

# 9. EAFM Startup B: Engage Stakeholders

Essential EAFM

Date • Place



**CORAL TRIANGLE  
INITIATIVE**  
ON CORAL REEFS, FISHERIES AND FOOD SECURITY

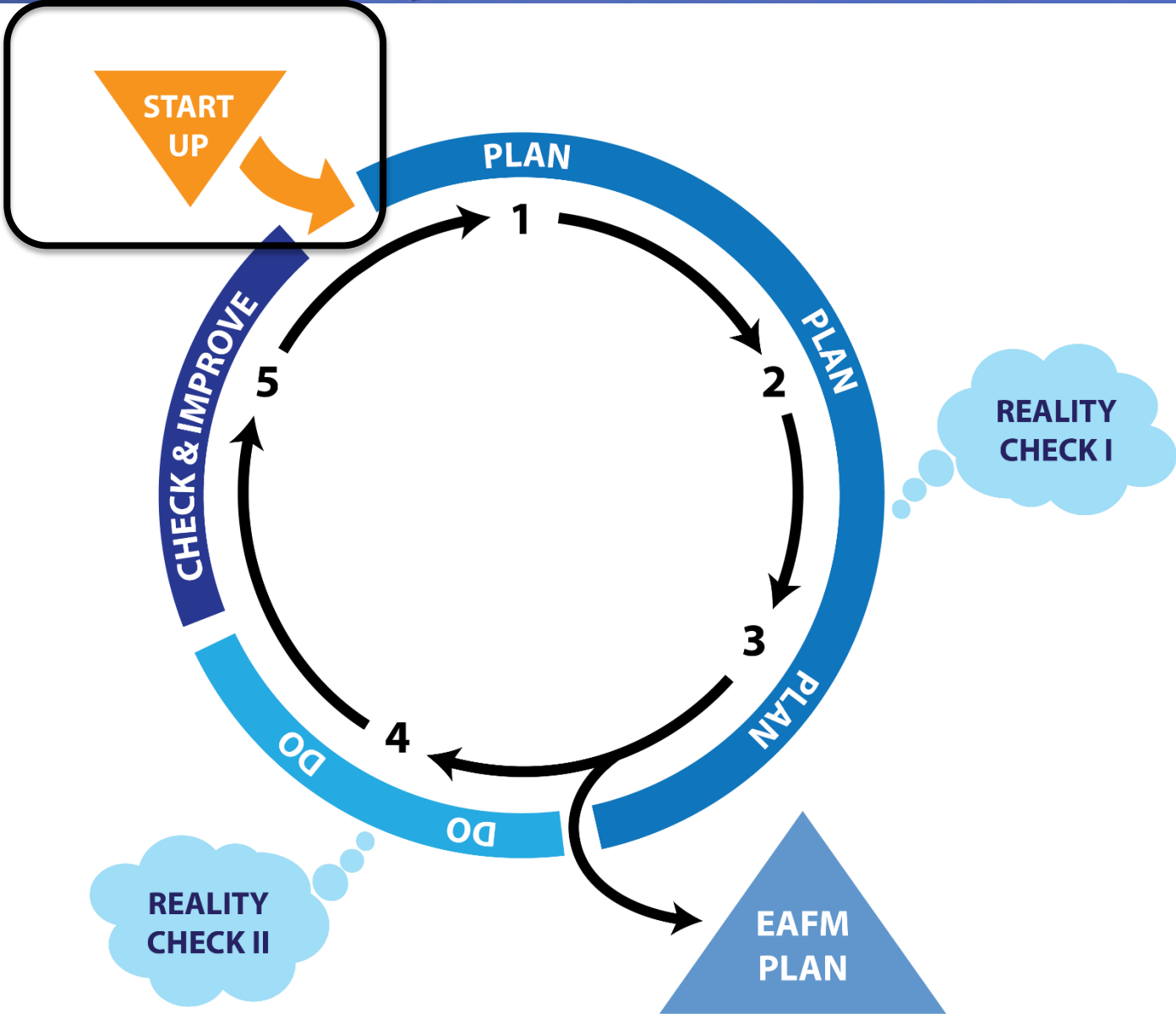


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# Session objectives

*After this session you will be able to:*

- Apply the participatory approaches for stakeholder engagement
- Organize and hold stakeholder meetings
- Describe the basic concepts of co-management



# Engaging stakeholders

- Important to engage stakeholders throughout the EAFM process
- Need to have them onboard from the beginning and maintain their interest
- EAFM team need people skills (e.g. facilitation, conflict management, etc.)



# Participation

**The active participation of people is at the heart of EAFM**

So what do we mean by participation?

# Key principles of participation

Let go of your own ideas and viewpoints

Don't dominate

Promote a process of learning, changing and action

Respect of local customs, languages and experience

Listen and build rapport and trust

Believe in people and their abilities



Allow all people to be heard

Work with stakeholders

Be flexible



# Aim of participatory approaches



**Agree on issues and solution**

**Identify trade offs**



**Empowerment**

**Awareness raising**

**Ownership**



**Group trust**



# Facilitating stakeholder input

Meetings → Many people involved

Workshops → Smaller group - technical issues

Focus group discussions → Small group - specific issues

Interviews → In-depth views of selected people

Questionnaires/ surveys → Diverse views with large numbers





# In groups

Group A: draw a very **GOOD** facilitator!

Group B: draw a very **BAD** facilitator!

**No words or writing allowed!**



# EAFM involves ...

- Coordination
- Consultation
- Cooperation
- Negotiation
- Joint decision-making



**Co-management**





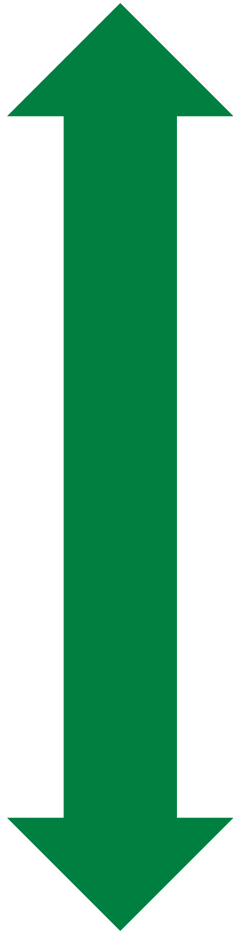
# Co-management ...

**Partnership arrangements** in which stakeholders share the responsibility and authority for the management of the fishery, with various degrees of power sharing



# Degrees of power sharing

More



Community control

Partnership

Advisory

Cooperative

Consultative

Communicative

Informative

Less



# Key elements of co-management:

- Working together – power sharing
- Better dialogue and communication
- Reducing conflicts
- Learning together
- Sharing costs and benefits
- Sharing successes and failures



# Example: Klong Mauri, Phang Nga province Thailand



- Conflict between oyster farmers and clam fishers
- Public workshop was held to bring stakeholders together and discuss issues and identify potential solutions
- Co-management arrangement now in place that involves the two fisher groups



# Preparing stakeholders to actively engage:

## Awareness raising

- Knowledge empowers people and improves their ability to take part (awareness of environmental, social/governance issues)
- Methods can include:
  - training, focus group discussions, media campaigns, stories and policy briefs



# Preparing stakeholders to actively engage contd.:

## Community mobilization

- Stakeholders get organized to arrive at consensus on interests and concerns
- Methods can include:
  - environmental education, building alliances and networks and human capacity development



# Assess stakeholder interest and commitment

Stakeholders will have different levels of interest in the process

	<b>Some awareness of problems with fisheries</b>	<b>Concern about these problems</b>	<b>Willingness and ability to take action to solve these problems</b>	<b>Action needed</b>
Stakeholder 1		X		
Stakeholder 2			X	
Stakeholder 3	X			



# Key messages

- Stakeholder engagement is initiated in the Start-up but continues through the whole EAFM process
- EAFM involves developing co-management arrangements, so stakeholders are involved in planning, implementing, as well as evaluating and adapting
- Stakeholder engagement requires people skills and there are a number of tools that can be used





# Active listening in threes

1. Two of you discuss examples of co-management that you are familiar with/ have experienced/ know of (think about topics we have just discussed)
2. The 3<sup>rd</sup> person observes (can take notes) then feeds back. Rotate so you all get a chance to speak and observe

## Practice active listening:

☺ *Paraphrasing*

☺ *Clarifying*

☺ *Eye contact*

☺ *Body language*