### Common stages in a MultiStakeholder Negotiation Process

## Convenor, interlocutor

#### Prenegotiation

#### Negotiation

# Implementation, adaptation

#### Motivated party (convenor/interlocutor)

- Decides to see whether/how to convene a process to address the issues or problems.
- Conducts some form of assessment that looks at customary assessment factors
- Considers how to initiate the process (whom to invite, who invites, how and where convened)
- May seek resources for the process or to get it started
- Add the necessary participants (and those who need to be kept informed.
- When ready, the process is convened or initiated – at least to get buy in on the process, let others co-design it

- Process may be facilitated, or facilitated by one or more of the parties
- Establish ground rules/process
- Undertake the common steps in prenegotiation (from both negotiation and process view)
  - Proper scope, vision of the goals and objectives
  - Interests
  - Issues
  - Parties
  - Success criteria
  - · And so forth
- When ready, develop an agreed upon negotiation template

Combination of party caucuses meetings to prepare and joint sessions:

- Use the Template for exchanges
- Set up any negotiation ground rules
- Decide how best to exchange proposals
- Continue the exchange for optimization of value
- Deal with problems and impasses
- Loop back to earlier phases as needed, then resume negotiations
- Establish and confirm agreements
- Establish what approval is needed
- Decide how to implement

- Implement as needed
- Adapt to what occurs looping back as needed
- Consider forming a core group to ensure implementation

Throughout the work, the convenor/interlocutor works to motivate, cheerlead, provide guidance, make and sustain connections, add new parties as needed, keep work on track, adjust the process as needed. For complex issues, this may be years.

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