

## Appendix 2

Worksheet to elicit attribute scores. Twenty owners of large, forested properties (at least 20 ha in total area with at least 4 ha of forest) in Macon County, North Carolina, participated in a structured decision making (SDM) process consisting of two series of workshops with ten landowners each. In each series, landowners evaluated what they can do to their forest to maximize the achievement of their land use objectives. After landowners identified their objectives, they created attributes to make their objectives measurable. Attributes provide the scales to measure the degree to which outcomes from a decision satisfy fundamental objectives. The landowners in an SDM series shared common objectives, but each landowner assigned their own scores to attributes. The attribute scores were elicited using this worksheet.

### Instructions:

- Give each level a grade between 100 and 0
- The grade reflects how satisfied you would be with that outcome, where 100 = completely satisfied

### Net income

<u>Level</u>	<u>Grade</u>
Positive	
Even	
Negative	

### Property in the family

<u>Level</u>	<u>Grade</u>
100-67% of property in the family	
66-34% of property in the family	
33-0% of property in the family	

### Property development

<u>Level</u>	<u>Grade</u>
No divisions	
Up to two divisions	
More than two divisions	

### Income from property

<u>Level</u>	<u>Grade</u>
100-67% of income from property	
66-34% of income from property	
33-0% of income from property	

Rural landscape

<u>Level</u>	<u>Grade</u>
Maintain	
Lose a little	
Lose a lot	

Human safety

<u>Level</u>	<u>Grade</u>
High safety	
Moderate safety	
Low safety	

Property damage

<u>Level</u>	<u>Grade</u>
No damage	
Low damage	
High damage	

Diversity of native species

<u>Level</u>	<u>Grade</u>
Very high	
Moderately high	
Moderately low	
Very low	

Exotic species abundance

<u>Level</u>	<u>Grade</u>
High	
Medium	
Low	

Water quality

<u>Level</u>	<u>Grade</u>
High	
Medium	
Low	

Aesthetics

<u>Level</u>	<u>Grade</u>
Good	
Bad	