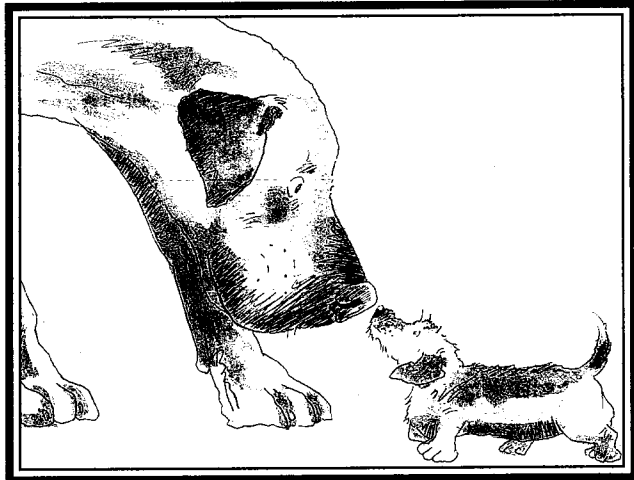


残酷な大家が老婦人と飼い猫を追い出した例……等々、次々と話題を持ち出します。だれも話を止めようとしないうちに時間がたち、そのうちに役人があくびをかみ殺したり、口実を作って部屋を出たりし始めます。30分の会合が1時間に延びます。役人が時計を見て、「今日はこれくらいで…」と時間切れを告げてやると発言がやむのです。

動物愛護団体は退出します——面談の



成果があったことを口々に喜び合いながら。しかし、実は残念ながら見込み違いです。会議の記録はたちまち忘れ去られ、役人たちは予定表の次の議題に移るのです。グループが以下の点に留意していたなら、もう少し効果が上がったのではないのでしょうか。

怒ったり、感情的になるのを避ける。腹を立てていても、常に礼儀正しく振舞う。

提案事項をはっきりと簡潔に示し、用紙の片面にタイプしておく。各役人に1部ずつコピーが行き渡るようにする。グループの代表発言者を1人決めておき、終始一貫その人が話すようにする。明確かつ簡潔に論点を述べ、事前協議で決めた話題からはずれないように気をつける。提案事項を裏付ける資料を用意して、周到に準備したこと

を役人に印象づける。提案に経済的魅力があることを強調できれば、良い結果が得られやすいと心得る。地方自治体行政は、費用をかけるよりも節約に重きを置くのが常である。例えば、野良猫の去勢／避妊手術に助成金を求める場合、猫を捕獲、拘留して殺処分するよりも、手術をする方が安上がりであることを裏付けデータと共に示す。約束を厳守し、決められた時間内に終わる。会に名前をつけ、グループ名を記した名刺を用意しておく。会報や、活動を報じた新聞記事の切り抜き、組織の沿革や活動内容に関する詳細、様々なパンフレットなどを一まとめにして、各役人に渡す。会報を送ったり、活動の最新情報を定期的に知らせ、連絡を怠らないこと。役所の当該職員に変化がないか注意し、異動があれば、新しい担当者を把握しておく。最後に、努力が実を結びうまく事が運んだ場合は、その後の様子を報告し、役所の協力に対してお礼を述べることは言うまでもありません。

Although they had decided before the meeting that only one of them should speak, all this is forgotten as they each try to get a word in. Before long they are pouring out their pent-up emotions; tales of bedraggled kittens found in dustbins, dogs ill-treated by their owners, merciless landlords throwing old ladies and their cats out onto the street, the tales go on and on. There is no stopping them. Time runs on and soon the officials are stifling yawns or making excuses to leave the room. The half hour meeting has expanded into an hour. Only when the officials look at their watches and tell them that time is up, do they finally stop talking.

The group leave, congratulating themselves that they have achieved a lot, but in fact, sadly, their's is a lost cause. The notes are put away in a soon forgotten file and the officials move onto the next problem on the agenda. The group might have got more results if they had borne the following points in mind:

Avoid getting angry or emotional.

Always be polite even though you may feel angry.

Set out your proposals clearly and briefly, type-written on one side of a sheet of paper. There should be a copy for each official.

Decide on one person as a spokesperson and let them do all the talking. They should present their case clearly and briefly and not deviate from the topics you agreed to discuss.

It helps to have data available to back up any proposal you make. This shows the officials you have done your homework.

If you can make the proposal economically attractive so much the better. Local governments are eager to save rather than spend money. For example: if you are asking for a neutering subsidy for feral cats, point out the economic advantage of neutering against the cost of capturing, holding and killing cats, with data to back this up.

Be punctual and keep within the allotted time.

Give your group a name if you don't have one, and have name cards printed.

Put a set of newsletters, newspaper cuttings of the group's activities, background details of the group and other pamphlets in folders for each official.

Keep in touch by sending newsletters and regular updates of your activities.

Find out if or when transfers occur so that you know who to contact.

And finally, if your efforts have paid off, send a feedback on how things are going and say thank you for their cooperation.