Strategies to introduce innovative processes that enhance the participation of communities in tourism benefits gain particular relevance in protected areas (PAs). The article presents a critical study of regulatory and legal instruments in place for the visitation management in PAs in Brazil. The tools available for formatting monitors training courses in UCs and their vulnerabilities are discussed. From this analysis, methodological proposals to improve, strengthen and systematize this process will be drawn and contextualized. The results of training modules carried out in the influence zone of PAs will be exposed.

KEY WORDS: Conservation areas, guides, training, ecotourism, sustainability.