

The Conservation Professional's Guide to Working with People

By Scott A. Bonar

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Successful natural resource management is much more than good science; it requires working with landowners, meeting deadlines, securing funding, supervising staff, and cooperating with politicians. The ability to work effectively with people is as important for the conservation professional as it is for the police officer, the school teacher, or the lawyer. Yet skills for managing human interactions are rarely taught in academic science programs, leaving many conservation professionals woefully unprepared for the daily realities of their jobs.

Written in an entertaining, easy-to-read style, *The Conservation Professional's Guide to Working with People* fills a gap in conservation education by offering a practical, how-to guide for working effectively with colleagues, funders, supervisors, and the public. The book explores how natural resource professionals can develop skills and increase their effectiveness using strategies and techniques grounded in social psychology, negotiation, influence, conflict resolution, time management, and a wide range of other fields. Examples from history and current events, as well as real-life scenarios that resource professionals are likely to face, provide context and demonstrate how to apply the skills described.

The Conservation Professional's Guide to Working with People should be on the bookshelf of any environmental professional who wants to be more effective while at the same time reducing job-related stress and improving overall quality of life. Those who are already good at working with people will learn new tips, while those who are petrified by the thought of conducting public meetings, requesting funding, or working with constituents will find helpful, commonsense advice about how to get started and gain confidence.

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The Conservation Professional's Guide to Working with People By Scott A. Bonar Bibliography

- Sales Rank: #1199798 in Books
- Published on: 2007-06-29
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .50" w x 6.00" l, .64 pounds
- Binding: Paperback
- 224 pages

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Editorial Review

Review

"This practical, how-to book is written for resource professionals, ranging from students just embarking on their careers to seasoned managers and supervisors...I enjoyed reading this book and expect to consult it often in the future. I also look forward to bringing this book into my classrooms: Bonar's conversational style and the book's short, effective chapters will encourage reading by students and will provide material for engaging discussions. Furthermore, the high-quality binding and reasonable price of the paperback edition make for a valuable, durable book that is economically accessible to students and professionals alike."
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(*Ecological Restoration*)

"This book means you don't have to read a book on conflict resolution, another on managing personnel, and a third on time management. Bonar has nicely summarized these in a single, easy-to-read book that is relevant to the conservation field."
(*Ecological Management and Restoration*)

"As a conservation professional himself, Bonar understands the situations one can get into and shows how basic principles of negotiation, customer service, and persuasion can apply to natural resources situations."
(*Natural Areas Journal*)

"Conserving essential natural resources requires more than specialized knowledge and advanced technologies—it calls for finely honed 'people skills.' Brimming with insights from hands-on experience, this book offers reassuring, wise, and entertaining guidance from a seasoned professional."
(Paul R. Ehrlich *Bing Professor of Population Studies, Stanford University, author of One with Nineveh*)

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Beatrice Flanagan:

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