# NATURAL RESOURCE MANAGEMENT TRAINING

## Module 3.5:

## *GAME UTILISATION*

# ACKNOWLEDGEMENTS

# CONTENTS of this MODULE

# GENERAL TRAINING TIPS

**Preparation:**

- Prepare each session in advance and ensure all necessary materials and visual aids are available (use visual aids wherever possible to enhance your training).
- Be aware of local customs – remember to open and close the training day with a prayer and give due recognition to any traditional leaders present.
- Provide translation services where necessary (this will need to be arranged in advance – it may not be appropriate to ask a participant to translate).

**General training and presentation guidelines:**

- Use good time management to ensure every aspect of your training is completed – but take into account the possible need for translation and be prepared to slow down if necessary to ensure that all participants understand.
- Maintain good eye contact with participants.
- Speak clearly.
- Keep your training language simple and appropriate to your audience.
- Bridge one topic to the next.
- Provide clear instructions for activities and check to see if your instructions are understood.
- Where appropriate, summarise each component of the module.
- Avoid reading from this trainer's manual.

**Visual presentation:**

- Write clearly and boldly if using flipchart sheets.
- Keep your visual aids clear – avoid blocking participants' view of visual aids.

**Involving the participants:**

- Encourage questions and participation.
- Ask questions to get participants thinking about the topic and key issues.
- Keep the group focused on the task, but take breaks if participants are tired and losing concentration – be aware of body language.
- Be patient and courteous with all participants.
- Talk to your participants and not to the flipchart.
- Acknowledge the comments and feedback from participants.

> **NB:** *Where we wish to indicate that text in this module refers to an activity that training participants are expected to undertake, we have employed this little icon.*

# ABOUT MODULE 3.5: *GAME UTILISATION*

| | |
|---|---|
| **OBJECTIVES**: **People who receive training in MODULE 3.5 will gain knowledge on:** | 1. Policies, legislation and programmes related to game utilisation in Namibia<br>2. The conservancy's responsibility to promote and ensure ethical standards of utilisation<br>3. The pros and cons of different forms of utilisation and strategies to maximise each form of utilisation<br>4. How to avoid/mitigate conflicts between uses ( e.g., between different types of hunting, and between hunting and wildlife-based tourism) |
| **COMPETENCIES**: **People who receive training in MODULE 3.5 will be able to:** | 1. Describe the policies, legislation and programmes related to game utilisation<br>2. Explain the different types of utilisation, their advantages/disadvantages, and strategies to maximise each form of utilisation<br>3. Explain why and how to avoid conflicts between uses<br>4. Design an appropriate Wildlife Management and Utilisation Plan for a conservancy |
| **MODULE 3.5 is intended for:** | Conservancy Game Guards (Topics 1-4); the Conservancy Manager (Topics 1,2 and 4); the Conservancy Committee (Topics 1-2) |
| **Duration of MODULE 3.5:** | The training for this Module will usually last 5 days |

### To train this MODULE 3.5 you will need to have (enough for everyone):

| | Check ✔ |
|---|---|
| 'User's Guide: Game Utilization in Conservancies' booklet | |
| Flipchart stand, sheets and different coloured marker pens ("kokies") | |
| Module 3.5 Handouts #1 – #6 | |
| Prepared Flipchart Sheets #1– #5, if you prefer to use them. (Can be laminated for duplicate use.) | |
| Paper and pens for participants | |

| *For demonstration purposes:* | |
|---|---|
| Poster: Developing Sustainable Game Utilization Systems for the Communal Conservancies of Namibia | |

| *References/other resources:* | |
|---|---|
| 'Guidelines for the Harvesting of Game for Meat Export' | |
| 'Namibia's Communal Conservancies: A review of progress and challenges in 2009' | |
| Bothma and Du Toit, 'Game Ranch Management', Fifth Edition, 2010 Chapter 39 | |

**The training of this MODULE 3.5 will generally follow this schedule:**

| TOPIC 1: | Game utilisation in Namibia, including policy and legislation |
|---|---|
| TOPIC 2: | Ethics and game utilisation |
| TOPIC 3: | The pros and cons of different forms of utilisation; strategies to maximise each form of utilisation |
| TOPIC 4: | How to avoid/mitigate conflicts between uses |
| SELF-ASSESSMENT: | Assessing participants' understanding of this Module (SWOT analysis activity, Handout #6) |

**NOTE:** In order to make this training Module easier to read and use, we have shortened the name of the 'User's Guide: Game Utilization in Conservancies' booklet to just 'the User's Guide' throughout.

# KEYWORDS and ACRONYMS for this MODULE

| CBNRM | Community-based natural resource management |
|-------|---------------------------------------------|
| CBO | Community-based organisation |
| CBTE | Community-based tourism enterprise |
| ethics | A system of moral principles; the rules of conduct that apply to a particular type of human activity |
| HWC | Human wildlife conflict |
| MET | Ministry of Environment and Tourism, Namibia |
| mitigate | To make a condition less severe, less rigorous, or less painful |
| NACSO | Namibian Association of CBNRM Support Organisations |
| NTB | Namibia Tourism Board |
| PH | Professional hunter |
| WMUP | Wildlife Management and Utilisation Plan |

## NOTE TO TRAINERS/FACILITATORS: HOW TO USE THIS TRAINER'S MANUAL

This Manual provides a guide for delivering the training course for Module 3.5: Game Utilisation. The training approach includes a mix of participatory activities and delivery of information to the participants. Instructions for these participatory activities are provided in the Manual. The Manual also indicates where trainers/facilitators need to have material prepared in advance and where they need to have Handouts ready to give to participants.

The Manual also provides essential information and messages that need to be conveyed to participants at each step of the Module. *This material is provided as a foundation on which the trainers/facilitators should build the delivery of the Module.* More detailed information is provided in the 'User's Guide: Game Utilization in Conservancies' booklet, which will be provided to all course participants. Trainers/facilitators should therefore familiarise themselves with the content of 'User's Guide: Game Utilization in Conservancies' and use it to supplement their training.

The self-assessment activity for this Module involves participants using a SWOT analysis as a step towards developing a Wildlife Management and Utilisation Plan. In the event that you are able to schedule this workshop at a time in the conservancy's development when such a real-life plan needs to be created you can, of course, use this activity (Handout #6) to assist the participants in doing just that.

The topics have been divided into 'sessions', with amounts of time allocated to them. These time frames are a guide only, and trainers/facilitators might need to adapt them as they deliver the Module.

# INTRODUCTION

**1**    **LIST:** *The **objectives** of Module 3.5 by writing them on a flipchart sheet. To save time you may prefer to have Flipchart Sheet #1 prepared in advance (or even laminate this one and others for duplicate use).*

**Participants attending this training will gain knowledge on:**

1. **Policies, legislation and programmes related to game utilisation in Namibia**

2. **The conservancy's responsibility to promote and ensure ethical standards of utilisation**

3. **The pros and cons of different forms of utilisation and strategies to maximise each form of utilisation**

4. **How to avoid/mitigate conflicts between uses ( e.g., between different types of hunting, and between hunting and wildlife-based tourism)**

**2**    **LIST:** *The **competencies** of Module 3.5 by writing them on a flipchart sheet. To save time you may prefer to have Flipchart Sheet #2 prepared in advance.*

**People who receive training in Module 3.5 will be able to:**

1. **Describe the policies, legislation and programmes related to game utilisation**

2. **Explain the different types of utilisation, their advantages/disadvantages, and strategies to maximise each form of utilisation**

3. **Explain why and how to avoid conflicts between uses**

4. **Design an appropriate Wildlife Management and Utilisation Plan for a conservancy**

**ASK:** *Participants if they have any questions about the Module. Address any questions.*

**NOTE:** *If participants are unfamiliar with the concept of game utilisation, you may wish to start the training by explaining in simple terms what game utilisation is, and why it is important for conservancies.*

*3* Engage participants in a 'brainstorming' session by giving them 5 minutes to come up with key words related to game utilisation. Write these down on a flipchart sheet under the heading 'What is game utilisation?' and then formulate a definition for game utilisation using the keywords provided and write the definition on the flipchart sheet (or ask a participant volunteer to do this).

*4* **ASK:** Participants to refer to their 'User's Guide: Game Utilization in Conservancies' Section 1-4.

**EXPLAIN** In simple terms, here is a breakdown of what game utilisation is, and why it is important for conservancies:

1. Game is a viable, competitive and highly productive form of land use, particularly in areas with limited rainfall such as Namibia.

2. Communities in registered conservancies can optimise their land use and sustainable income generation through:

   a. Game-based tourism

   b. Meat hunting

   c. Sport hunting

   d. Biltong hunting

   e. Trophy hunting

   f. Live game sales

3. Benefits from game utilisation contribute to the welfare of local communities.

4. However, benefits need to:

   a. Outweigh the cost of living with potentially destructive wildlife.

   b. Be competitive with other forms of land use, i.e., it should be economically attractive to set aside land for wildlife.

5. The hunting industry plays an important role in capacity building within local communities, e.g., job creation and on-the-job training.

6. However, conservancies need to find ways to deliver more benefits to households, especially those affected by human wildlife conflict.

## TOPIC 1: Game utilisation in Namibia, including policy and legislation

### Session 1: Background to game utilisation in Namibia

**NOTE:** *The aim of this first session (<u>approximately 45 minutes</u>) is to get participants involved early on and to lay the foundation for future sessions by developing the following:*

- *A background to the history of game utilisation in Namibia.*

- *A general understanding of how game utilisation is controlled in Namibia.*

**1**    **EXPLAIN:** To start off with we are going to look at **a brief history of game utilisation in Namibia**.

**DISTRIBUTE:** *Handout #1 (2 pages) to participants.*

**2**    *Ask participants to look at Handout #1, which is a brief introduction to game utilisation in Namibia's communal conservancies, in order that they can gain some insight into the historic developments over the past 30 years. Discuss key points together.*

*Participants should next work in pairs to draw up a timeline of the most important dates and developments. Then ask pairs to present and discuss their timelines. Finally, reflect together on the current situation within communal areas regarding game utilisation.*

**LIST:** *Once pairs of participants have presented their own timelines, list the key moments in the development of game utilisation in Namibia on a flipchart sheet using the text on the following page. (You may prefer to prepare this in advance as Flipchart Sheet #3.)*

**Timeline for the development of game utilisation in Namibia:**

**1967**          *Nature Conservation Ordinance 31*
Rights devolved to private landowners over conditional wildlife use.

**1975**          *Nature Conservation Ordinance 4 of 1975*
Legislation on wildlife utilisation led to recovery of wildlife populations on freehold land. This resulted in an increase in game on most commercial farms, as farmers had an incentive to conserve wildlife. The same rights DID NOT apply to communal farmers at that time.

**1980 – 1990**  **Commercial poaching and uncontrolled hunting**
- Wildlife populations at historic low on communal lands.
- Fragmented populations.
- Large game animals completely eradicated in some communal areas.

**1990**          **Namibia's Independence**
Government of Namibia sought to rectify the inequalities and inconsistencies in their approaches to communal and commercial area residents.

**1992**          **Increase in wildlife numbers to 1.7 million**

**1995**          **'Wildlife Management, Utilisation and Tourism in Communal Areas Policy'**

**1996**          **Amendment of *Nature Conservation Ordinance***
Communities gain rights over wildlife through formation of conservancies.

**3**   **ASK:** *Participants to look at the poster 'Developing Sustainable Game Utilization Systems for the Communal Conservancies of Namibia' while you introduce the topic.*

**EXPLAIN:** The **sustainable use of game is controlled through a detailed system of monitoring, consultation and adaptive management**. (*Refer to the Utilisation Cycle as set out in the poster and discuss key points together.*)

**DISTRIBUTE:** *Handout #2 to participants.*

**Session 2: Game utilisation policy and legislation**

**NOTE:** *The aim of this second session (<u>approximately 45 minutes</u>) is to familiarise participants with the policies and legal provisions for game utilisation in Namibia.*

*1* **EXPLAIN:** Now we are going to look at **the policy and legislative environment for game utilisation in Namibia**.

**ASK:** *Participants to look at Section 2 in their 'User's Guide'.*

**LIST:** *Verbally list and explain the following policies and Acts:*

1. **The *Nature Conservation Amendment Act***

   - Residents of communal areas can gain the same rights over wildlife and tourism as freehold (commercial) farmers.

   - The formation of a conservancy is the condition for ownership and use rights over game.

2. **The 'Policy on Tourism and Wildlife Concessions on State Land'**
   Provides a framework for awarding and managing concessions. Concessions provide an opportunity for business development and economic empowerment of formerly disadvantaged Namibians through access to tourism, hunting and industries based on plant and animal resources.

3. **The *Game Product Trust Fund Act*, Number 7 of 1997**
   Provides for the establishment of the Game Products Trust Fund in support of the conservation and management of wildlife resources and rural development.

4. **The 'National Policy on Human Wildlife Conflict Management'**
   Provides a framework and guidelines for management of human wildlife conflict.

*2* *Ask participants explain in their own words how each of these policies or Acts relates to game utilisation. Discuss key points together and summarise participants' contributions on a flipchart sheet under the heading 'Policy and legal framework for game utilisation in Namibia'.*

**Session 3: Community-based natural resource management (CBNRM)**

**NOTE:** *The aim of this third session (<u>approximately 1 hour</u>) is for participants to situate game utilisation within the broader context of Namibia's CBNRM Programme.*

*1*     **EXPLAIN:** Now we are going to look at **how game utilisation relates to community-based natural resource management in Namibia**.

**ASK:** *Participants to look at Section 3 in their 'User's Guide'.*

*2*     **EXPLAIN:** First of all, let's look together at what we understand the Namibian CBNRM Programme to be. Here is a good **definition and explanation of its purpose**:

1. Namibia's national Community-based Natural Resource Management (CBNRM) Programme is a joint venture between the government and non-government institutions, communities, community-based organisations and development partners. The programme aims to **provide incentives to communities to manage and use wildlife and other natural resources in sustainable and productive ways**.

2. The CBNRM Programme is a:

   a. **Natural resource management and conservation programme** – it promotes wise and sustainable management of natural resources and encourages biodiversity conservation by creating the necessary conditions for sustainable use.

   b. **Rural development programme** – it seeks to devolve rights and responsibilities over wildlife and tourism to rural communities, thereby creating opportunities for enterprise development and income generation.

   c. **Empowerment and capacity-building programme** – it encourages and assists communities and their local institutions to develop the skills and experience to sustainably develop and proactively pilot their own futures.

*3*     **EXPLAIN:** Now let's look together at the **operational context for CBNRM**. It is very important to remember that a conservancy is NOT a National Park or game reserve, but an area where people carry out their daily activities. People in a conservancy can choose whether to have wildlife or not.

**4** **EXPLAIN:** Finally, let's look together at the **rights and responsibilities of the community with respect to wildlife**. With rights of utilisation over any natural resource come a number of responsibilities. This applies to wildlife (as a natural resource), where the following mechanisms are required to help ensure sustainability:

1. Develop and implement a Wildlife Management and Utilisation Plan.

2. Maintain a natural resource monitoring system that reviews the implementation of the Wildlife Management and Utilisation Plan through an adaptive management process.

3. Produce an annual natural resource report and submit to MET by 15th March of each year.

4. Report illegal activity to the relevant authorities and support authorities in taking action.

**5** *Ask participants to **identify the rights for the utilisation of wildlife** that ownership confers on a conservancy. Note their contributions on a flipchart sheet under the heading 'How is the conservancy allowed to utilise wildlife?'*

**6** *Now ask participants to distinguish between **consumptive** and **non-consumptive** use of wildlife. Note their contributions on a flipchart sheet under the headings 'Consumptive use of wildlife' and 'Non-consumptive use of wildlife'.*

**EXPLAIN:** Once registered, a conservancy acquires new rights and responsibilities with regard to the consumptive and non-consumptive use and management of wildlife.

1. **Consumptive rights** include the conditional ownership and use of game that can be:

   a. Hunted as trophies.

   b. Used for local consumption by conservancy members.

   c. Harvested for commercial sale of meat.

   d. Captured and sold as live game (in this case, although the animals are not killed they are removed from the area and are thus subtracted from the total for that species).

2. **Non-consumptive rights** create opportunities for tourism, either to establish the conservancy's own community-based tourism enterprise(s) (CBTE) or to enter into joint venture agreements with private partners.

➡️  *Ask participants to read through each section of Handout #3 in turn and ask them to indicate if they agree or disagree with each of the statements. If they disagree with a statement, they should motivate their opinion and make alternative suggestions, which you should note under a suitable heading on a flipchart sheet.*

**Session 4: General concepts of game utilisation, and the regulating role of MET**

**NOTE:** *The aim of this next session (approximately 30 minutes) is for participants to:*

- *Gain an understanding of what concepts underpin game utilisation in conservancies.*

- *Understand the role of MET in regulating game utilisation.*

**1**     **EXPLAIN:** Now we are going to look at **the general concepts that guide our utilisation options.**

**ASK:** *Participants to look at Section 4 in their 'User's Guide'.*

**EXPLAIN:** Here are the concepts that form the foundation for game utilisation:

- Game is a viable, competitive and highly productive form of land use. This is especially so in arid and semi-arid regions, provided the policy regime allows people to realize the real value of game.

- A community in a registered conservancy could optimise their land use and sustainable income generation by using game through tourism, meat hunting, sport hunting, biltong hunting, trophy hunting and live game sales.

- A number of these different utilisation methods can occur within a single conservancy and the optimal mix will depend on the special characteristics of each area.

**2**     **EXPLAIN:** Let's look together at **the role of MET in game utilisation** and the **permit requirements for utilising game**.

1. **Role of MET:**

- Monitors and regulates Namibia's hunting industry.

- Conducts written or oral examinations of hunting guides and professional hunters, as well as the practical testing.

- Issues hunting quotas and permits.

2. **Permit requirements**:

- Issued prior to the hunting season.

- Separate permit issued for each hunting client.

- Additional permit, containing a list of special conditions, is required for large cats – leopard, lion and cheetah.

- To be completed in full by the hunting client and the Namibian hunting professional (wounded and lost animals are to be stipulated in the permit too).

- A maximum of two trophies per species may be harvested per hunting client/per permit.

- All trophy-hunting operators have to be registered with the Namibia Tourism Board (NTB)

## Session 5: Principles of game utilisation

**NOTE:** *The aim of this last Topic 1 session (<u>approximately 30 minutes</u>) is for participants to:*

- *Gain an understanding of two core principles that underpin game utilisation.*

- *Understand how game utilisation relates to human wildlife conflict.*

*1* **EXPLAIN:** We are first going to look at **two key principles that lay the foundation for game utilisation**.

**ASK:** *Participants to look at Section 4.3 in their 'User's Guide'.*

**EXPLAIN:** Two principles guide game utilisation:

1. **Sustainability**: The sustainable use of game enables rural people to diversify their livelihoods and improve their socio-economic status while at the same time ensuring biodiversity conservation.

2. **Benefits to the community**: Wildlife numbers have grown significantly in conservancies. This can be attributed to the reduction in illegal hunting and poaching, and to strong local management by conservancies.

*2* **DRAW:** *The following table on a flipchart sheet (or you may prefer to have it prepared in advance as Flipchart Sheet #4.)*

**EXPLAIN:** The table on the flipchart sheet indicates the value of income from different sources and the percentage that each source contributed to the income of conservancies in 2009.

| Source of income | Value in N$ | Percentage of conservancy income |
|---|---|---|
| Joint venture tourism | 19,979,916 | 57.0 % |
| Trophy hunting | 5,724,911 | 16.3 % |
| Own-use game meat | 3,153,750 | 9.0 % |
| Trophy-hunting game meat | 1,790,325 | 5,1 % |
| Shoot and sell | 1,376,986 | 3.9 % |
| Crafts | 1,233,047 | 3.5 % |
| Campsites and CBTEs | 915,827 | 2.6 % |
| Veld products | 568,361 | 1.6 % |
| Live game sales | 263,760 | 0,8% |
| Forest products | 18,720 | 0.1 % |
| Premium hunting | 5,256 | 0.0 % |
| **TOTAL** | 35,021,859 | 100 % |

**3**    **EXPLAIN:** We are now going to look at how **game utilisation relates to the issue of human wildlife conflict**.

1. The sound management of HWC is central to the success of conservancies.

2. Innovative solutions are needed to mitigate conflicts with key species.

3. Living with wildlife carries a cost, especially when game comes into conflict with livelihood activities.

4. Local-level land-use planning is needed to avoid conflicts.

**4**    *Divide participants into groups and wrap up Topic 1 by asking them to prepare a flipchart sheet (one per group) with the 5 key messages of the first topic on it. Discuss each group's messages.*

**5**    **SUMMARISE/LINK:** Today we started with a general discussion about wildlife utilisation in Namibia, including some background history. We then looked at policy and legislation, CBNRM, key concepts and principles, the role of MET in regulation, and human wildlife conflict in a series of sessions that linked them all to game utilisation. This work provides a foundation for certain other topics in the Module that deal with the practical aspects of game utilisation. In the next topic, however, we will look at the issue of ethics and game utilisation.

Let's just go back and look at our objectives for this workshop to confirm that we are 'on track' so far (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any questions?

## TOPIC 2: Ethics and game utilisation

*1* **EXPLAIN:** For this short second topic, we are going to examine **the issue of ethics in game utilisation**.

| ASK: What do we mean by the word 'ethics'? |
| --- |

*Guide the group in a discussion regarding the meaning of the word 'ethics' and write responses on a flipchart sheet under the heading 'What are ethics?'.*

**EXPLAIN: Ethics are the rules, based on moral principles, which guide our conduct as we carry out a certain activity**.

| ASK: How do ethics relate to game utilisation? |
| --- |

*2* *Guide the group in a discussion regarding the issue of the ethics of game utilisation and what management implications this has for the conservancy. Try to assist participants in reaching **an awareness of the conservancy's responsibility to promote and ensure ethical standards of utilisation** within the framework of sustainable use.*

**NOTE:** *The outcome of this activity could be the first step for developing a Game Utilisation Code of Ethics for the conservancy.*

*3* **EXPLAIN:**

1. **'Ethics' is more than the legal requirements that regulate hunting and live capture**. It is the principles of conduct that separate good behaviour from bad behaviour, right from wrong, and shows that people are caring and considerate in the way they deal with other species. Much of what constitutes 'ethical use' also makes sound biological sense.

2. As the nations of the world develop and achieve higher levels of education, income and civil liberties, so **their concept of ethical behaviour towards their fellow man, as well as to other species, evolves to higher levels**. This is reflected in ongoing efforts to eliminate all forms of abuse of animals and, when managing wildlife, to reduce levels of fear, pain, suffering and discomfort as far as is possible.

3. Most of the clients who visit conservancies for hunting and for tourism come from Western countries where ethical considerations and practices are taken for granted. **Actions by conservancies – or their members or their business partners (e.g. professional hunters shooting collared animals) – which violate ethical practices will result in negative publicity** for those conservancies (and perhaps even for the whole CBNRM/conservancy programme and ultimately for Namibia). This in turn will lead to animal rights activists raising international pressure against hunting and other forms of wildlife use in Namibia, and a drop in tourism numbers. Good ethical practices are therefore important to sustain the whole conservancy programme, to maintain and grow the wildlife-based business opportunities in conservancies, and to ensure that income to conservancies continues to flow and grow.

4. Sustainable use often involves the capture and killing of animals. There are risks that animals may suffer. **An ethical approach means that all reasonable effort is made to minimise the risk of fear, pain and suffering to these animals**, as well as to have the minimum possible impact on their social structures. This means that capture and harvesting teams must be well trained, skilled, efficient and professional and have a good biological understanding of the species that they are dealing with.

**4**    **EXPLAIN:** Ethical standards dictate what is required to cause the least suffering for individual animals and the least disruption of groups, herds or populations of animals. For example:

- For own-use harvesting, hunters should be skilled marksmen who apply their skills in a professional manner to the highest standards; they must use the right equipment, which must be in good condition. The conservancy should also set standards and test all community hunters before allowing them to hunt, as poor harvesting results in undue suffering, wasted meat and bad publicity.

- All forms of hunting need to recognize the social behaviour and biology of the species in question – for example, hunting the dominant stallion in mountain zebra herds may impact on the social cohesion within the herd. This is turn will result in poor breeding performance, low recruitment and fewer animals for future years.

- The capture or hunting of females caring for their young causes obvious suffering as well as probable loss of the young animals, which impacts on the financial performance of the conservancy.

- Illegal hunting often involves cruel use of traps, pitfalls, snares etc.

*5* **EXPLAIN:** The conservancy should, in negotiations with harvesting teams, capture operators and trophy hunters, ensure that high ethical standards are followed in all aspects of these operations. **By adopting ethical game utilisation methods the conservancy can promote several positive outcomes**:

1. Help ensure a positive image of hunting and harvesting of wildlife, which are the cornerstones of sustainable use.

2. Develop an approach within the conservancy membership that provides positive re-enforcement for the principles of sustainable use and the value of maintaining high standards in all conservancy work, including ethical standards, thereby promoting a good image beyond the conservancy boundaries.

3. Promote a positive image of conservancies as legitimate and credible wildlife managers.

## TOPIC 3: The pros and cons of different forms of utilisation; strategies to maximise each form of utilisation

### Session 1: Types of game utilisation

**NOTE:** *The aim of this first session (<u>approximately 30 minutes</u>) is to introduce participants to the different forms of game utilisation.*

*1* **EXPLAIN:** To start this topic we are going to look at the **various types of game utilisation**.

> **ASK: What are the different ways in which we can use wildlife?**

*2* Ask participants to provide **examples of different ways of using wildlife**, both ones they are familiar with locally, and ones they may have heard about from elsewhere in Namibia (and even beyond). Capture responses on a flipchart sheet under the heading 'How can we use wildlife?'.

*3* **ASK:** *Participants to look at Section 5 in their 'User's Guide'.*

**LIST:** *The different forms of wildlife utilisation:*

**Trophy hunting** (5.1.1 in the User's Guide)
Wealthy clients paying a premium to hunt trophy animals, which are those individuals – usually male – that have large horns, tusks or body mass.

**Wildlife-based tourism** (5.2.1 in the User's Guide)
Paying visitors, in numerous value and activity categories, visit an area to experience the culture, scenery and wildlife. While each of these attributes has value on its own it is the synergy of them all combined which makes an ideal product.

**Own-use hunting** (5.3.1 in the User's Guide)
Own-use hunting operations normally remove larger numbers of animals than trophy hunting and because meat is the objective, the sex or age of the animal is less important to the hunter. What is important is that the hunter does not take animals that could be used as trophy animals. And from the management perspective, sex ratios are important because this will play a large part in determining the breeding rate of a population.

**Premium (Sport) hunting** (5.4.1 in the User's Guide)
'Premium' (or Sport) hunting – as opposed to trophy or venison hunting – is new in Namibia. The concept is to service a niche market where hunters, who are not interested in trophy quality, can hunt in beautiful surroundings (a hybrid between trophy hunting and tourism).

**Shoot and sell** (5.5.1 in the User's Guide)

Shoot and sell is where large numbers of animals are harvested and the meat sold – often referred to as harvesting or culling. This strategy is used when there is a large surplus of animals – either because the land is overstocked, or because the land managers might want to reduce a certain species in order to make room for another, or because the sustained harvesting of wildlife for meat production (as in most livestock farming) is part of the management strategy and production model.

**Live game capture and sale** (5.6.1 in the User's Guide)

Live game capture and sale involves the removal of numbers of animals – either as part of an off-take strategy to reduce numbers or, particularly in the case of high-value species, as part of the business model to sell animals bred for this purpose (similar to the notion of livestock farmers breeding pedigree animals of high vale for sale).

a. The first strategy is used when there are a large surplus of animals and a viable market – either because the land is overstocked or because the land managers might want to reduce a certain species in order to make room for another. This option is particularly relevant in those conservancies that do not have tourist or trophy-hunting potential. In these instances the breeding and sale of live game may be the only way that a community could realise a cash income.

b. The second strategy is applicable where there are breeding populations of higher-value animals such as rhino, disease-free buffalo, black-faced impala, roan and sable antelopes, and strong market demands.

*4* *Ask participants to describe the **different wildlife utilisation methods that occur in their conservancy**. Summarise their contributions on a flipchart sheet under the heading 'Game utilisation in the conservancy'.*

## Session 2: Pros and cons of the different types of game utilisation

**NOTE:** *The aim of this second session (approximately 45 minutes) is to discuss the advantages and disadvantages of the different forms of game utilisation.*

*1* **EXPLAIN:** Moving on, we are now going to look at the **advantages and disadvantages** of the various forms of game utilisation that we have just identified together.

**ASK:** *Participants to look at Section 5 in their 'User's Guide'.*

**LIST:** *The advantages and disadvantages of the different forms of wildlife utilisation using the following tables:*

**Trophy hunting** (5.1.2 – 5.1.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. High cash income directly to the conservancy. | 1. Anti-hunting movements can dissuade certain donors, investors and tourists from supporting a conservancy. |
| 2. Market stability (relative to tourism). | |
| 3. Low ecological impacts (relative to capture and meat hunting) and low social impacts (relative to tourism). | 2. Exchange rate fluctuations have relatively large impact as hunts are usually sold in foreign currency (US$ or Euro; a strengthening N$ means that the value in N$ declines). |
| 4. Easy and quick to establish (low capitalisation costs). | |
| 5. Presence of trophy hunters lowers poaching threat. | 3. Drought can impact on trophy quality. |
| 6. Creates moderate employment opportunities. | 4. Policies. |
| 7. Provides moderate amounts of meat to community households. | 5. Lack of adherence to hunting ethics. |
| 8. Provides some minor benefit in correcting sex ratios following a capture operation. | 6. Poorly-designed quotas can affect trophy qualities of some species which take many years to reach trophy size (i.e., elephant, buffalo, etc.). |
| 9. Means to provide training, marketing and infrastructure for other land-use activities (e.g., hunting camp used for tourism out of hunting season). | |
| 10. Namibia is a unique hunting destination and experience. | 7. Over-harvesting of trophy animals through problem control off-takes can lead to loss of trophy quality. |
| 11. Compatible with other land uses. | |
| 12. Marketing spin-offs. | |
| 13. Empowerment of members through training (e.g., hunting guide, trackers, camp attendants, etc.). | |

**Wildlife-based tourism** (5.2.2 – 5.2.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. Namibia provides a unique tourism product. | 1. Impact on trophy hunting if tourist density is too high and not properly managed (over space and/or time). |
| 2. Potentially very high cash income in the longer term. | |
| 3. Provides good employment opportunities. | |
| 4. Stimulates the development of related services, enterprises and support industries. | 2. Impact on meat hunting and game capture operations if not properly managed. |
| 5. Provides sense of ownership and pride over local resources. | 3. Potential for conflict, e.g., income-generating potential of limited number of big bull elephant in the northwest area for photographic tourism vs. trophy hunting. |
| 6. Provides training and exposure to career development pathways. | |
| 7. Attracts investment and skills. | |
| 8. World's fastest growing sector. | |
| 9. Environmental education and other social benefits. | |

**Own-use hunting** (5.3.2 -5.3.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. Provides large amounts of meat to community households.<br><br>2. Where there is little tourism or trophy-hunting potential, it might be the only real option for conservancies.<br><br>3. It is easy to implement (aside from a few control issues). | 1. Anti-hunting movement.<br><br>2. Overharvesting.<br><br>3. Disease (anthrax, TB?).<br><br>4. Could attract external illegal hunting activity.<br><br>5. Unregulated own-use hunting (damage hunting experience and affect trophy quality).<br><br>6. Could skew sex ratios if mainly males hunted.<br><br>7. Removal of large males or prime males impacts on trophy quality and ultimately income. |

**Premium (Sport) hunting** (5.4.2 – 5.4.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. Low impact, whilst adding considerable income.<br><br>2. Creating economic spin-offs (e.g., community camp sites, curios, etc.).<br><br>3. Provides employment through guiding and servicing camp sites.<br><br>4. Provides meat to community households.<br><br>5. Diversifies the hunting product in Namibia by creating jobs at all levels.<br><br>6. Can become an entry point for a conservancy to develop its own trophy-hunting concession over time. | 1. Untested market.<br><br>2. Can get confused with trophy hunting.<br><br>3. Entry barriers created by traditional wildlife users.<br><br>4. Lack of trained staff.<br><br>5. Mismatch between market expectations and reality.<br><br>6. Risk of things going wrong, especially if clients are also allowed to perform trophy hunting on the same trip. |

**Shoot and sell** (5.5.2 – 5.5.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. Provide employment through guiding and servicing camp sites.<br><br>2. Where there are no/poor tourism or trophy-hunting options, this may be one of the few wildlife-use options available.<br><br>3. Can create economic spin-offs.<br><br>4. There is a well-established meat market.<br><br>5. Inexpensive setup and marketing costs. | 1. Large potential for damage to the wildlife resource base if mismanaged.<br><br>2. Bad practice can lead to its collapse.<br><br>3. Unregulated shoot and sale operations (damage hunting and tourism experiences and can affect trophy quality).<br><br>4. Poor hygiene can devastate marketing.<br><br>5. Vet restrictions on movement of meat.<br><br>6. Community perception can be that they are getting ripped off (loss of meat, indirect cash flows, etc.).<br><br>7. Trophy clients under the guise of venison hunting.<br><br>8. Poor continuity of supply makes establishment of a market very difficult. |

**Live game capture and sale** (5.6.2 – 5.6.5 in the User's Guide)

| Pros | Cons |
|---|---|
| 1. High cash income (but not that consistent between years). | 1. High mortalities can lead to lost income and negative image. |
| 2. Can be used to rapidly reduce population numbers if this is ecologically necessary. | 2. Only certain conservancies have this option (terrain, access, 'red line', etc.). |
| 3. Allows population peaks to be capitalised. | 3. Price fluctuation (market collapse) due to drought, political instability, etc. |
| 4. Can be used to manipulate populations to protect valuable species. | 4. Unregulated capture (removal of excess males). |
| 5. Manipulate sex ratios in populations to enhance breeding rates; reduce breeding rates and increase the proportion of trophy animals in a population. | 5. Need large 'quotas' otherwise not feasible. |
| | 6. Disease. |
| | 7. Veterinary, movement, and marketing restrictions. |
| 6. Can be used to protect vegetation. | 8. Disagreements between neighbours due to large removals in an open system. |
| 7. Establishing populations elsewhere. | 9. Some irresponsible operators can discredit the option. |
| 8. Useful to establish partnerships between communal and commercial conservancies and with Protected Areas. | 10. Limited number of competent capture operators. |
| 9. Relatively low transaction costs. | 11. Game densities are low and the concentrations are spatially unpredictable. |
| 10. Enhances the image of the conservancy. | |

**2** *Encourage participants to **come up with additional pros and cons for each form of utilisation**. Record the pros and cons for each form of utilisation on a flipchart sheet under appropriate headings. Just place a tick next to a 'pro' and a cross next to a 'con'.*

**EXPLAIN:** It is important to first establish an overall quota mechanism that combines trophy and premium hunting, own use, harvesting for export, and live sales.

**Session 3: Optimising each form of game utilisation**

**NOTE:** *The aim of this third session (approximately 60 minutes) is for participants to gain an understanding of ways to optimise each of the different forms of game utilisation.*

**1** **EXPLAIN:** For this third session in this topic, we are going to look at **optimising each of the various forms of game utilisation** that we identified together in the first of the topic sessions.

**ASK:** *Participants to look at Section 5 in their 'User's Guide'.*

**LIST:** *The following strategies to optimise each form of game utilisation:*

**Trophy hunting** (5.1.6 in the User's Guide):

1. Build capacity within conservancies.

2. Increase number of concessions within larger conservancies.

3. Awareness campaign (communities, tourism, hunting and public).

4. Promote better understanding between stakeholders.

5. Smaller conservancies share quotas and jointly contract a trophy hunter.

6. Ensure spatial and temporal zoning with other forms of sustainable use to minimise conflict.

7. Build understanding in people implementing other forms of consumptive use on ways of minimising impacts on trophy products.

**Wildlife-based tourism** (5.2.6 in the User's Guide):

1. Undertake environmental impact assessments for all infrastructure developments.

2. Explore incentive-based policies.

3. Assess economic trade-offs of using the small number of big bull elephant below the escarpment for photographic tourism versus trophy hunting.

4. Educate tour operators and tourists on broad issues of wildlife use and optimising wildlife as a competitive form of land use (and the conservation benefits of that).

**Own-use hunting** (5.3.6 in the User's Guide):

1. Develop and implement internal control mechanisms (individuals vs. appointed hunters).

2. Train appointed hunters to hunt responsibility (ethics, professionalism, and minimising impacts on other forms of utilisation – particularly tourism and trophy hunting, as well as live sale if high value species are involved).

3. Provision of processing facilities (if appointed hunters option).

4. Awareness programme to understand population dynamics and harvest principles.

5. Establish monitoring system because of compliance and impacts on other activities.

6. Explore equitable/targeted meat distributions strategies.

7. Explore options for marketing by-products.

8. Spatially and/or temporally zone the meat-harvesting process.

**Premium (Sport) hunting** (5.4.6 in the User's Guide):

1. Agree on the appropriate term for 'premium' hunting.

2. Amend the necessary policies to accommodate this new type of hunting.

3. Establish a marketing system.

4. Develop operational systems to implement the system on the ground, including accommodation and guiding solutions.

5. Identify appropriate markets to be targeted for marketing campaign.

6. Ensure that this product does not encroach upon, or devalue, the trophy-hunting product.

**Shoot and sell (harvesting)** (5.5.6 in the User's Guide):

1. Develop a concept and feasibility study – is this an occasional event to remove excess animals or a regular and sustainable harvest as part of the conservancy's production model?

2. If feasible, develop an implementation plan.

3. Only proceed once adequate controls in place and with careful monitoring.

4. Work on a marketing plan to develop a high-value market to cover high harvest costs.

5. Will require either outsourcing to private operators or the development of skilled specialist harvesting teams – could be a transition process if economically feasible.

6. Either develop and acquire the necessary meat processing, storage and/or transport facilities or outsource as above – with possible transition as an option.

**Live game capture and sale** (5.6.6 in the User's Guide):

1. Understand live-sale markets to determine whether this form of wildlife use is viable. This will especially apply to common game and game in difficult terrain, in remote areas and at low density.

2. For higher-value species, develop as assessment of optimal management and use through live sales.

3. Develop an opportunistic capture approach (timing critical, identify potential capture sites, knowing where animals are, pre-qualified operators ready to move, etc.), and keep in mind that most game capture and translocation work is done in the cooler winter months of the year to reduce capture stress and mortality.

4. Explore the establishment of a collective agency to market capture quotas in more cost-effective manner.

5. Explore options and opportunities for game 'swaps', 'banking' etc.

*2* *Encourage participants to come up with **additional strategies for each form of utilisation**. Record the strategies for each form of utilisation on a flipchart sheet under appropriate headings.*

*3* **SUMMARISE/LINK:** In Topic 2 we looked at the role of ethics in game utilisation and then moved on, in Topic 3, to look at methods for game utilisation, their advantages and disadvantages, and strategies for optimising their use. In the next topic we will look at how to avoid/mitigate conflicts between uses (e.g., between different types of hunting, and between hunting and wildlife based tourism).

Let's just go back and look at our objectives for this workshop to confirm that we remain 'on track' at this stage of the training (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any questions?

## TOPIC 4: How to avoid/mitigate conflicts between uses

*1*   **EXPLAIN:** To start Topic 4, we are going to look at identifying **areas of conflict between different types of utilisation** and we will come up with **solutions to mitigate (i.e., to lessen) or avoid these conflicts or impacts**.

*2*   *Encourage participants **to identify areas of conflict between different types of wildlife utilisation**. Record these in a table like this on a flipchart sheet (or sheets), with one section for each form of utilisation (you may prefer to prepare this in advance as Flipchart Sheets #5).*

| 1. Trophy hunting | |
|---|---|
| *Areas of conflict:* | *Mitigation action* |
| Tourists disturbed by hunting | |
| | |
| **2. Wildlife-based tourism** | |
| Tourists disturb and reduce the product quality of high-paying trophy hunters | |
| | |

**NOTE:** *Discuss the identified areas of conflict for each type of wildlife utilisation and add to those already identified by participants.*

**ASK:** *Participants to look at Section 5 in their 'User's Guide'.*

*3*   *Encourage participants to come up **with solutions to mitigate each area of conflict identified**, which you should record in the appropriate place on the flipchart sheet table in question.*

**NOTE:** *Discuss more solutions to mitigate areas of conflict for each type of wildlife utilisation and add to those already identified by participants. Use tables below and refer to Section 5 in the User's Guide for the full text.*

**Trophy hunting** (5.1.7 in the User's Guide):

**NOTE:** *Refer participants to the 'pros and cons' of trophy hunting as well as the actions on how to mitigate impacts of trophy hunting when preparing their answer.*

| Areas of conflict | Mitigation action |
|---|---|
| Tourists being disturbed and upset by hunting. | 1. Produce a pamphlet to educate the public!<br><br>2. Zone trophy hunting away from high-density tourism areas.<br><br>3. Introduce procedures to ensure that tourists neither witness hunting, nor see any signs of hunting activity (e.g., carcasses and rifles to be covered during transit through tourist areas).<br><br>4. PH and trophy clients to be advised to keep a low hunting profile. Need to educate PH.<br><br>5. When taking trophies in high-density tourist areas, take special precautions to ensure that no tourists are in the area.<br><br>6. Do not shoot if tourists are present and leave the area as soon as possible.<br><br>7. Take harsh action against the PH if the hunt takes place in an unsavoury manner – conditions need to be stated unambiguously in contract.<br><br>8. Build above ethical procedures into contracts between conservancies and safari operators. |
| Game viewing damaged because hunting increases 'flight distance' of the animals. | 1. Ensure hunting does not take place from a vehicle.<br><br>2. When an animal is shot, ensure that hunting party remains hidden until the rest of the herd moves off naturally.<br><br>3. Do not hunt near water-holes - include in contract. |
| New tracks made by PH detract from scenic beauty for tourists. | 1. Make quite clear in contract that no off-road driving is permitted and monitor the PH. |

**Wildlife-based tourism** (5.2.7 in the User's Guide):

| Areas of conflict | Mitigation action |
|---|---|
| Tourists disturb and reduce the product quality of high-paying trophy hunters. | 1. Zone an area for the exclusive use of trophy hunters (particularly around the hunting camp).<br><br>2. Designate zoned trophy-hunting areas as 'Safari Hunting Zones' through signage and maps.<br><br>3. Introduce procedures to temporarily exclude tourists from areas where a hunt is taking place. |
| The presence of tourists disrupts harvesting/culling/meat-hunting operations, making the operation less efficient. | 1. Zone an area for the exclusive use of tourism.<br><br>2. Introduce procedures to temporarily exclude tourists from areas where a harvest is taking place. |
| Tourists disrupt game capture operations, leading to increased stress on animals and capture operations being aborted. | 1. Introduce procedures to temporarily exclude tourists from areas where a capture is taking place. |

| Areas of conflict | Mitigation action |
|---|---|
| Trophy quality is affected because trophy males are shot for meat. | 1. When shooting for meat, do not shoot trophy males. This requires that the meat hunter is able to judge trophy quality. |
| Trophy quality is affected in the longer term because young males (which will grow into trophy animals) are hunted for meat. | 1. The ideal is to hunt only old females, males with broken horns, and old males (that are not trophy quality). Identifying old males and females in the field is extremely difficult, requires skilled hunters, and is often impractical.<br>2. The most practical approach is to always hunt males with broken horns and identifiable old males (that are not trophy quality) and in addition to use one of the following strategies:<br>  a. If the population does not need to grow, hunt males and females randomly.<br>  b. If the population still needs to grow, hunt males only but understand that this will impact on trophy quality. Decide whether meat or trophy hunting is more important (remembering that trophy hunting also provides meat) and allow the trophy hunter to take all his trophies before harvesting for meat.<br>  c. If the population needs to be reduced, bias the harvest towards females. This will have the effect of raising the percentage of trophy animals in the population. Be careful with this strategy and don't implement it in successive years! |
| Possibility of large numbers of wounded animals. | 1. Ensure that a competent harvesting team is in place.<br>2. Keep a record of bullets used and carcasses retrieved.<br>3. Investigate the possibility of getting trophy hunters to harvest game on behalf of the conservancy.<br>4. Actively train and regularly test community hunters.<br>5. Put reward/penalty system in place for good or poor shooting efforts, respectively. |
| Population growth will be affected if females are hunted for meat. | 1. If the objective is to increase wildlife populations, then meat hunting should be conservative and confined to males. |
| Game viewing damaged because harvesting/culling increases 'flight distance' of the animals. | 1. Where practical, harvest at night with a spotlight (only for registered culling teams so explore policy restrictions).<br>2. When an animal is shot, ensure that hunting party remains hidden until the rest of the herd moves off naturally.<br>3. Try to hunt whole herds of animals.<br>4. Confine harvests to short periods during the year (i.e., remove a lot of animals at one time rather than have many small harvesting operations).<br>5. If conservancy is large, then zone and rotate harvests to specific zones for very brief period of time. |
| Tourists are upset by harvesting/culling operations. | 1. Introduce procedures to temporarily exclude tourists from areas where a harvest is taking place.<br>2. No meat harvesting near water-holes and tourist zones. |

**Premium (Sport) hunting** (5.4.7 in the User's Guide):

| Areas of conflict | Mitigation action |
|---|---|
| Trophy quality is affected because trophy males are shot by sport hunters. | 1. Do not allow trophy males to be shot. If a trophy animal is shot then the sport hunter will be required to pay the full trophy price plus a fine.<br>2. **Do not allow the mixing of trophy hunting with premium hunting on the same trip**.<br>3. **Create a penalty system for trophy-quality animals that are harvested under the guise of premium hunting.**<br>4. Ensure that each hunt is properly guided and that the trophy size of each animal is recorded. |
| Possibility of large numbers of wounded animals. | 1. Ensure that there is a proper guiding service in place.<br>2. Hunters must pay for wounded animals.<br>3. Investigate the possibility of working through hunting organisations. |
| Trophy quality is affected in the <u>longer term</u> because young males (which will grow into trophy animals) are hunted for meat. | 1. Where practical, encourage sport hunters to hunt only old females, males with broken horns, and old males (that are not trophy quality).<br>2. Do not allow the hunters to remove any horns or trophies.<br>3. In addition:<br>  a. If the population does <u>not</u> need to grow, allow sport hunters to take males and females randomly.<br>  b. If the population still needs to grow, shoot non-trophy males only.<br>  c. If the population needs to be reduced, shoot more females than males but be careful with this strategy and don't implement it in successive years! |
| Population growth will be affected if females are hunted. | 1. If the objective is to increase wildlife populations, then sport-hunting quotas should be conservative and confined to males. |
| Game viewing damaged because sport hunting increases 'flight distance' of the animals. | 1. Zone an area for sport hunting.<br>2. Ensure hunting does not take place from a vehicle.<br>3. When an animal is shot, ensure that hunting party remains hidden until the rest of the herd moves off naturally.<br>4. Do not hunt near water -holes. |
| Tourists being disturbed and upset by hunting. | 1. Produce a pamphlet that explains the need and impact of sport hunting: i.e., helping the community to harvest humanely. Educate the public!<br>2. Ensure sport hunting is strictly confined to its zone.<br>3. Introduce procedures to ensure that tourists neither witness hunting, nor see any signs of hunting activity (e.g., carcasses and rifles to be covered during transit through tourist areas, guides and sport hunting clients to be advised to keep a low hunting profile).<br>4. Ensure hunters are proficient.<br>5. Take harsh action against the guide and ban hunters if the hunt takes place in an unsavoury manner. |

**Shoot and sell** (5.5.7 in the User's Guide):

| Areas of conflict | Mitigation action |
|---|---|
| Trophy quality is affected because trophy males are shot for venison. | 1. Venison hunters should be able to judge trophy quality.<br>2. Penalise venison teams for harvesting of trophy animals. |
| Possibility of large numbers of wounded animals. | 1. Ensure proper supervisory controls.<br>2. Operators must pay for wounded animals.<br>3. Use only skilled hunters (explore an accreditation system). |
| Trophy quality is affected in the <u>longer term</u> because young males (which will grow into trophy animals) are hunted. | 1. Ideal is to hunt only old females, males with broken horns, and old males (that are not trophy quality).<br>2. Encourage hunting of males with broken horns and identifiable old males (that are not trophy quality).<br>3. Do not allow the hunters to remove any horns or trophies.<br>4. In addition, use one of the following strategies:<br>   a. If the population does <u>not</u> need to grow, hunt males and females randomly.<br>   b. If the population still needs to grow, hunt males only.<br>   c. If the population needs to be reduced, encourage the hunting of females. |
| Population growth affected if females hunted for meat. | 1. If the objective is to increase wildlife populations, then venison-hunting quotas should be conservative and confined to males. |
| Game viewing damaged because hunting increases 'flight distance' of the animals | 1. When animals are shot, ensure that hunting party remains hidden until the rest of the herd moves off naturally.<br>2. Zone an area for venison hunting.<br>3. Keep venison-hunting season to a very discreet period of time.<br>4. Ensure hunting does not take place from a vehicle during the day.<br>5. Hunt at night if permitted by law.<br>6. Do not hunt near water-holes. |
| Tourists are upset by hunting operations | 1. Produce a pamphlet to educate the public.<br>2. Ensure venison hunting is strictly confined to its zone.<br>3. Introduce procedures to ensure that tourists neither witness hunting, nor see any signs of hunting activity (e.g., carcasses and rifles to be covered during transit through tourist areas, hunting teams to be advised to keep a low profile whilst in the area).<br>4. Ensure hunters are proficient.<br>5. Take harsh action against hunters/operators if they deviate from standards. |
| Environmental damages | 1. Prohibit off-road driving and put a fine system in place for those caught driving off-road.<br>2. Ensure venison teams are accompanied on hunts. |

**Live game capture and sale** (5.6.7 in the User's Guide):

| Areas of conflict | Mitigation action |
|---|---|
| Sex ratios will be skewed in favour of males resulting in future population growth being adversely affected. | 1. Capture normally removes more females than males!<br>  a. If population needs to be maintained at current levels, capture males and females randomly.<br>  b. If population needs to be reduced, capture more females than males but be careful with this strategy particularly if implemented over successive years! |
| Game viewing damaged because capture increases 'flight distance' of the animals. | 1. Confine capture to short periods during the year (i.e., remove a lot of animals at one time rather than have many small capture operations). |
| If the capture operator is specifically targeting male herds, trophy quality could suffer. | 1. Specify sex ratios during capture operations. |
| Sport hunting will be affected as it is in direct competition with capture. | 1. A cost-benefit analysis will identify whether capture or sport hunting is the priority activity.<br>2. Use the two removal systems to fine-tune the sex ratio of the animals that are ultimately removed. |
| Quality of trophy hunting experience can be damaged. | 1. Ensure that game capture operations are coordinated into the schedule of trophy-hunting operations so they do not coincide.<br>2. Ensure the safari operator is informed of the capture dates.<br>3. Ensure that trophy-hunting operations and capture operations take place in separate locations if they do occur during the same dates. |

**DISTRIBUTE:** *Handout #4 to participants and also given them a pen and a sheet of paper*

**4** *Ask participants to look at Handout #4, and then read through the activity together. Ask participants to then complete the activity, which could take some time. Discuss their responses together in plenary.*

**DISTRIBUTE:** *Handout #5 to participants.*

**5** *Ask participants to look at Handout #5, and then read through the activity together. Ask participants to then complete the activity. Discuss their responses together in plenary.*

**NOTE:** *Follow up with a discussion on examples of conflict situations that have occurred in the conservancies of participants.*

**SUMMARISE/LINK:** In Topic 4 we spent some time looking at how to mitigate or avoid altogether conflicts between different forms of game utilisation, and we have considered examples of such conflicts in our own conservancy. We have now completed the training on game utilisation. Now we will carry out a short and easy activity designed to evaluate some of the skills you have learned during this training workshop.

Let's just go back and look at our objectives for this workshop one last time to confirm that we feel confident that we have covered all aspects of the game utilisation training (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any questions?

## SELF-ASSESSMENT: Assessing participants' understanding of this Module: SWOT analysis

Handout #6 (**NB:** 3 pages in total) comprises a SWOT analysis activity that participants will undertake for an imaginary conservancy. In order to do this they will utilise many of the skills they have learned in this workshop and so will be able to assess their individual skills and shortcomings, as well as those of the training workshop itself.

In the event that you are able to schedule this workshop at a time in the conservancy's development when such a real-life Wildlife Management and Utilisation Plan needs to be created you can, of course, use this self-assessment activity to assist the participants in working though some of the steps that form part of the WMUP development process.

**1** **DISTRIBUTE:** *Handout #6. Explain each part, step by step, as you complete the process below.*

**2** **EXPLAIN:** Possibly the best way to begin the process of developing a Wildlife Management and Utilisation Plan is by drawing up a **profile** of the conservancy and then doing a **SWOT analysis**.

**ASK:** *Participants to look at their SWOT analysis diagram on Handout #6 as you explain its component parts in detail.*

**3** **ASK:** *Participants to look at the completed imaginary conservancy SWOT analysis on Handout #6 as you explain its component parts.* **If it is relevant to do so, participants can now attempt a SWOT analysis for their own conservancy, as part of the process of creating a Wildlife Management and Utilisation Plan.**

**4** **ASK:** *Participants to look at the wildlife utilisation income table on Handout #6 as you explain its component parts.* **If it is relevant to do so, participants can now attempt to complete such a table for their own conservancy, as part of the process of creating a Wildlife Management and Utilisation Plan and for use in any forthcoming budget.**

# List of Handouts that you should make available for this Module

MODULE 3.5, HANDOUT #1: Introduction to the historic developments related to wildlife utilisation (2 pages)

MODULE 3.5, HANDOUT #2: Game utilisation cycle

MODULE 3.5, HANDOUT #3: Points to be considered regarding the operational environment for game management within conservancies

MODULE 3.5, HANDOUT #4: Activity with regards to trophy hunting

MODULE 3.5, HANDOUT #5: Activity with regards to wildlife tourism

MODULE 3.5, HANDOUT #6: SWOT analysis *self-assessment evaluation for participants* (3 pages)


Also make sure to bring (enough for each participant to have one):

- 'User's Guide: Game Utilization in Conservancies'


All Handouts are one page only, unless otherwise specified. Please make sure that you make enough copies for each trainee.

**NOTES**