



COLLABORATION KEY CONCEPTS

WORKSHEET

Pick one real world example of a conflictual or challenging multi-stakeholder decision-making or management situation (ideally something you are working on or have in the past).

What really is the issue of mutual concern?

Who are the key parties (identify 5 or 6)?

What positions are those parties advocating for?

What might be those parties' underlying interests?

What might be mutual gains solutions/strategies?