

SESSION	9. START UP B Stakeholder Engagement					15.05-17.00	(115 minutes)	
Date:	Day 2 Session 9							
Objectives	<ul style="list-style-type: none">Understand how to use participatory approaches to stakeholder engagement;Understand how to organize and hold stakeholder meetings;Understand the basic concepts of co-management.							
Description of Contents	Time		Expected Participation					Resources used
			1	2	3	4	5	
Introduction	10	Have Slide 1 up Bus stop exercise: put up Flipcharts during break so as participants come back in from afternoon break they can start reading them / writing on them. Remind participants that we have just talked about who EAFM stakeholders are before the break. Divide participants into 3 random groups; each group to a Flipchart; discuss and write up comments; after 3 minutes groups move to next Flipchart and add any other comments (no repetition). After 3 minutes they move on to last Flipchart. So by the end all participants have discussed all 3 Flipchart topics. 1. What do we mean by participation? 2. What do we mean by ‘facilitation’? 3. What are the challenges when trying to promote participation (in EAFM context)?	X					X Slide 1 3 Flipcharts up with 3 different headings (trainer to prepare these during lunch break): 1. What do we mean by participation? 2. What do we mean by ‘facilitation’? 3. What are the challenges when trying to promote participation?
	5	Now show Slides 2-4 as introduction to session. NB. Start Up B entails ONGOING activities during EAFM cycle (as opposed to Start Up A that are one-off activities). Focus on participation as key approach, then facilitation as essential for participation; then aspects of community organising and co-management. Explain that the participants will actually get to practise skills on Day 3. Stress that a participatory approach involves changes in attitude and behaviour; link to facilitation: these are ‘people’ skills that you need to develop to engage stakeholders (refer to Toolkit)						Slides 2-4 Module 9 Start Up B
Participation: principles + approach	10	Slides 5-7: Trainer reviews referring to participants’ comments on relevant Flipcharts. Slide 6: main principles of participation Slide 7: explains the aim of participatory approaches. See slide notes. Stress importance of meetings. Slide 8: possible methods for facilitating stakeholder input. Elicit from participants what has worked / not worked at meetings they have conducted / been involved in - draw out tips on flipchart. Refer them to Toolkit specific tools for meetings / workshops / FGDs...	X					Slides 5-8 Module 9 Start Up B, section 1 and 3 Also refer to Toolkit

Facilitation <i>Activity: draw a good and a bad facilitator</i>	(20 total) 5 5 10	Facilitation is essential to fostering participation (and so co-management) Facilitator drawing activity: Slide 9 Elicit: What experience do participants already have of facilitation? Group exercise: What are the qualities of a good facilitator? In groups (keep same FMU ones or random): group(s) A draw a cartoon that illustrates a good facilitator; group(s) B draw a bad facilitator. The picture can only be a drawing; no writing is allowed. The idea is to visually represent qualities; ask participants to be imaginative (e.g. big ears represent good listening; big heart represents empathy, big mouth and towering posture for a bad facilitator, etc.). The important part of the exercise is the plenary. Do not make suggestions - just see what drawings emerge. Put Flipchart pictures up on the wall or gather around on the floor and a representative from good and bad group(s) to explain their drawing. Trainer ensures all the qualities of a facilitator are covered by referring to Module 9, section 2 and Tool 1.	X			X		Slide 9 to introduce activity Flipchart sheet for each group, pens Module 9 Start Up B, section 2 Tool 1
Co-Management	10	Trainer presents slides: Slide 10: co management is crucial to EAFM and encompasses all 5 bullets Slide 11: definition (refer to visuals gallery) Slide 12: power can be shared to different degrees Slide 13: Key elements of co-management Slide 14: co-management in practice example from Thailand (+2 nd example from South India self-enforced alternate days for fishing in slide notes) Trainer elicits from participants: what elements of co-management they have experienced / are familiar with? Share real examples.	X				X	Slides 10-14 Module 9 Start Up B, section 5 Slide 11 in visuals gallery
Engaging stakeholders	5	Slides 15-16: elaborate on how to prepare stakeholders to actively engage with the EAFM process. Remind participants that to engage some stakeholders, awareness raising (Tool 9) and community mobilization (Tool 10) will be needed (always consider stakeholder categories and context).	X					Slides 15-16 Technical Toolkit
Assessing stakeholder interest and commitment	2	Assessing stakeholder interest and commitment - Slide 17. This slide is here to show another tool that can be used as part of stakeholder analysis. It allows you to work out strategies for how to engage with different stakeholders. Whatever course of action the EAFM team will take, it is very likely to involve participation and facilitation.	X					Slide 17, Tool 18 Module 9 Start Up B, section 4
Summary	5	Slide 18 - key messages from this session Trainer briefly summarizes what has been covered on Day 2, refer to any outputs.	X					Slide 17

Activity: Active listening to build rapport	20	<p>Slide 19: <u>Aim:</u> to practice active listening skills for building rapport (for better communication with stakeholders, for facilitation). <u>Time:</u> 15 minutes, in threes <u>Task:</u> Show slide 16 instructions. Quickly brainstorm characteristics of active listening onto flipchart, explain paraphrasing (make a few suggestions from Tool 2 to get participants started). Explain we will now do a quick activity where participants practise this skill. In groups of 3s, two people discuss co-management experiences, while the 3rd person observes (and can take notes) and then feeds back. Rotate so that they all get a chance to speak and observe. Trainer draws out key lessons / tips = Importance of using active listening when facilitating.</p>	X				X	Refer to Tool 2 Slide 19
Action planning. 16.25	15	Individual action plans completed – facilitators to support if required					X	Action plans
Daily monitoring and review of day (16.30-16.40)	15 total	<p>Daily monitoring: do group feedback as per Day 1 (mood meter optional).</p> <p>Remind groups that one group of volunteers is presenting the review of this day tomorrow morning - as agreed on Day 1 (refer to list on wall).</p>					X	<p>Daily monitoring sheets (+ fish cards)</p> <p>Mood meter + dots</p>
<p><u>Notes for trainers:</u> This session deals specifically with EAFM Start Up B and highlights / discusses the ‘people’ skills of facilitation and participatory attitudes and behaviour). Stress that these participatory skills underpin the EAFM process, as much as understanding and willingness to foster co-management.</p>								
<p><u>Trainer Feedback</u></p>								