## Beyond Tweeting – Impactful Community Engagement





The Current Situation... Stark Stakeholder Differences **Theory & Reality of Technology** Bias

#### The Evolving Stakeholder



- Millennials ('82-'00) OUTNUMBER Boomers ('46-'64)
   -83.1 Million to 75.4 Million
- Millennials 44.2% Minority, Boomers 21.7% Minority
- Majority is Minority
  - -Age 5 and under in US 50.2% minority or ethnic group
  - -2020 Estimate Majority of All 18 and under Minority
  - -2044 Estimate Majority of All Americans Minority



### **In-Person Meetings:**

Nine people attend in-person meetings, on average.

48% people have NEVER attended an in-person meeting.

\$1 Billion was spend on in-person meetings last year.



### PB + D > C

- P = Probability that the participant will impact the outcome of civic decision
- **B** = Benefit of a changed outcome to the participant
- **D** = Sense of civic duty the participant gets from an action
- **C** = Cost of civic action

By William Riker and Peter Ordeshook

### **CIVIC PROFILES IN THE UNITED STATES**

Based on the conjoint analysis survey, with latent class modeling of the underlying groups (see technical paper\* for details)

COMMUNITY	NEIGHBORHOOD	VOCAL	ISSUES	THE	CIVICALLY
ACTIVE	ADVOCATES	OPINIONATORS	AWARE	ABSENTEES	DISCONNECTED
20.7%	14.7%	11.6%	22.6%	15.3%	

MOST ENGAGED LEAST ENGAGED

<sup>\*</sup> Technical paper: Chapman, Krontiris, and Webb (2015), "Profile CBC: Using Conjoint Analysis for Consumer Profiles." Paper presented at the 2015 Sawtooth Software Conference, Orlando, FL, March 2015. (Forthcoming in B. Orme, ed. (2015), Proceedings of the 2015 Sawtooth Software Conference, Sawtooth Software, Orem, UT, and available from the authors.)

### INTERESTED **BYSTANDERS**







**CIVICALLY AWARE** 



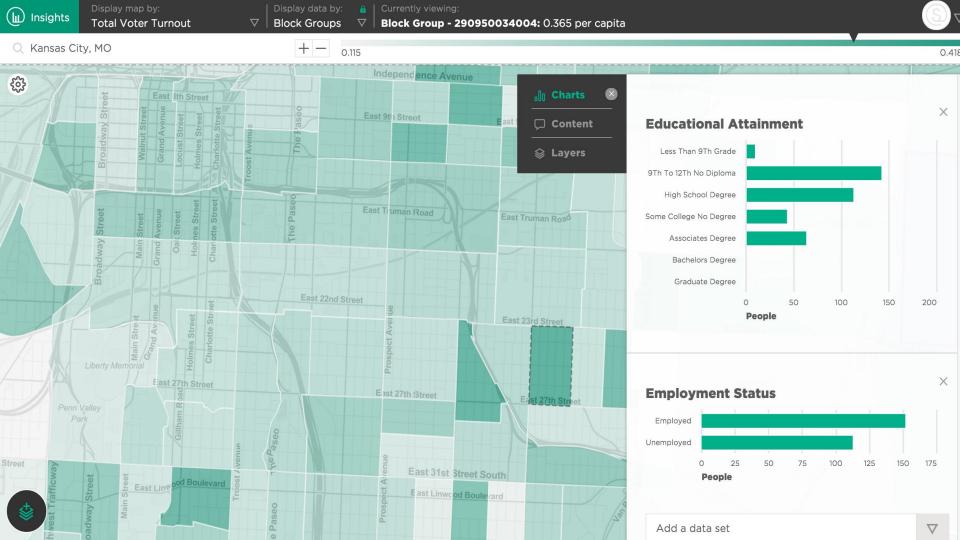


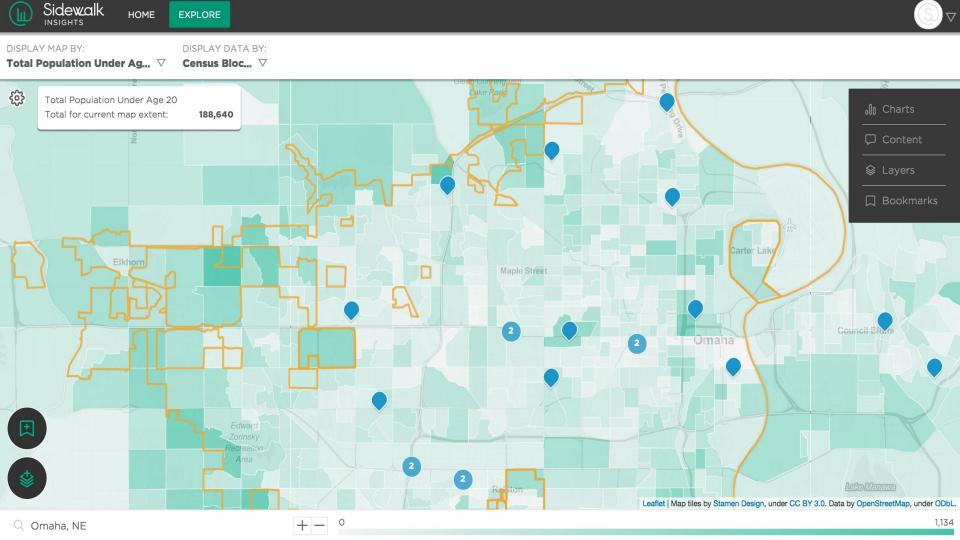


CIVICALLY ACTIVE

# Rules for Impactful Engagement

# **Know Your Audience**





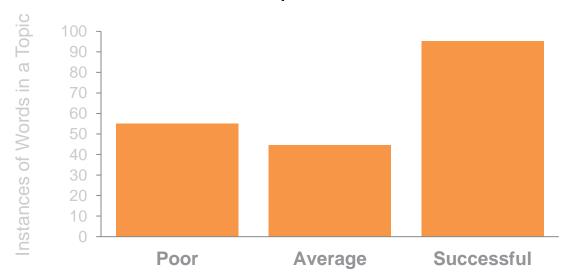


# Talk Like A Citizen

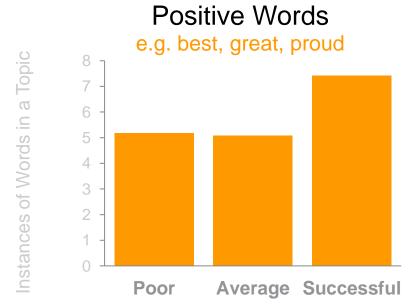
### Be Descriptive

Articulately worded topic descriptions enjoy a greater response rate

#### **Descriptive Words**

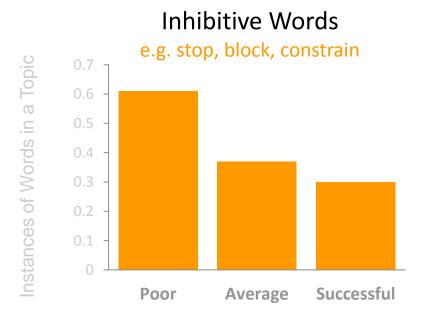


Questions with positively emotional achievement words encourage participation.





### Questions with inhibitive or exclusive words discourage participation.

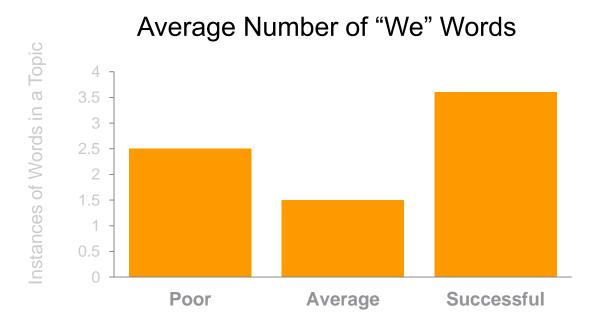




### Highlight Personal Affiliations

"This is not somebody else's problem. This is our own problem"

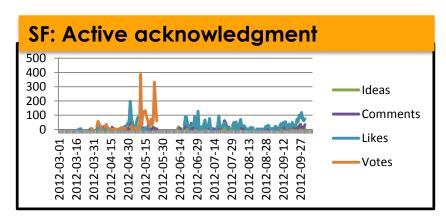
- Highlight group identity so that people consider community challenges as a personal problem
- Use words that showcase commonalities

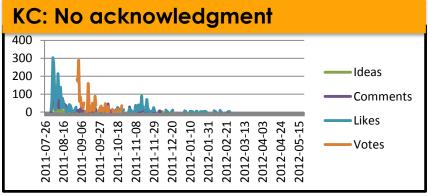


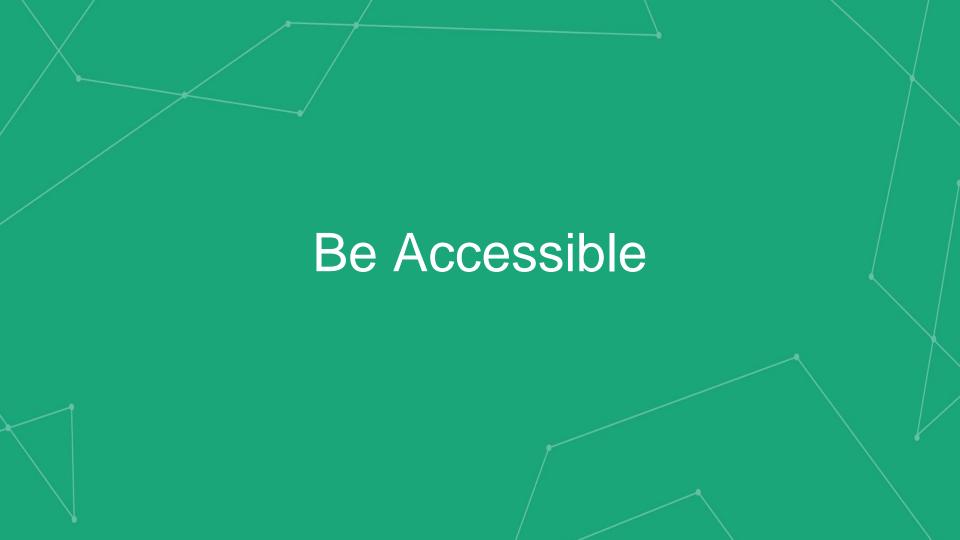
### Listen to what people say

People like to know that their contributions matter

 If people feel their voice is being heard, they are willing to speak up again







### **Going Online:**

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percent of American adults use
85
       the Web
       percent of people 65+ use the Web
       percent of rural households use
       the Web
       percent of households earning <$30K per year use the Web
```



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