## Beyond Tweeting – Impactful Community Engagement





The Current Situation...

#### **Stark Stakeholder Differences**

#### **Theory & Reality of Technology**

**Bias** 



- 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

Source: 2014 US Census Bureau Estimates, released June, 2015



Nine people attend in-person meetings, on average

of people have NEVER attended an in-person meeting

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

#### **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 Active	NEIGHBORHOOD Advocates	VOCAL Opinionators	ISSUES Aware	THE ABSENTEES	CIVICALLY DISCONNECTED
20.7%	14.7%	11.6%	22.6%	15.3%	

MOST ENGAGED

LEAST ENGAGED

\* 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 ACTIVE** 









## Rules for Impactful Engagement

#### **Know Your Audience**

nsights	Display map by: Total Voter Turnout	□ Display data by: □ Block Groups □	
	the MO		







X



175

150

150

200

X



+ - 0

## Tell A Story

### Talk Like A Citizen

#### **Be Descriptive**

Articulately worded topic descriptions enjoy a greater response rate



Questions with positively emotional achievement words encourage participation.





Questions with inhibitive or exclusive words discourage participation.





Instances of Words in a Topic

## **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



#### Average Number of "We" Words

## 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



#### Be Accessible

#### Going Online:

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



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