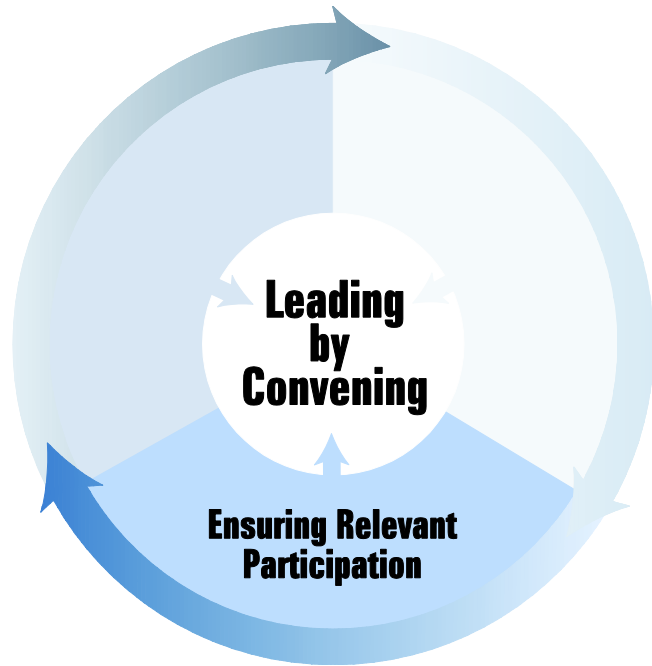


The Web of Connections



Leading by Convening: Ensuring Relevant Participation

THE WEB OF CONNECTIONS

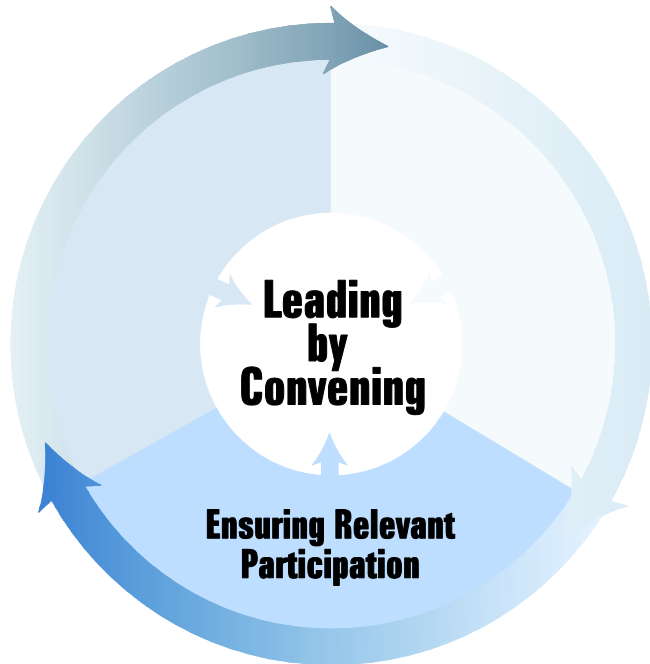


Who are the agencies and stakeholders with shared interests? Place them around the perimeter of a large circle.

Start with your pencil on the role with which you are affiliated.

- **Draw an arrow to a role that is directly related to your work and influences your outcomes**
- **How does the issue look as you consider the work of that role? Make note of the most important ideas.**

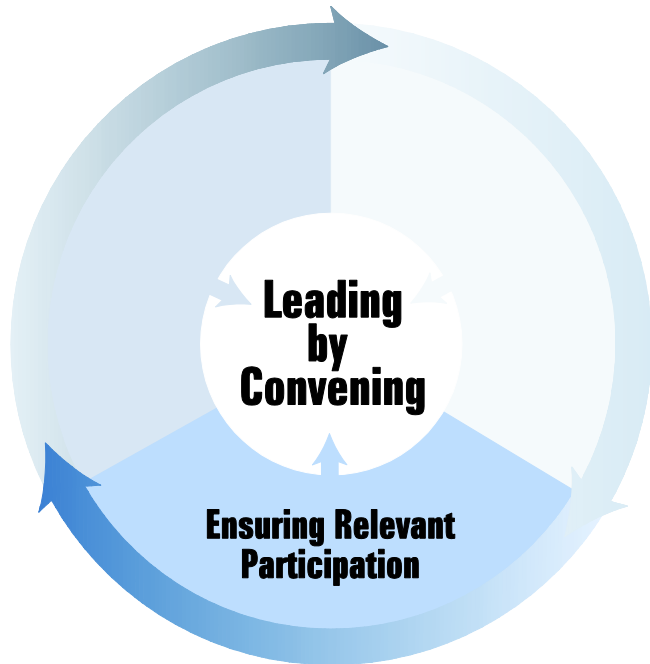
THE WEB OF CONNECTIONS (continued)



Place yourself in their role. Think about how they might describe the issues as they consider your involvement.

- Draw an arrow toward your role.
- Make note of the most important ideas.

THE WEB OF CONNECTIONS (continued)



Think about all the roles along those two arrows. Name some of them.

- Do they hold the same picture of the issues as you do?
- Do you know how many pictures of the issue there are among these individuals with related roles?

What do you think? Is stakeholder strategy important to your success?

A STAKEHOLDER LOOK AT _____

Key Ideas

2. _____

5. _____

3. _____

7. _____

8. _____

4. _____

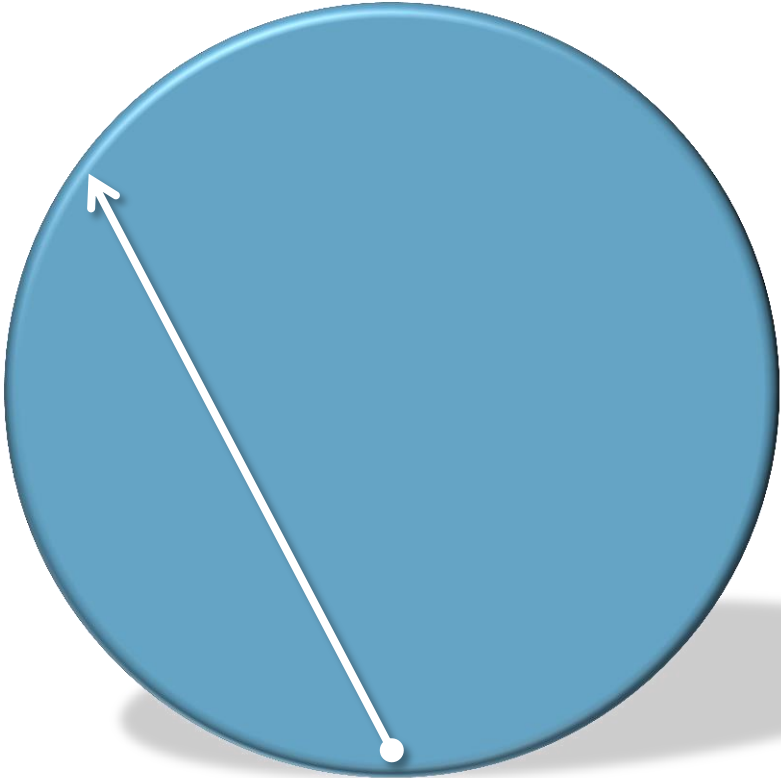
6. _____

1. _____

A VIEW FROM MY ROLE

Key Ideas

5. _____

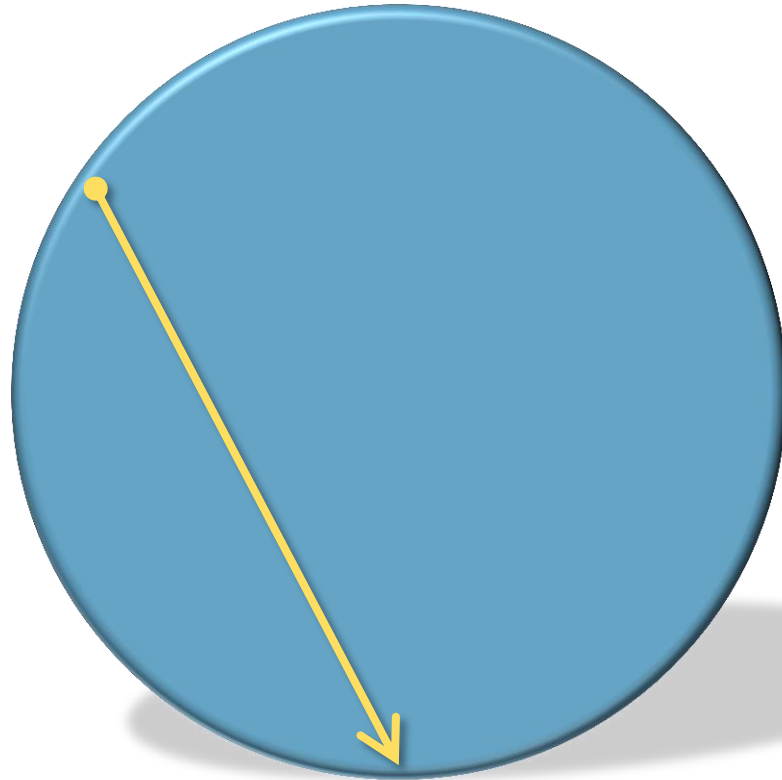


1. _____

A VIEW FROM THEIR PERSPECTIVE

Key Ideas

5. _____

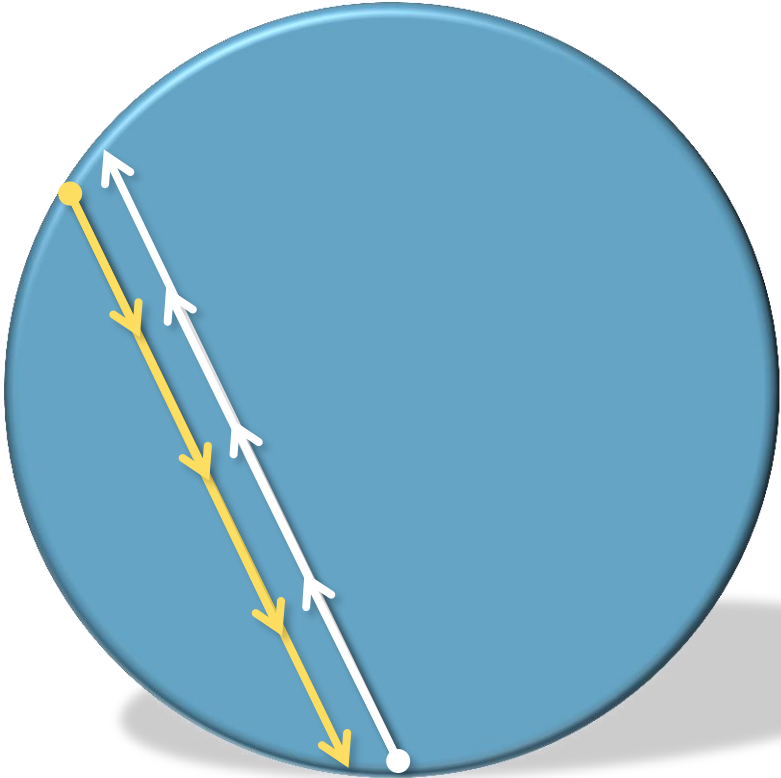


1. _____

A TWO-WAY VIEW

Key Roles

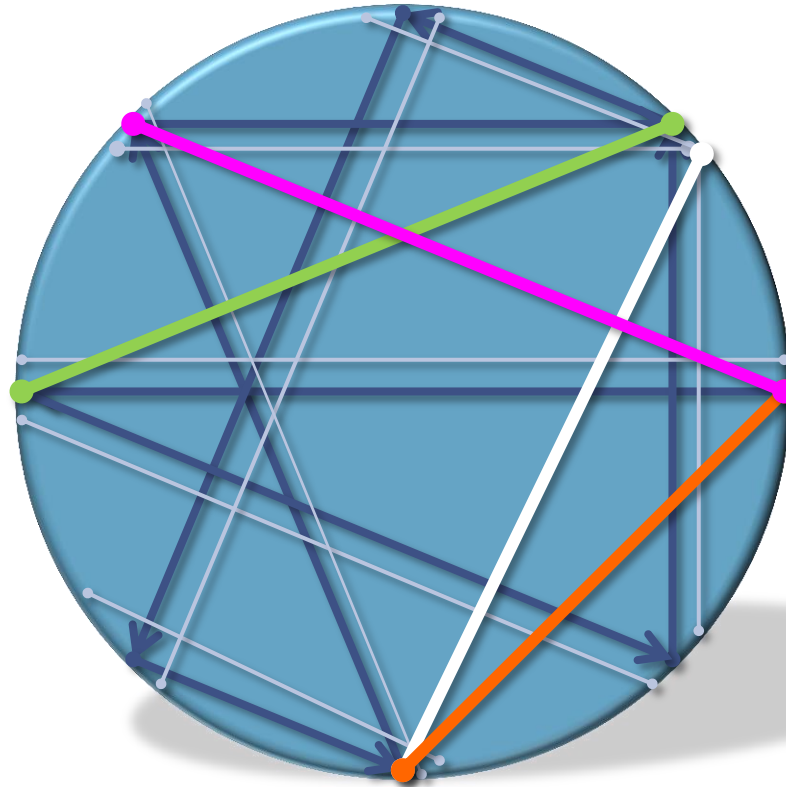
5. _____



1. _____

A WEB OF CONNECTIONS

RELATIONSHIPS AS THE PATH THROUGH COMPLEXITY



Leading by Convening: A Blueprint for Authentic Engagement

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LEARNINGS FROM THE WEB

- **Interests are interrelated.**
- **Positions are based on interests.**
- **Positions can get in the way of working together.**
- **Positions can get in the way of the shared goal.**
- **We can learn each other's interests.**
- **Together, we can craft positions to meet interests.**
- **A new kind of interaction is needed.**
- **No one is expert on the issue; everyone is expert on his or her interests and positions.**
- **We need to understand all positions and interests to make progress on issues that involve stakeholders!**

CONTACT US



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