9. EAFM Startup B: Engage Stakeholders
Session objectives

After this session you will be able to:

• Define participatory approaches to stakeholder engagement
• Understand how to organize and hold stakeholder meetings
• Understand 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

• People skills are needed for this
Participation

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

So what do we mean by participation?
Key principles of participation

- Letting go of your own perceived ideas and viewpoints
- Don’t control
- Process learning, change and action
- Respect of local customs, languages and experience
- Listening and building rapport
- Believing in people and their abilities
- Working with groups
- Equality. All people heard
- Be flexible
Aim of participatory approaches

- Equality (all voices heard)
- Empowerment
- Ownership
- Group cohesion
- Identifying opportunities for development
Facilitating stakeholder input

- Meetings: Large coverage
- Workshops: Medium coverage
- Focus group discussions: Small, focus on specific issues
- Semi-structured interviews: In-depth views
- Questionnaires/surveys: Widely dispersed/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
Communicative
Cooperative
Consultative
Informative

Less
Key elements of co-management involve:

- 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 between 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

<table>
<thead>
<tr>
<th>Stakeholder</th>
<th>Some awareness of problems with fisheries</th>
<th>Concern about these problems</th>
<th>Willingness and ability to take action to solve these problems</th>
<th>Action needed</th>
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<tbody>
<tr>
<td>Stakeholder 1</td>
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<td>Stakeholder 2</td>
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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 3rd 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