



**Methods for Stakeholder Engagement**  
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### Presentation Outline

- Key points to consider
- Engagement planning
- Selecting your method
- Matching Stakeholders (SH) to method
- Different SH Engagement methods
- Communication
- Introduction to 30 minute exercise

30 Minutes



### Presentation Outline

Presentation reflects content of BiodivERsA SHE Handbook

Contents:

- PART 1: INTRODUCTION
- PART 2: WHY ENGAGE WITH STAKEHOLDERS
- PART 3: HOW TO IDENTIFY STAKEHOLDERS
- PART 4: WHEN TO ENGAGE WITH STAKEHOLDERS
- PART 5: METHODS FOR ENGAGEMENT
- PART 6: PLANNING THE DETAIL OF THE ENGAGEMENT
- PART 7: MANAGING STAKEHOLDER CONFLICT
- PART 8: MONITORING AND EVALUATING THE ENGAGEMENT



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### Key Points to Consider

- Why?
  - Clear aims
  - Identify benefits
  - Determine motivations / limitation
- How
  - Properly funded and managed
  - Adaptable
  - Plan engagement
  - Consider timing
- Who
  - Identify interested parties
  - Be inclusive
  - Balanced participation





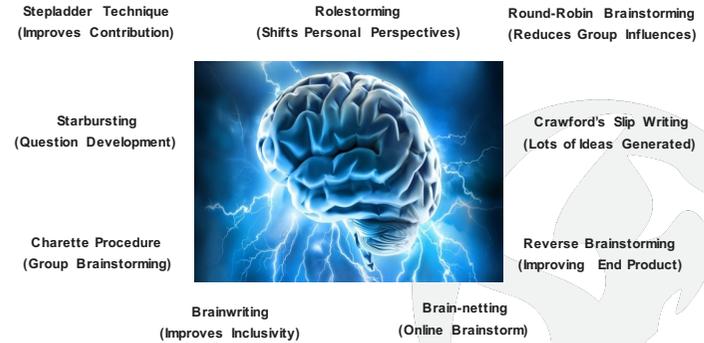
## Types of Engagement



- Engagement methods can be:
  - Informative (one-way)
  - Participatory (two-way)
- Focus on participatory:
  - Opening Out Techniques
  - Exploring Techniques
  - Deciding Techniques



## Opening Out: Brainstorming

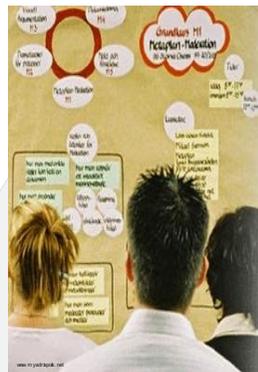


Brainstorming ideas: [www.mindtools.com](http://www.mindtools.com)

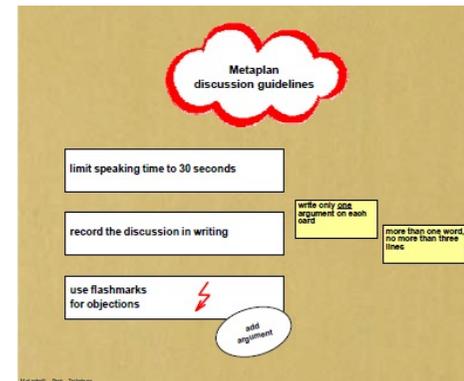
## Opening Out: Metaplan Visualisation Discussion



- Short time - everyone to express their views
- Provides summary of key issues
- Used to structure subsequent activities



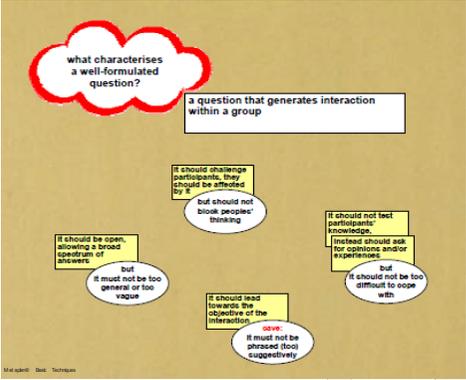
## Opening Out: Metaplan Facilitated Discussion



**Opening Out: Metaplan**  
Using questions to elicit interaction



Joint Nature Conservation Committee



what characterises a well-formulated question?

- a question that generates interaction within a group
- It should challenge participants, they should be afforded to think, but should not block people's thinking
- It should not test participants' knowledge. Facilitator should ask for opinions and/or experience, but it should not be too difficult to cope with
- It should be open, allowing a broad spectrum of answers, but it must not be too general or too vague
- It should lead towards the objective of the interaction
- NOTE: It must not be phrased too suggestively

© Metaplan® Prof. Neumann

**Opening Out: Carousel**



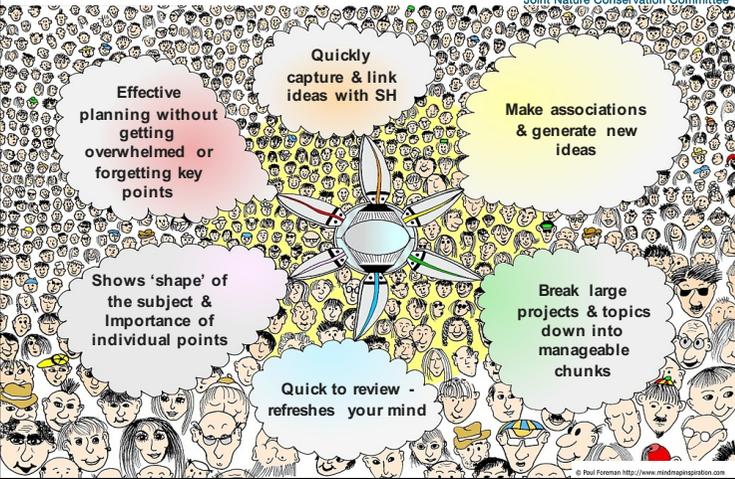
Joint Nature Conservation Committee



**Exploring: Mind-Mapping**



Joint Nature Conservation Committee



- Effectively planning without getting overwhelmed or forgetting key points
- Quickly capture & link ideas with SH
- Make associations & generate new ideas
- Shows 'shape' of the subject & importance of individual points
- Break large projects & topics down into manageable chunks
- Quick to review - refreshes your mind

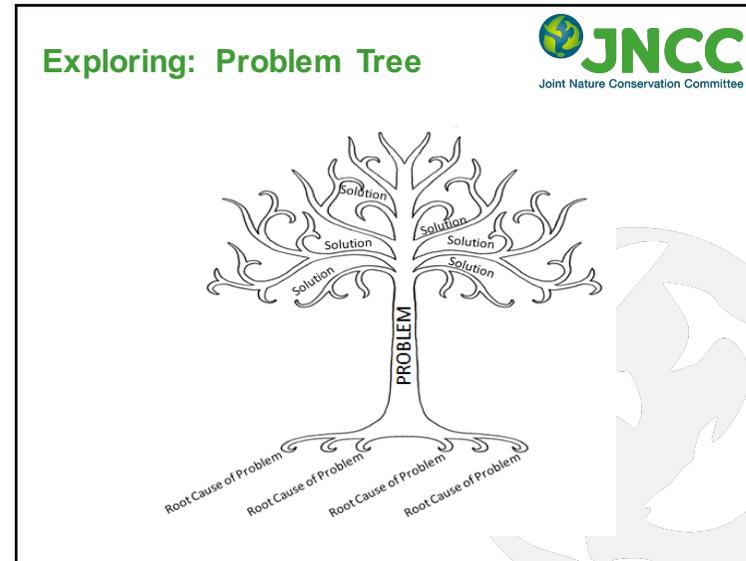
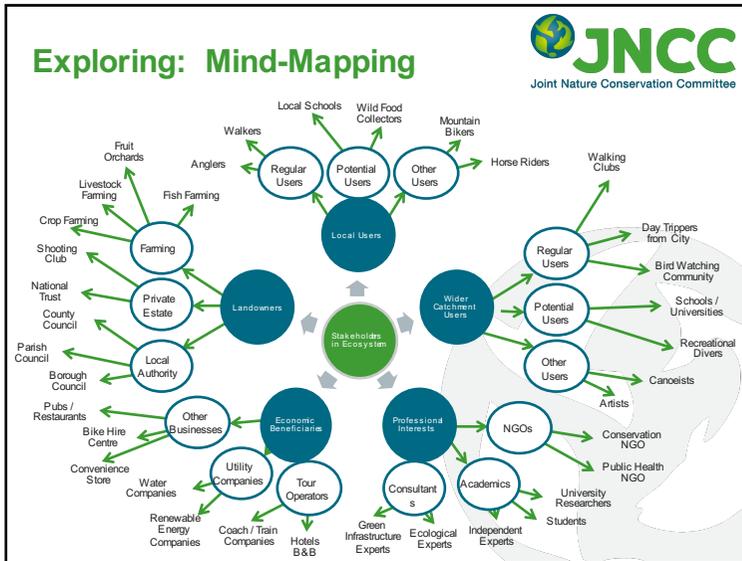
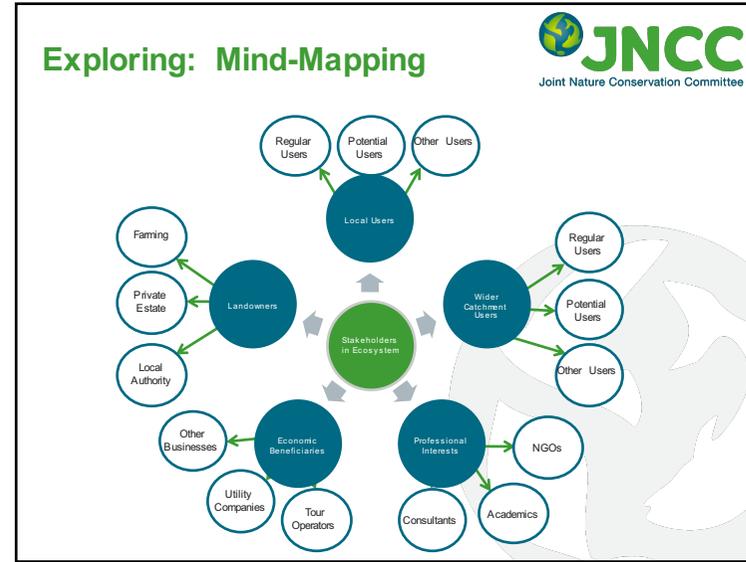
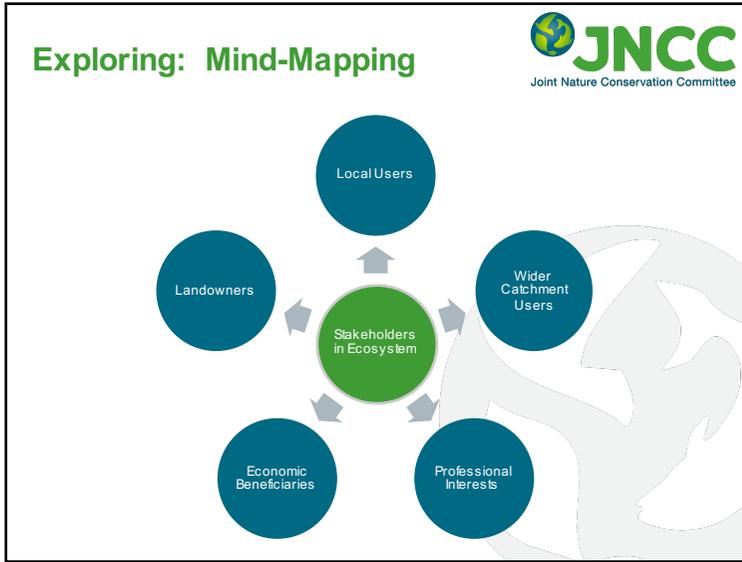
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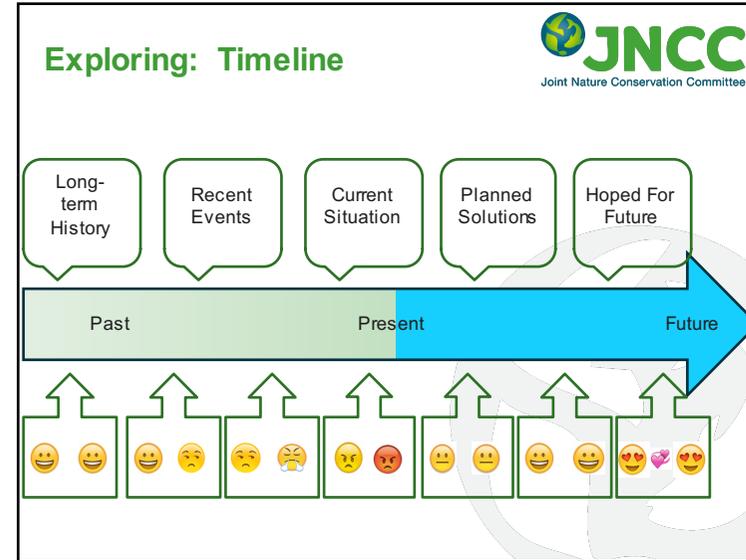
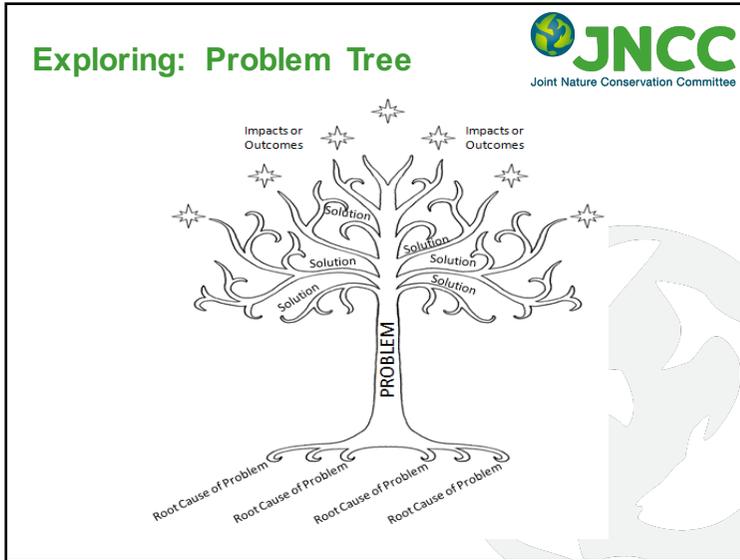
**Exploring: Mind-Mapping**



Joint Nature Conservation Committee







### Exploring: SWOT Analysis Strengths

- The advantages you have?
- What are you best at?
- Unique resources?
- What do others see as strengths?
- *Strengths*: internal perspective – SH perspective

Joint Nature Conservation Committee

### Exploring: SWOT Analysis Weaknesses

- Improve?
- Avoid?
- Factors affecting success?
- Consider internal & external perspective
- Be realistic - face unpleasant truths early on

Joint Nature Conservation Committee

### Exploring: SWOT Analysis Opportunities



- Good opportunities spotted?
- Interesting trends?
- Changes in technology or capabilities
- Changes in relevant policies
- Shifts in social patterns or local events



### Exploring: SWOT Analysis Threats



- Obstacles?
- What are others doing / done?
- Shifting research landscape?
- Changes in thinking threaten validity of research?



### Deciding: Voting Weighted Voting



Team Voting to Select a Brainstorming Tool Date xx/xx/xx

Tools	Round Robin Brainstorming					Team Voted for "Brainstorming"
	Round Robin Brainstorming	Reverse Brainstorming	Crawford Slip Method	Brainwriting Pool	Brainstorming	
John L.	1	1	1	2	3	
Tony M.	2	0	2	0	4	
Steven K.	2	1	1	2	2	
Gina I.	3	1	1	2	1	
Jim M.	2	2	0	2	2	
Dana K.	3	0	0	2	3	
Peter A.	1	2	1	2	2	
<b>Vote totals</b>	<b>14</b>	<b>7</b>	<b>6</b>	<b>12</b>	<b>17</b>	

Note: 7 team members x 8 votes = 56 votes total

http://lylb.com

### Deciding: Voting Plus/Minus Matrix



CRITERIA	OPTIONS					
	1	2	3	4	5	6
A	+	-	+	+	-	+
B	-	+	-	+	-	-
C	-	+	-	+	-	+
D	+	+	-	-	+	-
E	-	+	+	-	-	+
F	+	+	+	+	-	+
G	-	-	-	+	-	+
H	+	+	-	-	+	-
I	+	+	-	-	+	+
J	-	-	+	-	-	-
K	+	+	+	+	-	+
<b>TOTALS</b>	<b>6</b>	<b>8</b>	<b>5</b>	<b>6</b>	<b>3</b>	<b>7</b>

**Deciding: Voting**  
Final Ballot




**Deciding: Ranking**




**Ranking methodologies:**  
International Centre for development oriented Research in Agriculture  
<http://www.icra-edu.org/objects/anglolearn/ACFaHt1tC.pdf>



**Deciding: Multi-Criteria**



**HUNT Making decisions in the uplands: managing multiple objectives**

- 1 Introduction & background to project
- 2 Explain workshop method

Upland managers

3 Discuss & rank policy & private priorities

From moorland management...  
What do you want to achieve?  
What outcomes are new policy directions aiming for?

social economic  
environmental

4 Discuss & refine management types to reflect local situation

Type 1  
Type 2  
Type 3  
Type 4



- 5 Participants score management types  
To what extent can each priority be delivered by each management type?
- 6 Present & discuss results  
How well can different types of land management deliver multiple priorities?
- 7 Guidance for policy development from land managers  
Discuss key trade-offs to consider when devising practical, integrated guidance for land managers & policy-makers to manage the uplands for multiple benefits

*This schematic shows the MCDA process that was used in the HUNT project*

**Communication: Proactive**



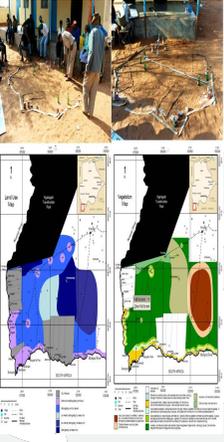
- One-to-one meetings / interviews
- Questionnaires and surveys
- Knowledge Exchange groups
- Informal contact – social events
- Stakeholder-led workshops
- Talks / lectures.
- Practical demonstrations
- Participatory events
- Field or lab visits.




## Communication: Involving SH



- Citizen science approaches (e.g. smart phone applications)
- Participatory mapping – SH and researchers map focal areas
- Participatory photography (photo surveying)



## Communication: Awareness



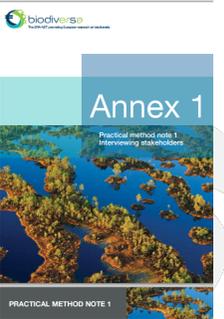
- Websites, Blogs, Online Games
- Social media
- Online discussion groups & forums
- Posters, leaflets factsheets
- Videos,
- Newsletters and bulletins.
- Press releases
- Guidelines for stakeholders.
- Databases / raw data.
- Policy briefs
- Professional storytellers



## Practical Methods Notes



- Interviewing SH
- Organising & facilitating workshops
- Participatory mapping
- Writing a policy brief
- Scenario analysis
- Co-developing research outputs
- Making & commissioning videos
- Delphi method
- Enabling SH to monitor research outcomes & generate data
- Social media
- Multi-criteria decision analysis



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## Introduction to Exercise



1. Use Case Study and create a stakeholder Mind-map
2. Use Table to assign level of SH dedication to a project
3. Ascertain level of engagement required
4. Use Table to list SH – plan activities based upon levels of engagement required

