



real interests and objectives to do exercise); more networking with content

B: Presenters (Patrick Field and Stacie Nicole Smith)

Excellent= 15

Satisfactory=

Good= 5

Unsatisfactory=

Comments:

- Very clear
- They were clear, concise and helpful
- Very articulate, skilled, grounded presenters; kept the group interested and engaged
- I apologize for lateness—traffic!
- Great listening skills; good knowledge of MA Oceans Act issues/challenges; could have stuck neck out a little more and tailored it to MA process
- Both are well-spoken and explained the concepts clearly; follow-up discussion after exercises were well done
- Thank you for an excellent presentation and workshop!
- Very articulate and clear; good examples to illustrate
- Good energy, clear
- Very personable and well informed; did not provoke a lot of feedback though. Maybe due to short time frame? Patrick speaks a bit fast when presenting...need time to hear separate concepts
- Clear, engaging

C: Presentations and Exercises

a. Introduction to Collaboration

Excellent= 7

Satisfactory= 1

Good= 12

Unsatisfactory=

b. Mel's Marina Case Analysis

Excellent= 11

Satisfactory=

Good= 9

Unsatisfactory=

c. Interactive Presentation

Excellent= 7

Satisfactory= 1

Good= 11

Unsatisfactory=

d. Mel's Marina Collaboration Exercise

Excellent= 7

Satisfactory=

Good= 12

Unsatisfactory=

e. Summary and Q&A

Excellent= 5

Satisfactory= 3

Good= 10

Unsatisfactory=

Comments:

- Was slightly confused on the differences between concerns and interests; group would have possibly been more outspoken if we each role-played, though I also understand the value of the group working together without any stakes.
- Could have asked everyone to write down how they would use new knowledge and share those thoughts
- Potentially trying to cram in too much info/lecture...more illustration and group interaction would have made a deeper impression for me
- Communication presentation less engaging than preparation section

What are the strengths of this workshop?

- Excellent mix of theoretical and practical
- Good tips on communication, trust issues
- Well organized, ideas were clearly illustrated
- The Mel's marina exercises are a good way to practice what we've learned—see it in context
- Defining goals and assigning values
- Introducing us to new methods of communication
- Self reflection how we can change ourselves
- Interactive, small groups, real participants in MA process (although you didn't take advantage of that)
- Good group interaction

- It kept people interested by using examples in our area of interest but it gave us the tools to be able to apply the knowledge in different subject areas and situations
- Subject, exercises
- Very orderly and logical presentation of info; good exercises
- Reveal the component parts of collaboration and negotiation
- Duration, lunch!; meet and discuss with others a scenario (Mel's Marina) and learn in a non-confrontational manner
- It's easy to understand—a helpful introduction to thinking about negotiation/collaboration on contentious issues
- Group activities and real life examples
- Important tools presented here
- Presenters, variety of attendees

What is one skill/idea you learned or re-learned today?

- Ladder of inference
- Communication is what people hear
- Effective communication and how to build trust
- Difference between interests and positions and the importance of stating/realizing interests
- Focusing on priorities and the BATNA concept and how that plays into negotiations; being prepared is helpful
- Mediation/listening/facilitating skills
- Difference and importance in distinction of interest v. position
- Listening—the “bird’s eye view” very powerful
- Prep for meetings
- Good reminder of BATNA, communication
- I thought the exercise on how to explain a situation to the group was useful; start with the big picture, then go to the details
- BATNA
- BATNA
- How to assess a situation to improve outcome
- To really prepare yourself and try to understand where others are coming from, interests v. position
- To translate my positions into issues for negotiation and to prepare better for negotiation
- Difference between interests and positions

In what ways will these skills/ideas be useful in your work with Massachusetts Ocean Planning?

- They will help with our sanctuary zoning process, not part of MOP
- Work often with groups on collaboration projects
- To help communicate the goals and definitions of EBM to all users

- Not sure
- There are significant priorities to be considered
- To listen more carefully; to articulate my interests more clearly
- Be more mindful of how to articulate interests and be constructive with helping MOP
- Remains to be seen—difficult to affect EEA staff who are overcommitted or have not enough time
- It will be helpful in various stakeholder meetings
- Importance of keeping an open mind for all perspectives
- Understand interests of others
- Interests v. positions
- It will definitely help me be more prepared for future meetings and will help me empathize with stakeholders
- Listening to others' points of view prior to passing judgment (hopefully)

What would you suggest, if anything, to improve this workshop?

- Slightly warmer, cozier room
- A little less time on case study and more discussion on creating value
- Make more connection to MOP process
- More real examples
- Role plays
- More exercises, more application to people's real life processes, more discussion on how MOP can use knowledge from course
- EEA should have been present!
- Participation from more MOP members
- Easier to read hand outs
- It could be a little shorter—I started to lose energy in the last 15 min or so
- Improve second half of presentation

What other workshop topics would you recommend?

- Exploring interests
- A workshop on how to use MURRIS (?)
- Environmental focus
- "advanced" workshops
- how to read maps (GIS, raw data on maps) both for managers and public for good decision making
- coalition building
- succeeding in a tough economy when people are in "trench mode"
- a short 1-2 hour overview of the process that local, regional and state government agencies use to govern
- I think it would be helpful to have some real mediated conversations about the issues we will confront in the ocean planning process