pine trees in the Haleakalā crater.

How will you communicate?

your own website

institutional website (e.g., NPS)

video

Twitter

podcast

Instagram

virtual presentation

education program

citizen science program

in-person presentation

event table

museum exhibit or display

poster

YouTube

Facebook

arts collaboration

news story

magazine story

community meeting

field trip

book

pamphlet

brochure

radio program

op-ed

game

story map

live Q & A

essay

poem

performance

live storytelling event

animated cartoon

infographic

television program

documentary

traveling display

diary

photography

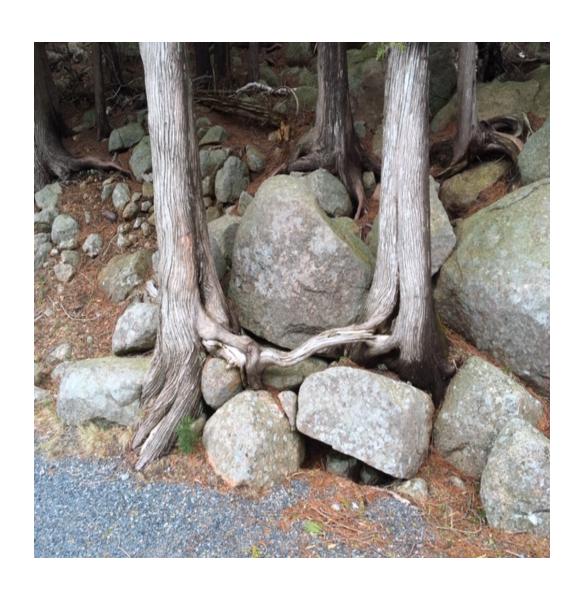
testimony

What resources do you need?

- have **evidence** to support your media (eg, if you are going to do a video, provide evidence to show that a video is the appropriate format for your audience)
- work with but don't assume partners. show evidence that you have the **capacity** to complete your plan.
- budget appropriately!

product	cost	hours
poster	\$100 - \$200	8-60
fact sheet	\$250-\$500	8-160
kiosk display	\$3,000 - \$5,000	80-200+
report	\$500 - \$20,000	40 hours -18 months
article	\$0 - \$2,000	8-40+
website	\$0 - \$20,000	160-18 months
public event	\$50 - \$1,000	10-20 hours
video	\$3,000 - \$10,000+	15+
artwork	\$250 - \$3,000+	

Are you the right messenger?



How will you know if you've been successful?

What's next?

Purpose – Why are you communicating? What change do you seek?
Audience(s) – Remember there is no such thing as "the general public."
Common ground – What do you have in common with your audience?
Challenges – What might prevent communication success?
Approach – What approach(es) can address the challenge(s)?

When will you communicate? Where will you communicate? How will you communicate?

What additional information do you need about your audience? What future practice, training, or resources do you need? How will you measure the effectiveness of the product or program?