

### Overview

This standard covers consultation and negotiation to improve or protect the conservation and recreational value of land or marine sites.

This can include retention of existing good practice in the face of proposed changes. Consultation will be undertaken with a wide variety of different interest groups. The standard emphasises working in partnership with others to achieve solutions and improvements.

The term land or marine can be applied to terrestrial, water or mixed environments in both urban and rural contexts, including offshore areas to the edge of territorial waters.

This standard is for conservation and marine access workers who are involved in consultations and negotiations concerning the use of land and/or marine areas. For example, this may entail negotiations with landowners over habitat management or access rights, fishermen over joint use of sea areas or with statutory bodies over proposed changes in regulation of the use of land and/or marine sites.

**Performance criteria**

*You must be able to:*

- P1 identify any issues with current and proposed land or marine use
- P2 accurately identify and engage the key interest groups and individuals associated with current and proposed use
- P3 explain opportunities for the protection/improvement of the land or marine use to the relevant key interest groups and individuals, and seek their views on these opportunities
- P4 consult and negotiate with relevant key groups and individuals, in accordance with the interests of all parties involved, and within relevant organisation and legal requirements
- P5 identify potential solutions to any issues and evaluate them for their effectiveness
- P6 develop recommendations for action to protect or improve conservation and recreation interests, in accordance with relevant strategy, policy, legal requirements and codes of practice
- P7 conclude negotiations in accordance with relevant organisational and legal requirements
- P8 record the outcomes of negotiations, and arrange the appropriate action with the relevant key interest groups and individuals
- P9 monitor the implementation and effectiveness of agreed actions

**Knowledge and understanding**

*You need to know and understand:*

- K1 the range of issues/challenges with land or marine use and how to judge the need for action
- K2 how to identify and engage key interest groups and individuals with an interest in proposed changes
- K3 technical and other potential solutions to issues, and reasons for choice
- K4 why encouraging involvement in consultations is important
- K5 a range of techniques for conducting and concluding effective negotiations
- K6 ways in which the interests of other parties change as negotiations proceed
- K7 the means of evaluating the effectiveness of alternative potential solutions
- K8 the relevant strategy, policy, legal requirements and codes of practice and the implications of not adhering to them
- K9 the different types of actions available to achieve the agreed outcome
- K10 reasons for recommending a specific action to achieve the agreed outcome
- K11 the importance of monitoring the implementation and effectiveness of the agreed action and how this should be carried out

## Glossary

### Issues:

- threats to biodiversity
- inappropriate use of land and coast
- poor maintenance of site
- access

### Key interest groups and individuals:

- landowners
- land managers
- local authorities
- community and other interest groups
- general public
- statutory and other agencies
- environmental specialists

# LANEnC27

Consult to improve or protect the conservation or recreational value of land or marine sites(SQA  
Unit Code-H469 04)



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<b>Developed by</b>	Lantra
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<b>Relevant occupations</b>	Ranger; Access Officer; Conservation Officer; Ecologist; Environmental Policy Officer
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<b>Suite</b>	Environmental Conservation
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<b>Keywords</b>	coastal; sea; site; habitat; land; negotiate
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