



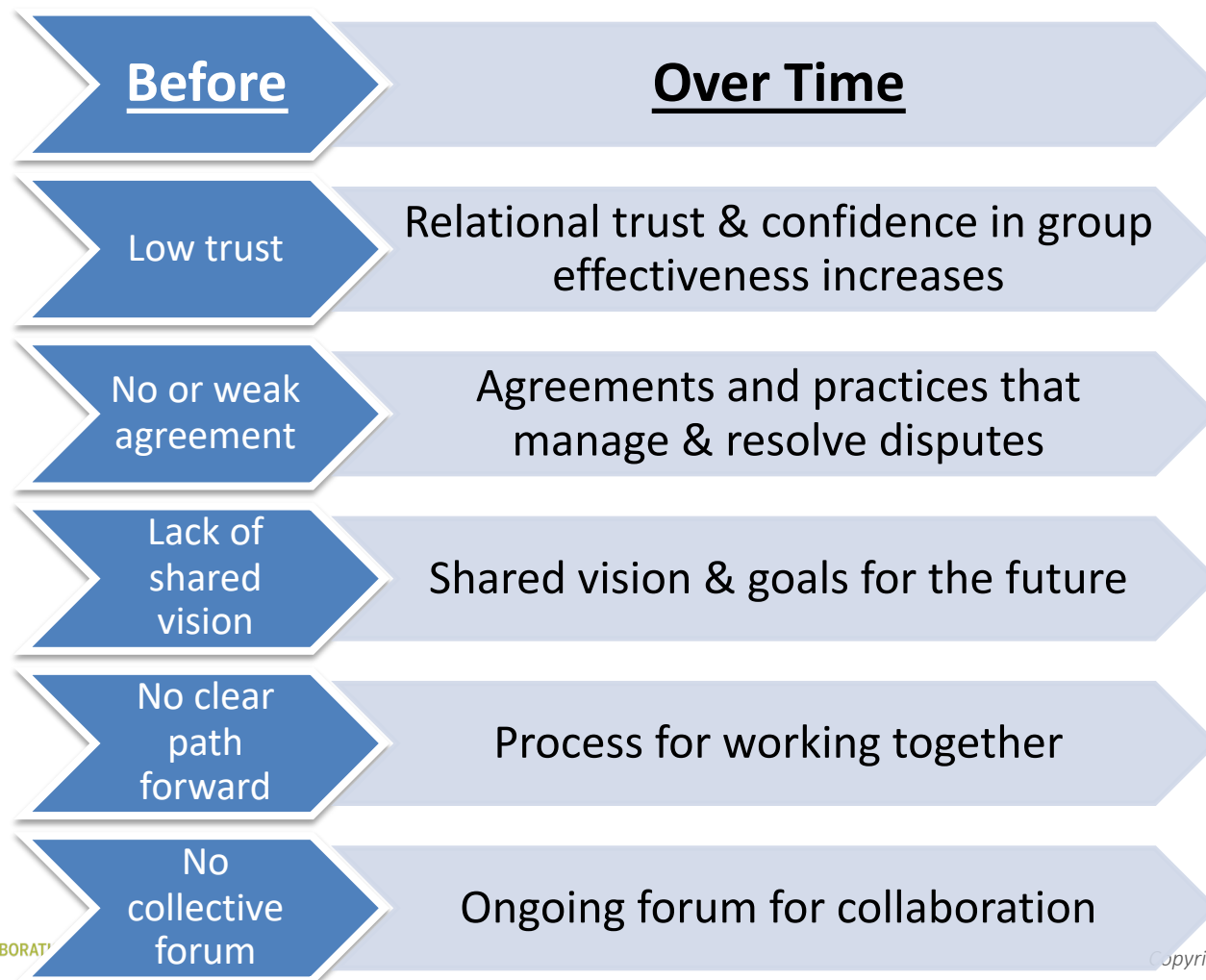
Strategic Collaboration

Skills Building Training Module #3

Amador Calaveras Consensus Group

Why collaborate?

Stakeholders jointly achieve a level/form of collaboration almost none of them thought possible, and which is essential for meeting the group's objectives.



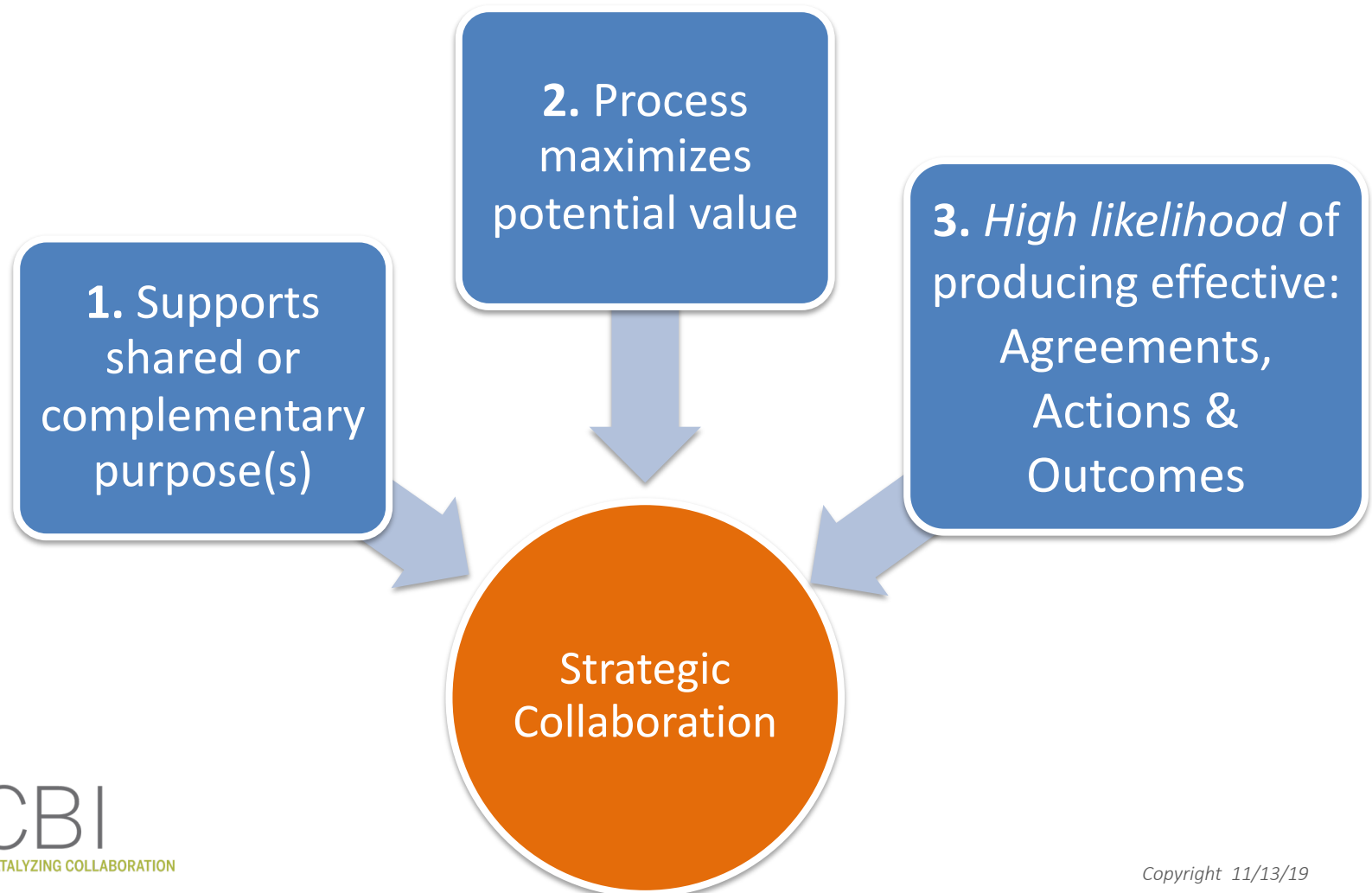
Why collaborate?

Stakeholders jointly achieve a level/form of collaboration almost none of them thought possible, and which is essential for meeting the group's objectives.

Collaboration is rooted in a very practical motivation: to increase a group's capacity to meet its objectives and individual parties to advance their own objectives in the process.

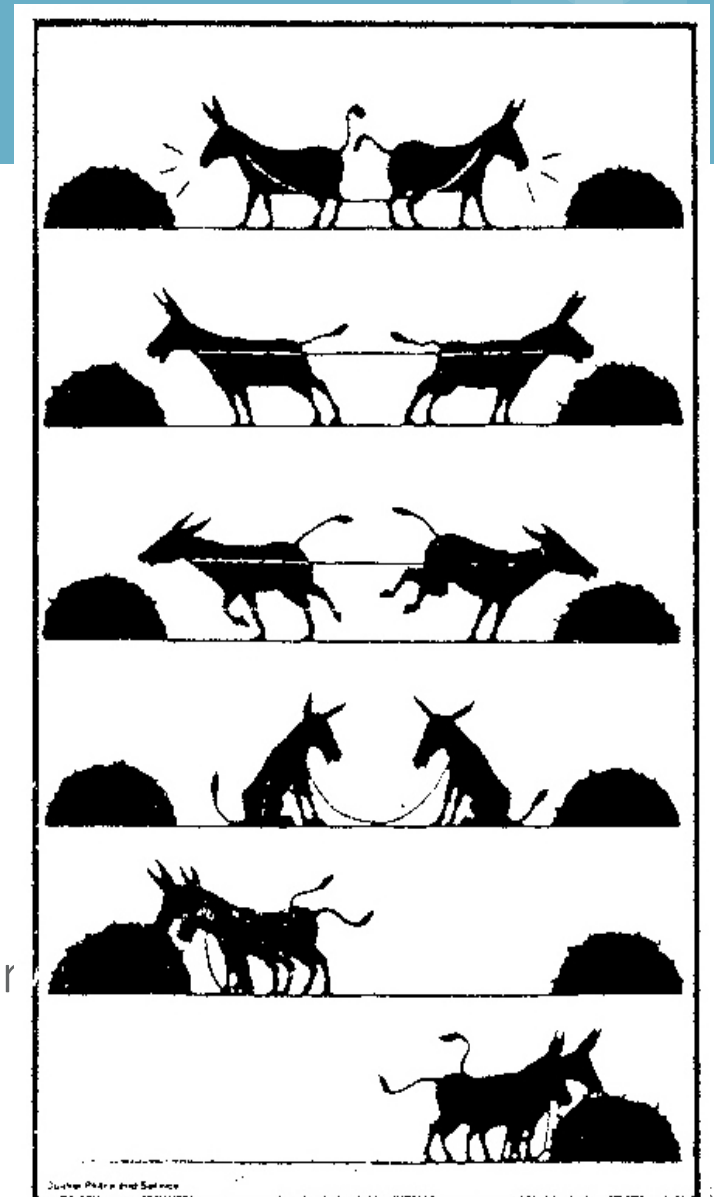


When is collaboration *strategic*?



1. Strategic Collaboration *supports shared or complementary purpose(s)*

- Coordinate between and among land managers, stewardship groups, private industry and other stakeholders
- Identify management actions & projects with multiple benefits (i.e., triple bottom line)
- Maximize scale of impact (across ownership/management boundaries/jurisdictions)
- Attract funding opportunities
- Measure & manage forest health together



2. Strategic Collaboration *maximizes potential value*

- Advances individual interests
- Advances shared and/or complementary goals
- Creates efficiency for stakeholders
- Achieves collective impact
- Leverages existing resources and attracts new resources



Individuals / organizations able to realize mutual gain

MUTUAL GAINS APPROACH TO NEGOTIATION

PREPARE

*Clarify your mandate and
define your team*

*Estimate Best Alternative
to Negotiated
Agreements (BATNA)—
yours and theirs*

*Know your own interests
and think about their
interests*

*Improve your BATNA
(if possible)*

*Prepare to suggest
mutually beneficial
options*

CREATE VALUE

Suspend criticism

*Invent without
committing*

*Generate options that
exploit differences*

*Bundle options into
multiple packages*

DISTRIBUTE VALUE

*Behave in ways that
build trust*

*Identify standards/
criteria for dividing value
that all sides can support*

*Keep at least two
packages in play*

*Use neutrals to suggest
possible distributions*

FOLLOW THROUGH

*Design nearly self-
enforcing agreements*

*Specify mechanisms to
deal with “predictable
surprises”*

*Agree on monitoring
arrangements, including
metrics*

*Keep working to improve
relationships*

3. Strategic Collaboration supports *high likelihood of producing effective agreements, actions & outcomes*

Goal: widespread understanding and support



Key factors:

- Participation
- Structure
- Process
- Transparency
- Trust building

Participation tied to outcomes



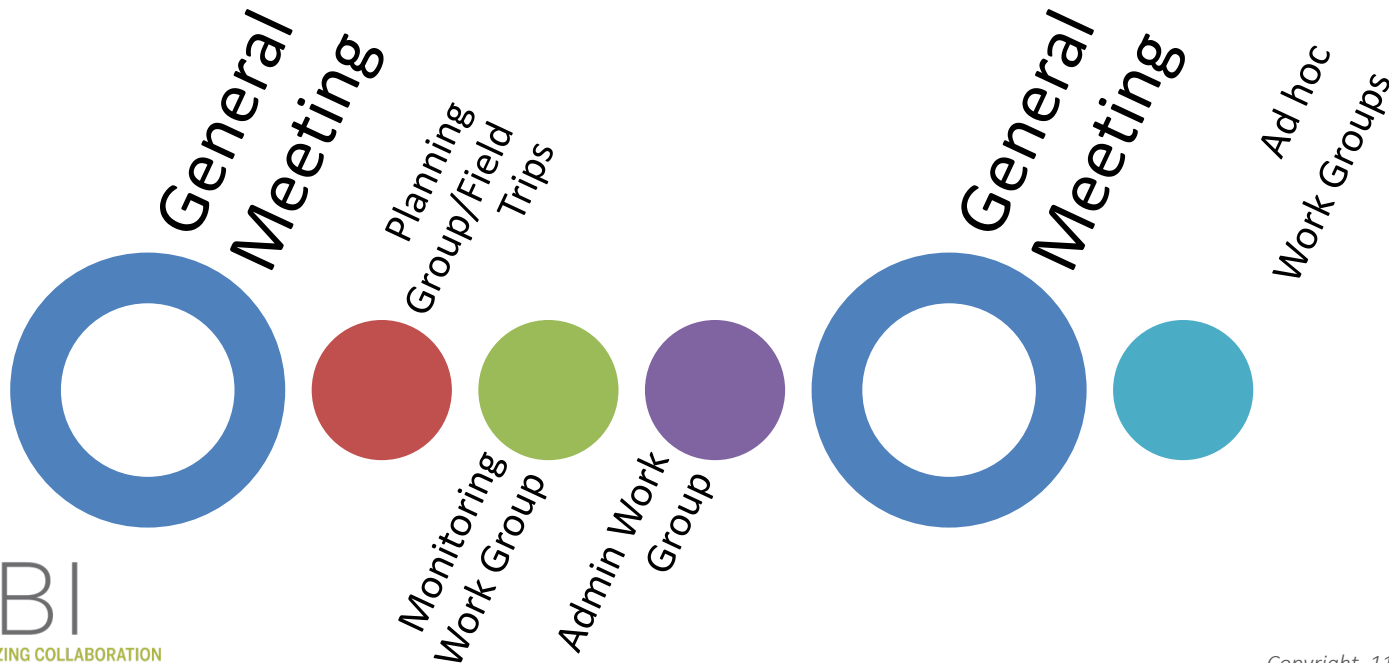
- Participation balanced to achieve broader thinking & greater buy-in
- Roles, responsibilities & decision-making well defined



Structure Supports Efficiency



- Different levels of involvement
- Stakeholders know where they can “plug in”



Transparency

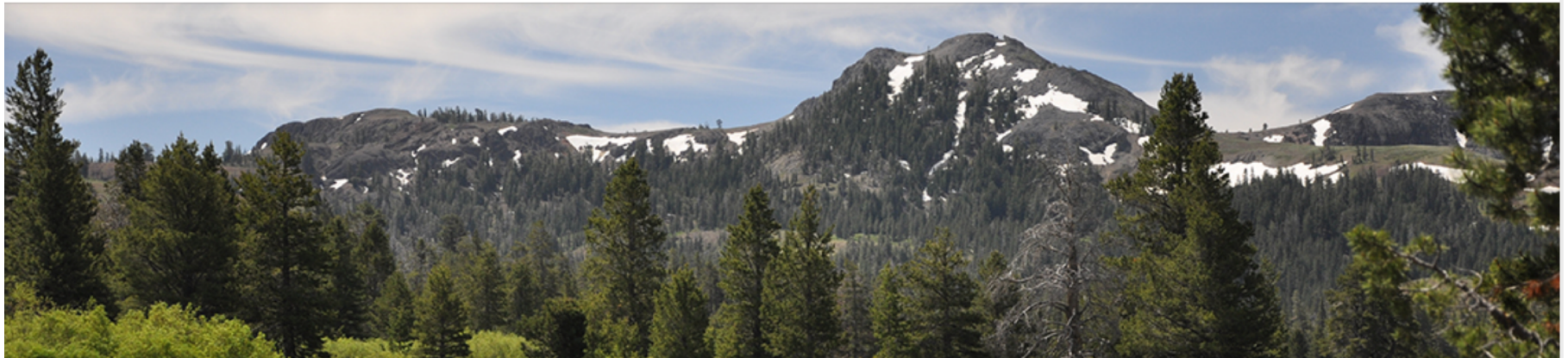
People can figure out what's going on and where they fit in

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Amador-Calaveras Consensus Group

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Welcome to ACCG

ACCG is an informal, community-based group of diverse stakeholders that works to create fire-safe communities, healthy forests and watersheds, and sustainable local economies.

Upcoming ACCG Meetings & Events

SEP 18
Wed
9:30 am ACCG General Meeting @ Veterans' Memorial Hall

SEP 25
Wed
9:00 am ACCG Planning Work Group Meeting @ Amador Ranger District

OCT 16
9:30 am ACCG General Meeting @ GSA Building, Large Conference Room

Upcoming Related Meetings & Events

SEP 11
Wed
1:30 pm SOFAR Meeting — Fire Adapted Com... @ TBD -- Placerville, CA

OCT 2
Wed
9:30 am EPPOC Meeting @ Arnold Fire Station Conference Room

OCT 19
9:00 am Grover Hot Springs State Park Pl... @ Grover Hot Springs State

IN THE NEWS

Please note: The ACCG posts a variety of articles and links related to forest and community news on this site as a public service. Those articles and links do not necessarily reflect the views of the ACCG or scientific consensus on specific forest issues.



Recreation Advisory: Cody Meadow Restoration

Begins September 4

PLACERVILLE, Calif. - Work on the Cody Meadow Restoration Project is expected to begin on Wednesday

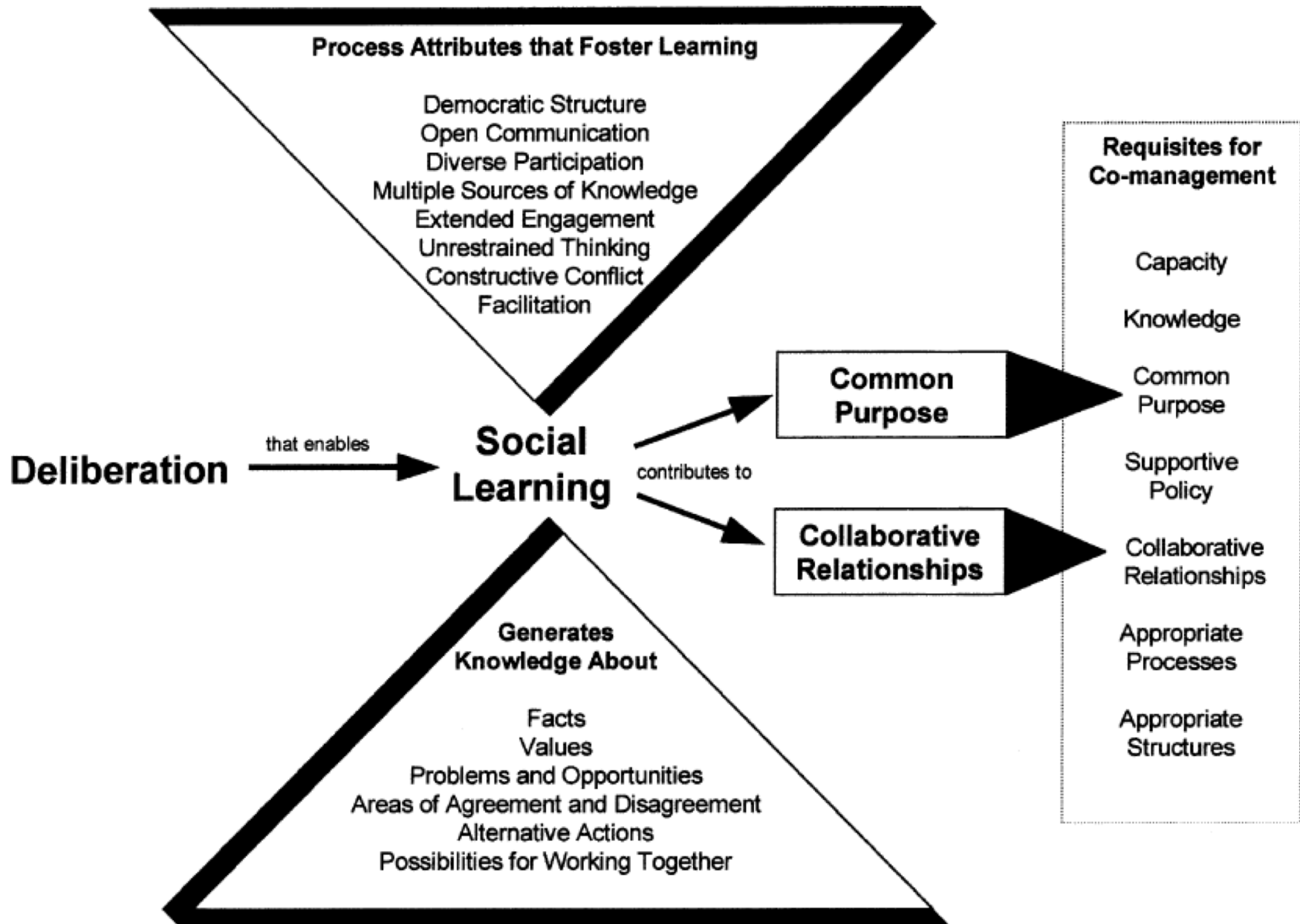
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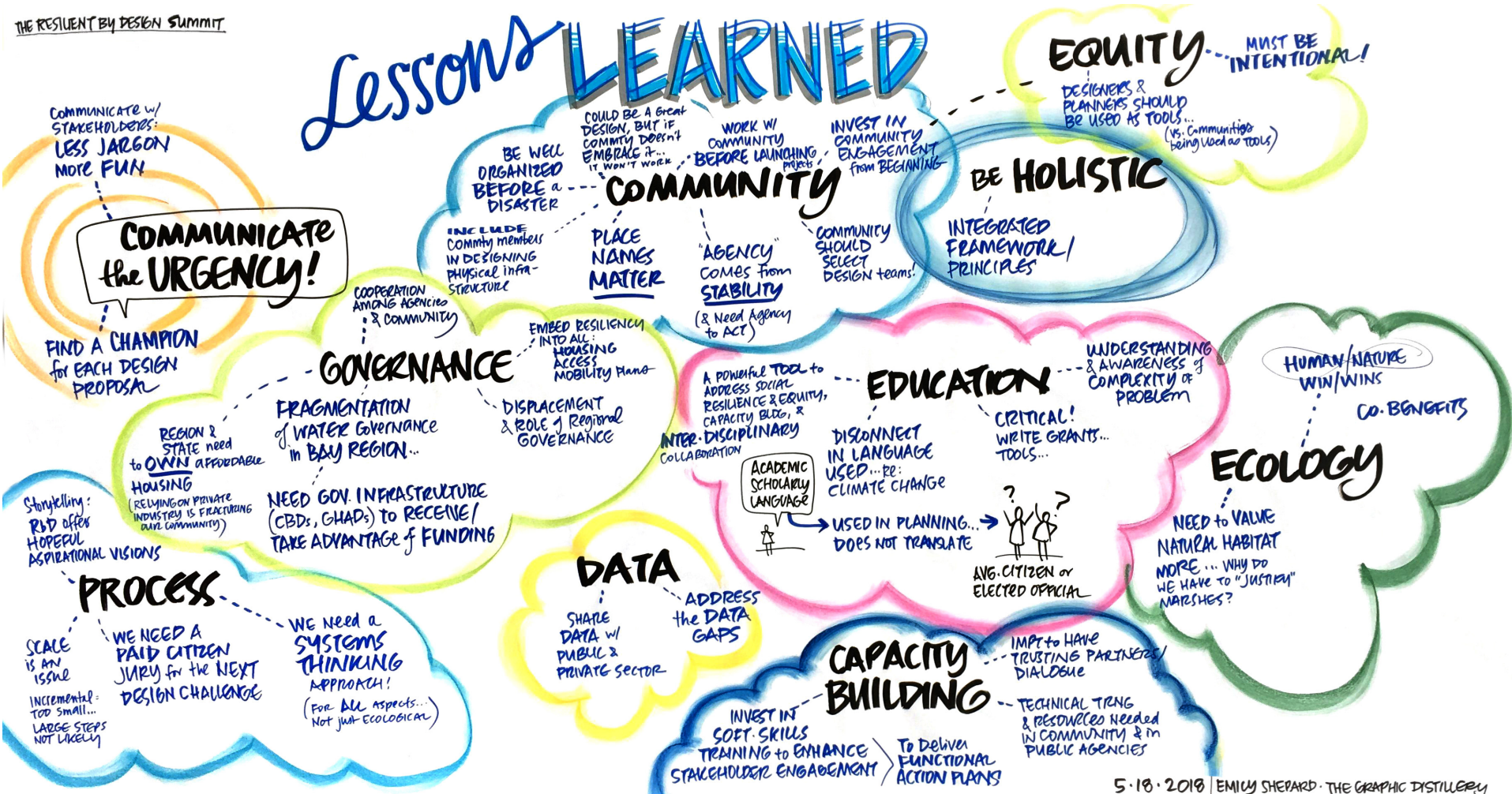
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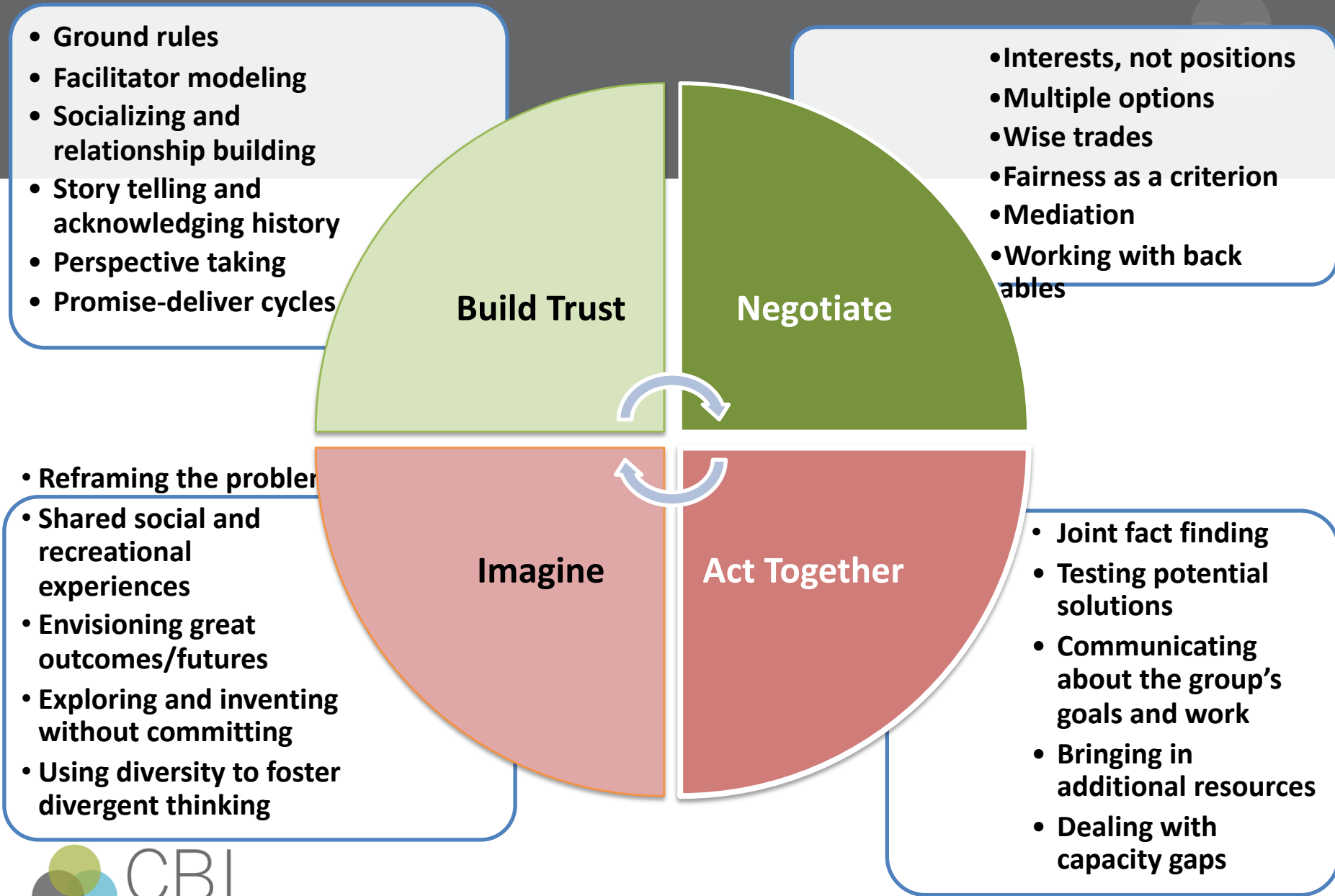
Social Learning for Collaborative Natural Resources Management



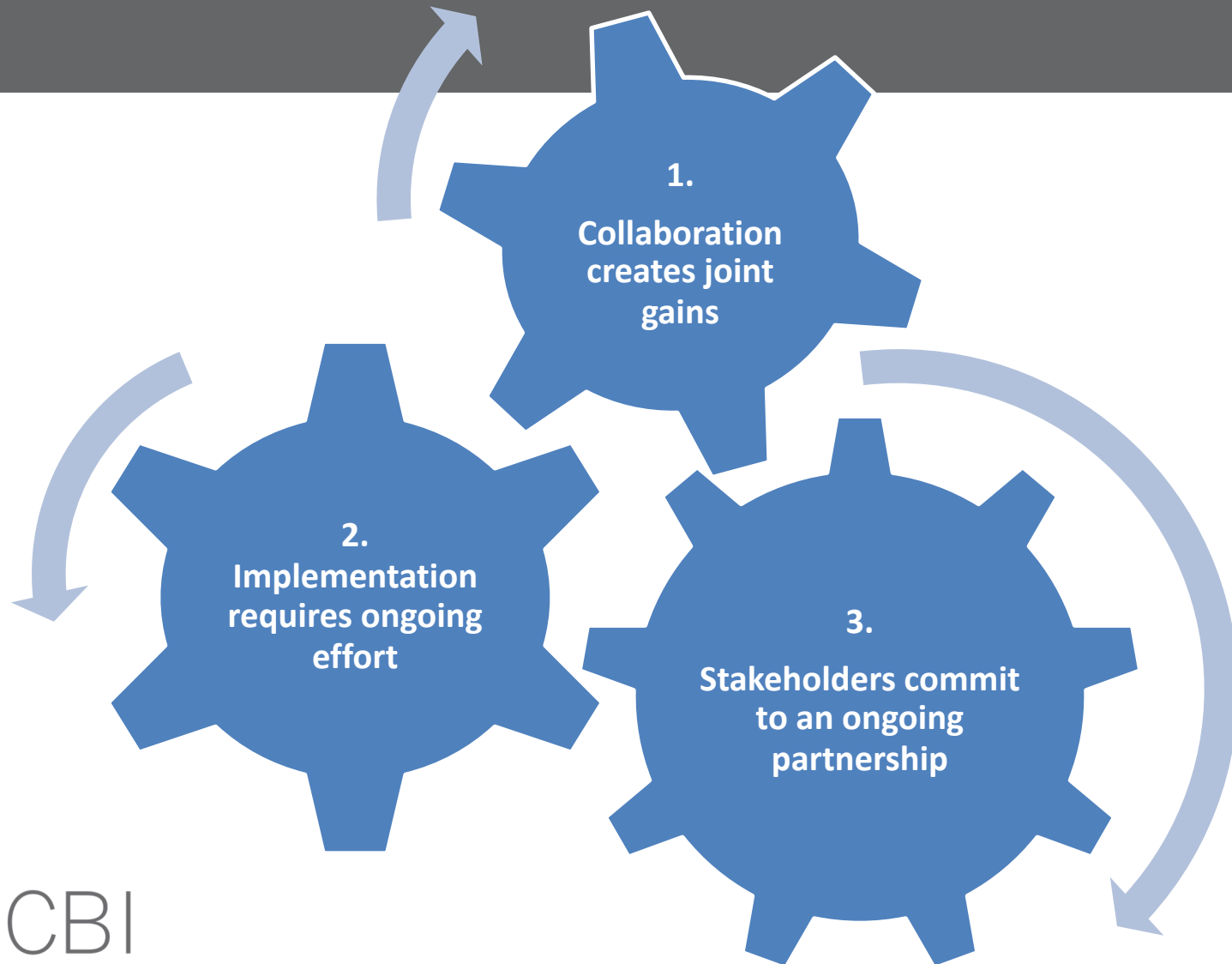
Strategic collaboration builds trust and sustainability



How do stakeholders achieve breakthroughs in collaboration?



How can collaboration be sustained?



Characteristics of a Strategic Collaboration



Participation is **inclusive**

Participation reflects **diversity of perspectives & demographics**

Explicit links to formal decision-making process

Distinct forums for **different levels of participation**

Forum **promotes dialogue**

Outcomes linked to participation

Discussion



1. How does the ACCG demonstrate the characteristics of strategic collaboration?
2. In what areas could ACCG's collaboration be strengthened (or made more strategic) in order to take its work to the next level?
3. What would breakthroughs in collaboration look like for the ACCG?



About CBI

CBI is a nonprofit organization with decades of experience helping leaders collaborate to solve complex problems.

Our staff are experts in facilitation, mediation, capacity building, citizen engagement, and organizational strategy and development. We are committed to using our skills to build collaboration on today's most significant social, environmental, and economic challenges. We work within and across organizations, sectors, and stakeholder groups.

FOR MORE INFORMATION: CBI.ORG

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