

Framing the Situation:
The Owl and Timber Case, Part 2

Stakeholder Preparation Worksheet

This worksheet is designed to help you prepare for your upcoming meeting with the other stakeholders. The first part of the worksheet is designed to help you clarify what your main interests are and what might be the interests of other stakeholders. Thinking this through carefully should help you figure out what study proposals you might make that would meet your most important interests and simultaneously meet the key interests of other stakeholders. In other words, it should help you identify what "trade-offs" you can make to gain the support of others. The worksheet is also designed to help you remember what your "Best Alternative to a Negotiated Agreement" (BATNA) might be if it is not possible to meet your bottom line in these negotiations.

Instructions: After you have finished reading your confidential instructions, please complete this worksheet with your stakeholder group. The person who negotiates in the fishbowl may want to refer to the completed worksheet during the negotiations.

What are your most important interests in this meeting?

What arguments can you make to persuade other stakeholders that your interests should be met in the final study agreement?

Which stakeholders are likely to share your interests in this meeting and why?

Which stakeholders are likely to have conflicting interests? What will those interests be and why?

What are some study proposals you might make to other players that would meet key interests of yours while also meeting key interests of theirs (perhaps by giving them more of what they want on issues that are less important to you)?

What proposals from other stakeholders on your most important issues would be absolutely unacceptable to you and why? What will you do if the group appears ready to accept these proposals (i.e., what is your BATNA)?

Are there any boundaries to the authority your stakeholder representative has within this negotiation? How will the representative sell the agreement back to stakeholder constituents?