



WORKSHOP STAKEHOLDER ENGAGEMENT

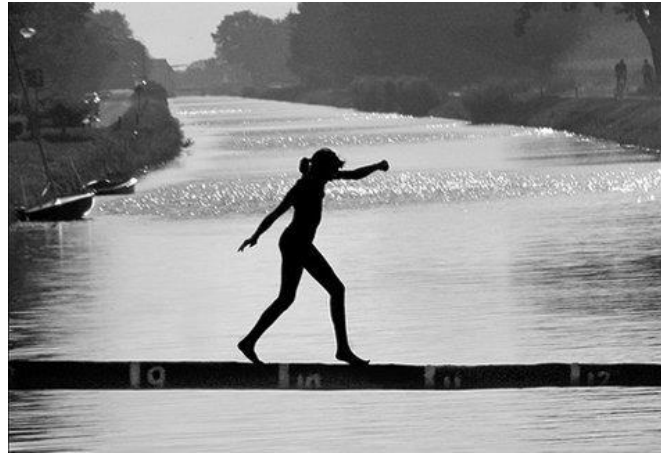
WELCOME!

INTRODUCTIONS



WENDY OLIVIER

Ministry of Agriculture, Nature and
Foodquality



FEMKE VERGEEST

P2 'building consensus'



RENS DE MAN

P2 'realizing ideas'



Improving Natura 2000 through governance

Wendy Olivier

LIFE IP Delta nature Netherlands



LIFE IP
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LIFE IP Deltanatuur 2016-2022

21 projecten in 4 thema's:

- Functiecombinaties
 - Nature Based Solutions
 - Getijdennatuur
 - Rivierherstel
- project door heel Nederland



General information

- 1st of October 2016
- Large waters and rivers
- 21 fieldactions
- Governance scope of dialogue
- LIFE IP as neutral third point

Administrative
agreements

Legal
established
agreements

Contracts

Letters of
intent



Competence
individual
level

Team level



Lessons learned

1. Gaining N2000 through other policy areas needs competence on mutual gain approaches.
2. Make the undercurrent visible
3. Separate fact and fiction
4. Organize a careful process strategy



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NATURA 2000

On request

- Workshop governance & N2000
- Online sparring governance & N2000
- w.s.olivier@minlnv.nl





PROGRAMME

- > Short exercise for a fresh start
- > Two essences of the Mutual Gains Approach
- > Simulation to experience
- > Working in small groups on your cases



MUTUAL GAINS APPROACH

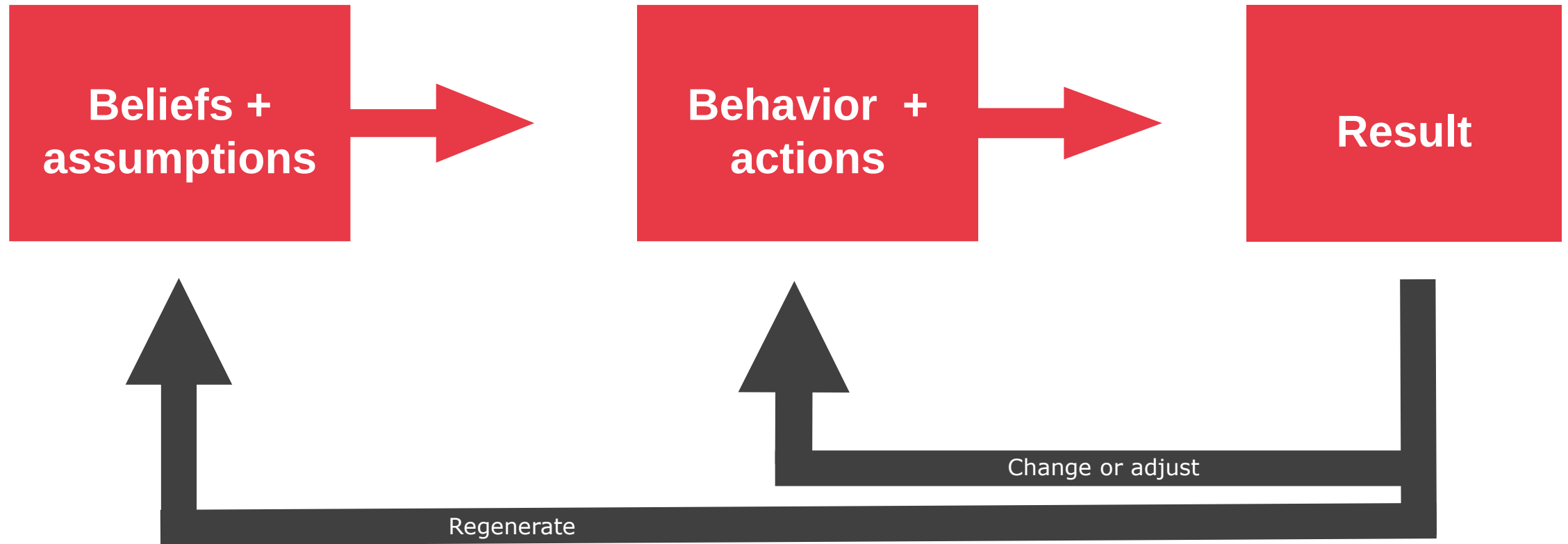
A DIFFERENT MENTALITY

THE ESSENCE

- Successful if you can communicate co-operation
- It's NOT about win-lose
- Making a point is NOT the same as winning
- I have an interest, you have your interest



STARTING POINT: REGENERATE TO 'WIN-WIN'



MUTUAL GAINS APPROACH

For negotiations and engaging stakeholders

- MIT and Harvard: >>20.000 negotiations analysed, worldwide proven approach
- Requires different mentality, working methods and tools
- It's about creating value for multiple stakeholders and a durable, sustainable result
- Engages all stakeholders in coming to a joint agreement and executing that agreement in practise:
- Every party that feels they are a part of the problem can be a part of the solution

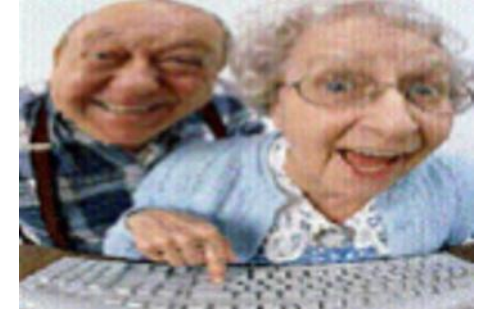
CONTEXT OF WHY THIS APPROACH IS VALUABLE



Changing society
Horizontal co-operation



Use of knowledge and creativity
From everyone, For everyone



Assertive people



Changing role of government
New legislation



Transparency of decisions



**Complex information, many sources of
information without coherence**

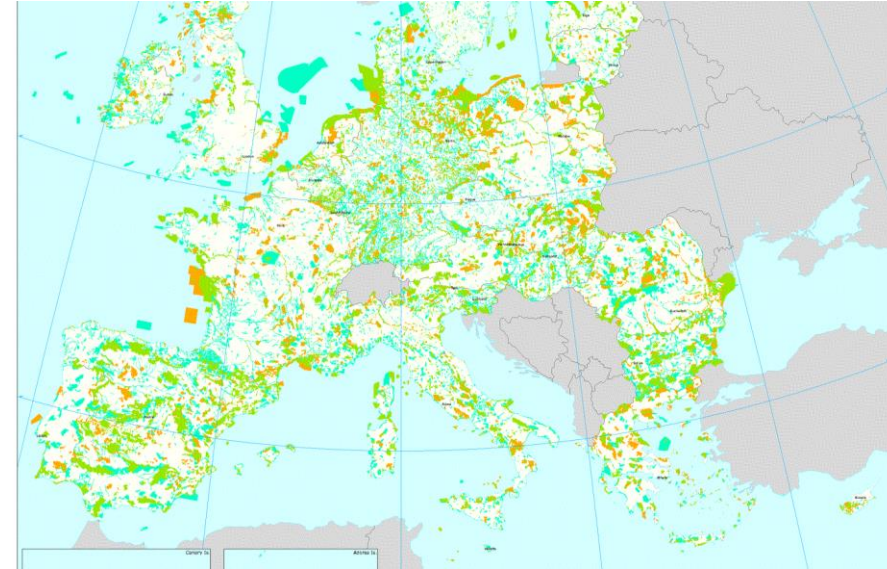
Two examples from the Netherlands



Eems Dollard 2050

Joint training in MGA

Another way of working together



Natura 2000 area's and watershortage

Addressing different issues and interests can lead to creative solutions



MUTUAL GAINS APPROACH

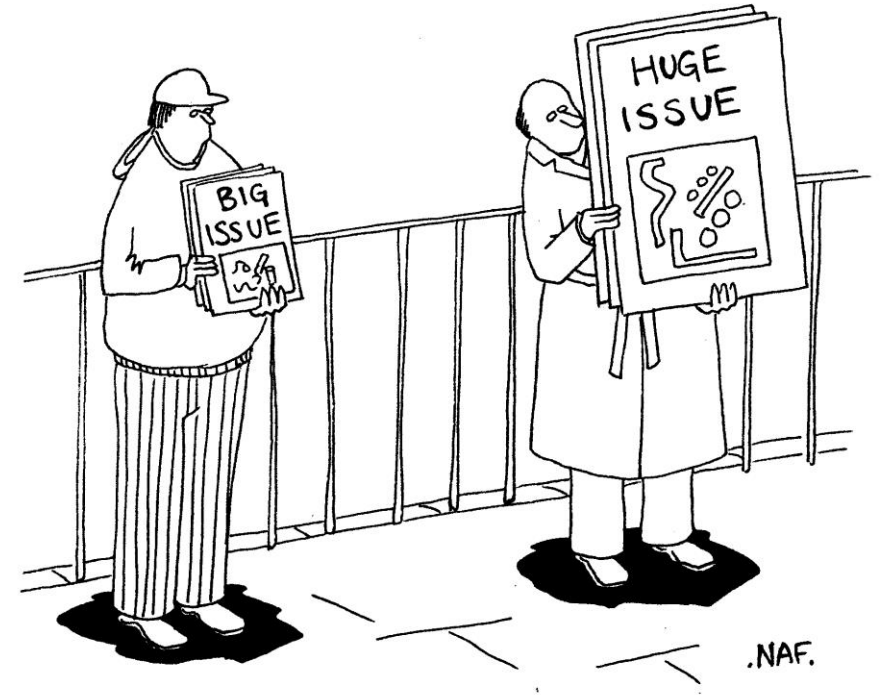
ESSENCES



ISSUES

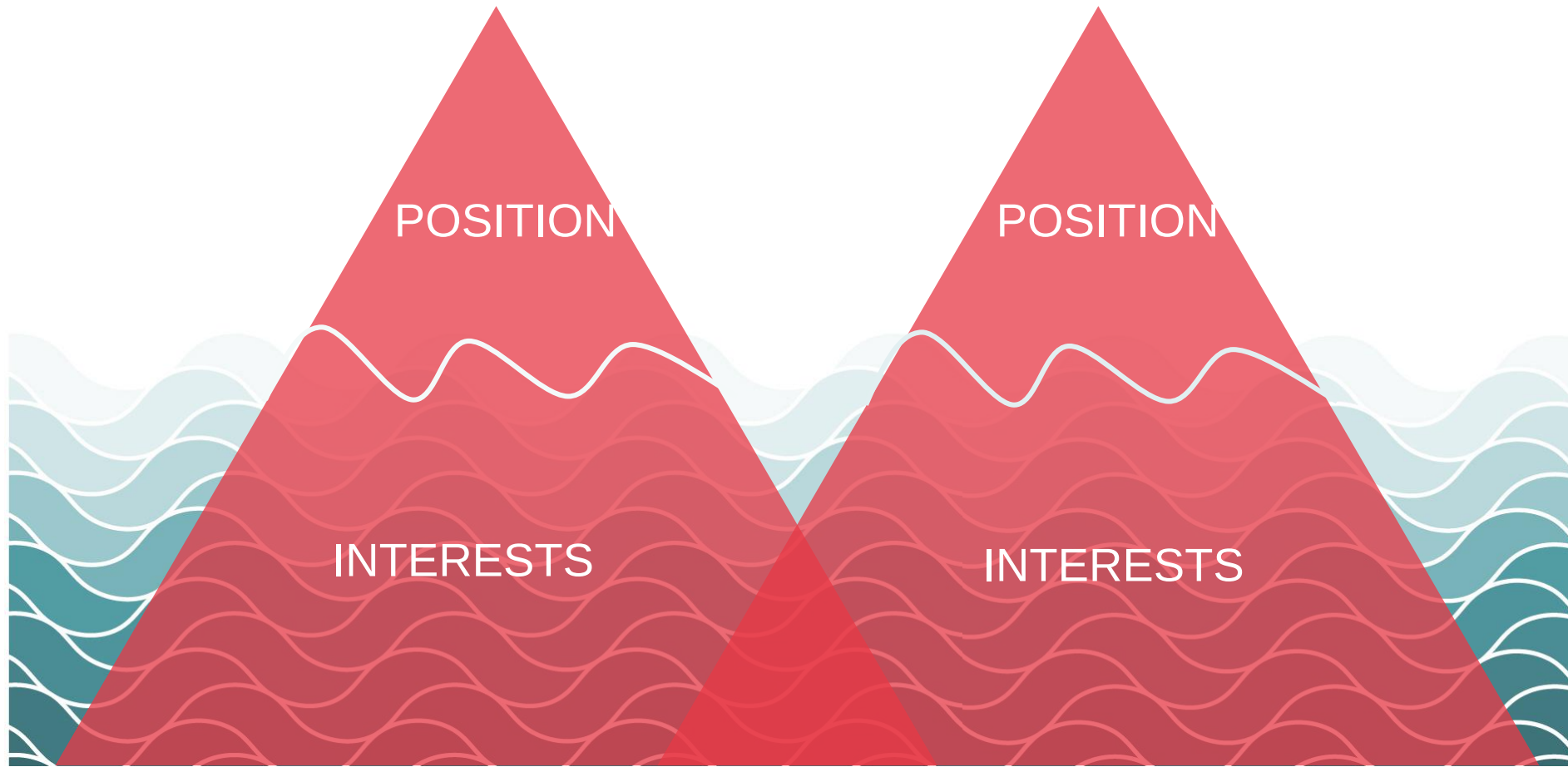
- > An issue is a subject or topic:
- That needs to be solved
 - In which parties can have different positions and interests
 - In which stakeholders have different opinions about the possible solutions

Start with finding out what the specific topics are, define them together with all parties involved



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INTERESTS INSTEAD OF POSITIONS



INTERESTS ARE THE ANSWER TO THE QUESTION:

- > Why is that important for you?
- > What elements should the solution hold to be a good solution for you?
- > Are there other things of importance to you?



Make your own interests known

Listen and discover their interests



ENLARGING THE PIE

- > Create as much value as possible
- > Look for creative solutions
- > A bigger pie is easier to share and divide



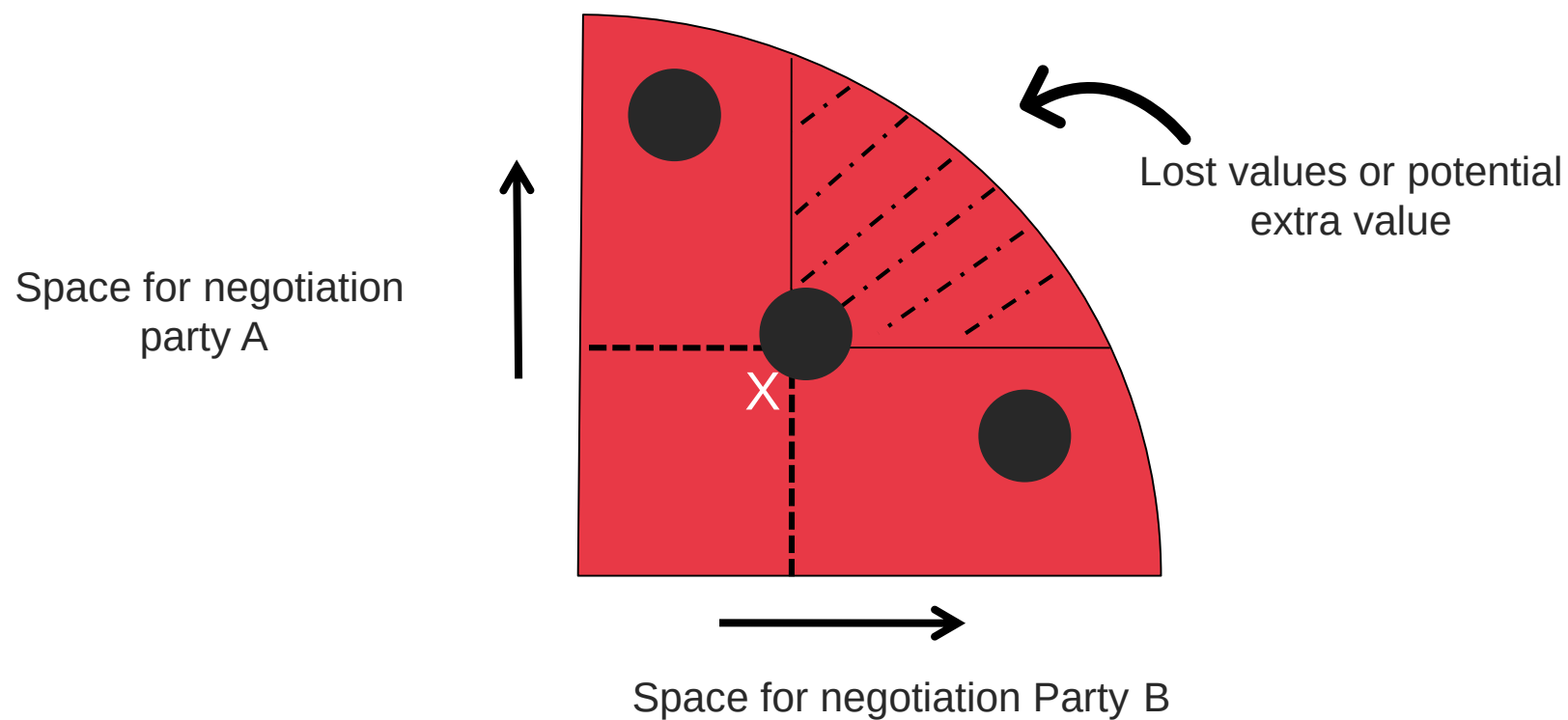
HOW TO ENLARGE THE PIE?

- > Thinking and listening before judging ideas
- > Make a long list with possible solutions, no 'but's!
- > Develop hybrid solutions (combinations)
- > Use creative techniques
- > Add issues if it helps parties to 'see what's in it for them'



THE PIE CAN BE BIGGER

Some options are better



De taart kan groter

USEFULL TOOL: ISSUE-INTERESTS MATRIX

STAKEHOLDERS ISSUES	VISSEN in het SCHUITWATER	WAT TE DOEN MET DE BEVERDAM
STAATSBOSBEHEER	- voldoen aan het huurcontract met de hengelsportvereniging - natuurgebied Het Schuitwater als natuurgebied beschermen - vissoorten Het Schuitwater beschermen tegen exoten	- zorgvuldigheid tav wetgeving - bever als soort beschermen - Het Schuitwater als natuurgebied beschermen
SPORTVISSERIJ LIMBURG	- belangen leden behartigen - aantal leden vergroten - legitimiteit van de vereniging vergroten	- zorgvuldigheid tav wetgeving - nakomen van afspraken met bestuur
HENGELSPORTVERENIGING WILLEM BAREND SZ	- belangen leden behartigen - aantal leden vergroten - legitimiteit van de vereniging vergroten - voldoen aan het huurcontract met Staatsbosbeheer - bereikbaarheid van het viswater - aanwezigheid van voldoende vis	- bereikbaarheid van het viswater

FOLLOW UP, QUESTIONS AND FEEDBACK

