

Engaging for Change:

A relational approach to international partnerships



Jonathan Dain, University of Florida

- Tropical Conservation and Development Program, Center for Latin American Studies
- Director, Florida Natural Resources Leadership Institute, School of Forest, Fisheries, & Geomatics Sciences

Global Nutrition Symposium: Change is possible – but how?

February 8, 2024 – University of Florida

Engagement and Relationships Matter

No one person or group can possibly understand the system – or how to impact the system

Symposium themes

- Convey a systems' perspective on social and behavior change
- Explore – in particular – approaches to influencing food choices and improving nutrition
- Identify leverage points for social and behavior change at the individual, household, community, institutional and policy level.



We won't solve this unless we all work on it together.

$$3x + 4k^2 + 7 = 0$$

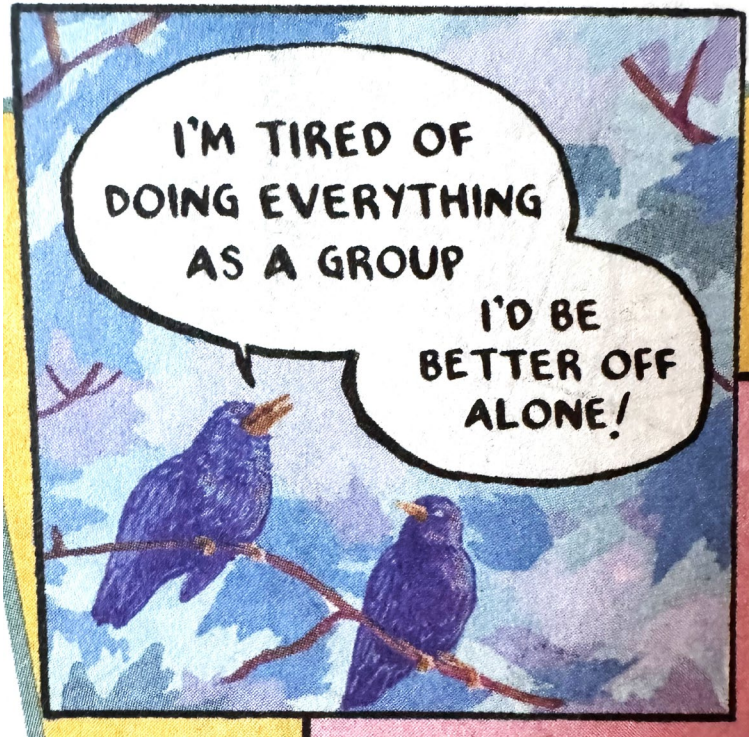


POLYGNOMIAL EQUATION

Collaboration and partnerships are fundamental for “change”

Two quick stories

1. Jugua Guazu, Paraguay – 1985
2. Rio Branco, Acre, Brazil - 1995



Lesson learned about applied research initiatives?



Collaboration & partnerships are difficult...

Note: I have seen this again, and again, and again...

The Rise of Partnerships: From Local to Global

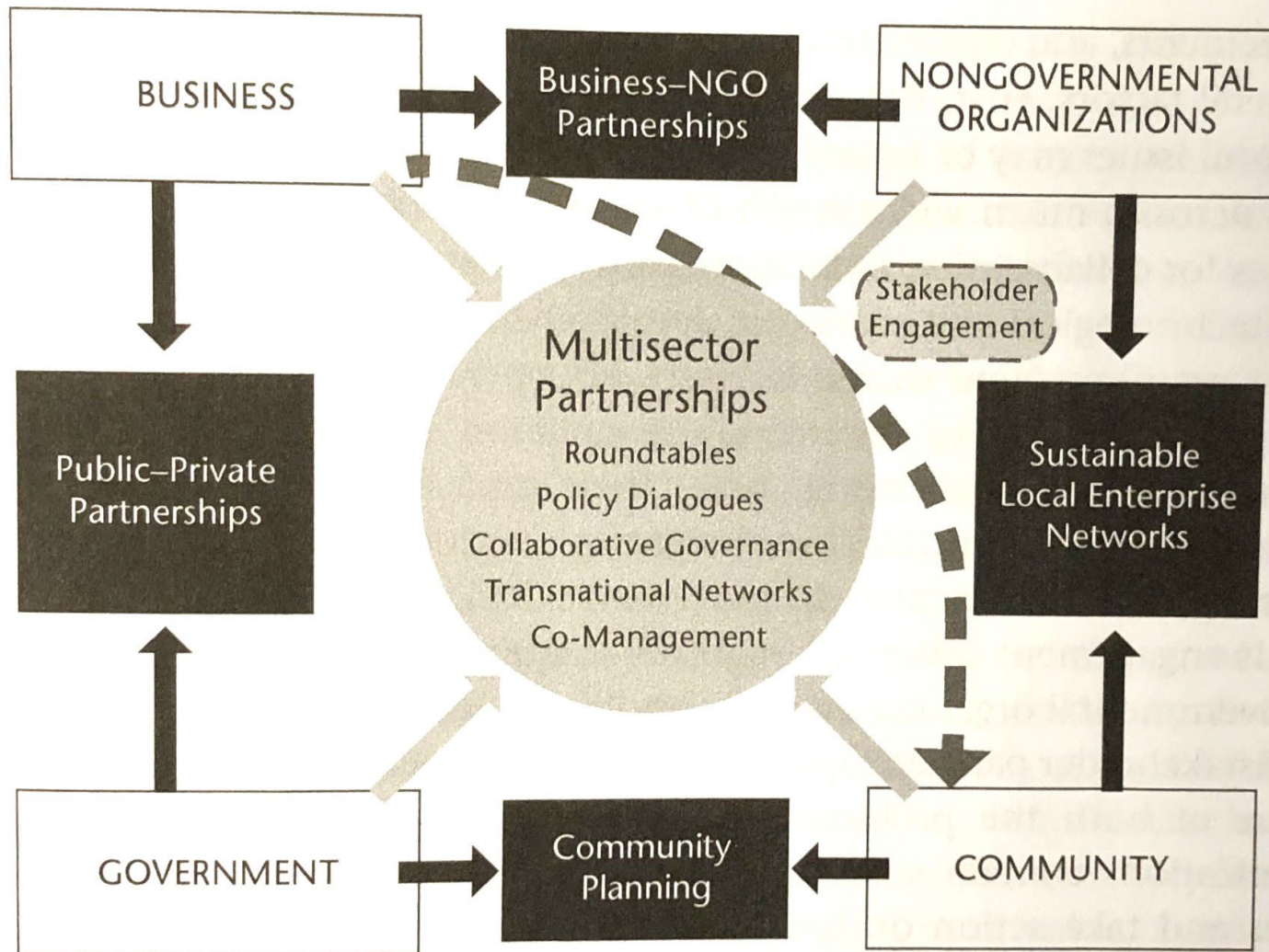


Figure 1.1 Types of multistakeholder partnerships

...and complex

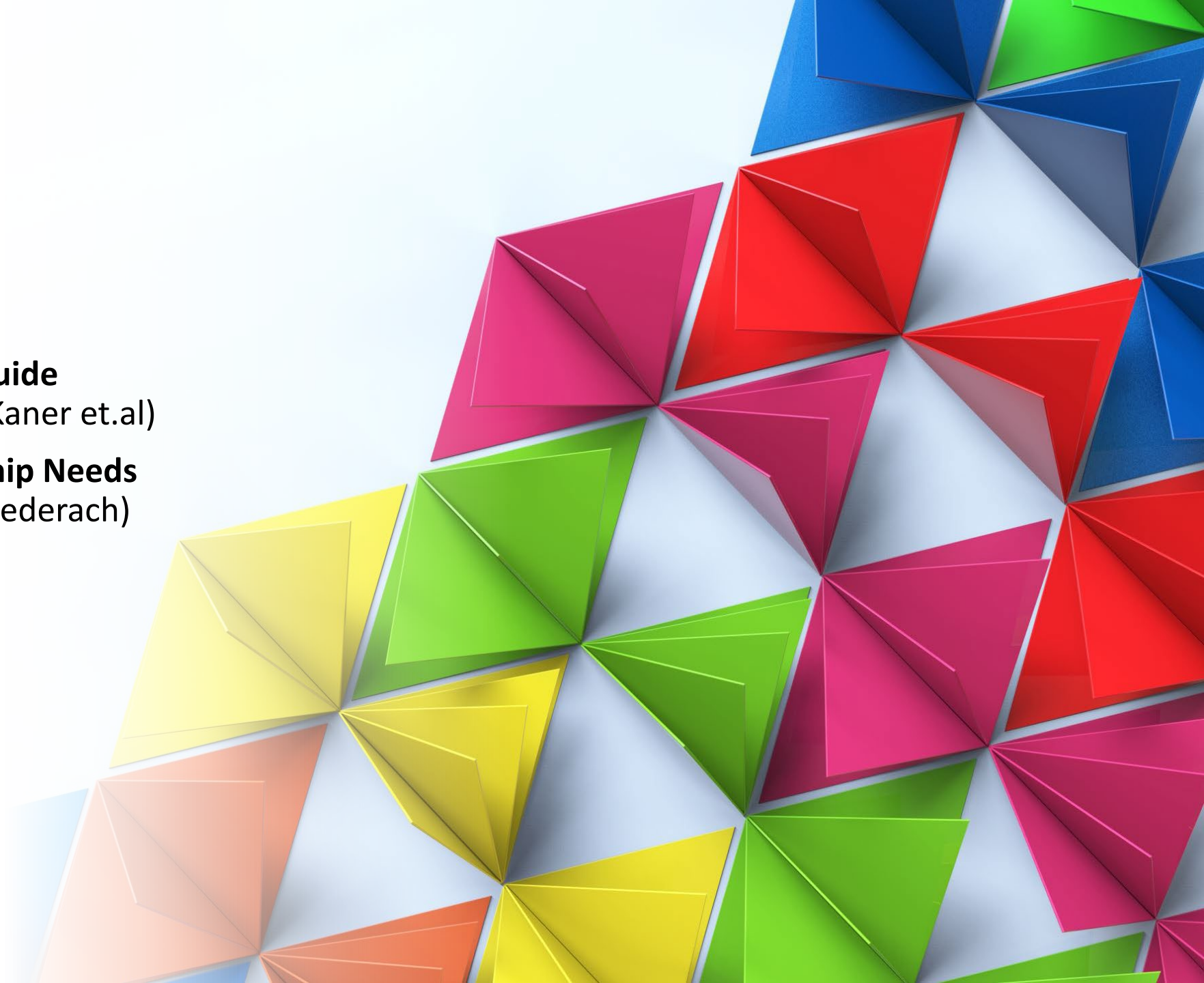
...ever more complex

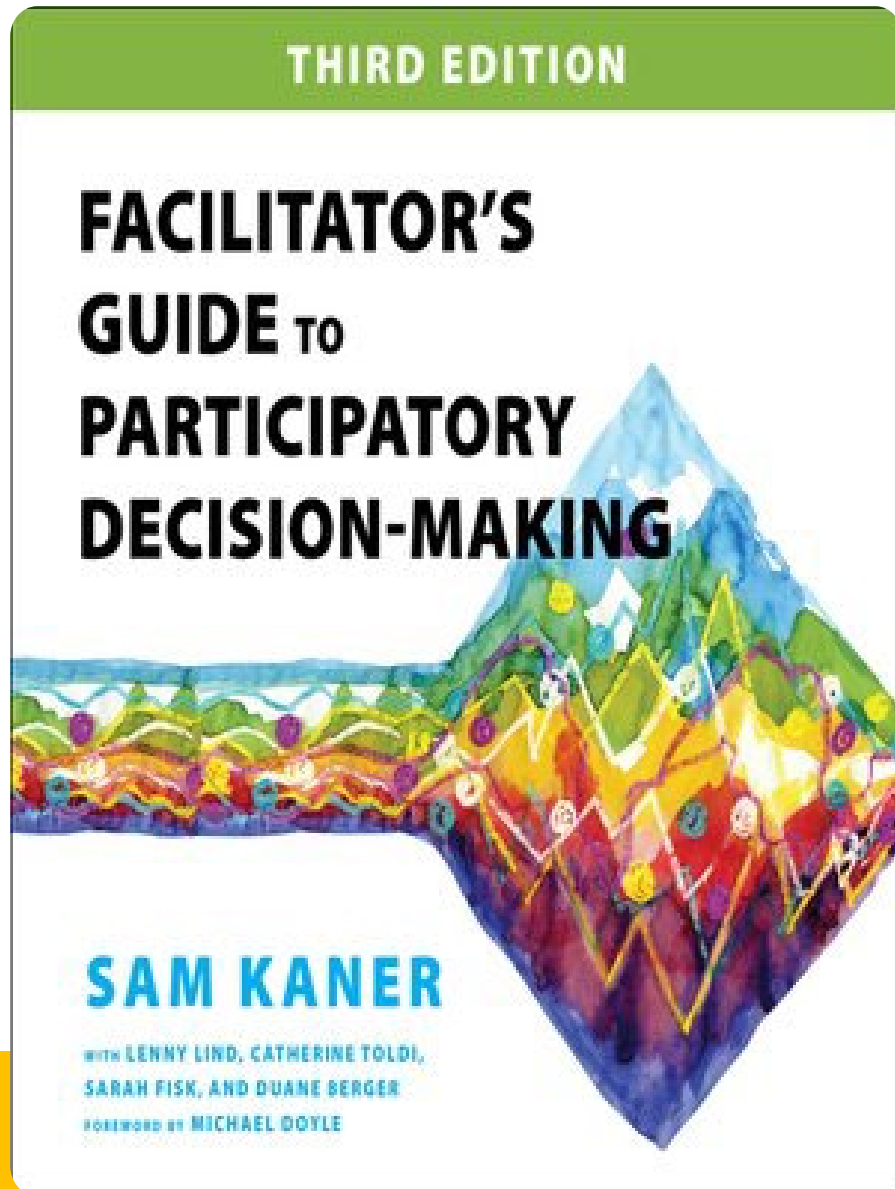
No one person or group can possibly understand the system – or how to impact the system – we must work together

Engagement and Relationships Matter for Change*
and they require time, planning, attention and effort.

Two helpful frameworks

1. **Participatory *values* to guide collaborative activities** (Kaner et.al)
2. **The Triangle of Partnership Needs and Interests** (Moore & Lederach)





Sam Kaner's 4 Participatory Values

- Full Participation
- Mutual Understanding
- Inclusive Solutions
- Shared Responsibility

What the values mean

Full Participation: Everyone communicates their ideas & feels heard

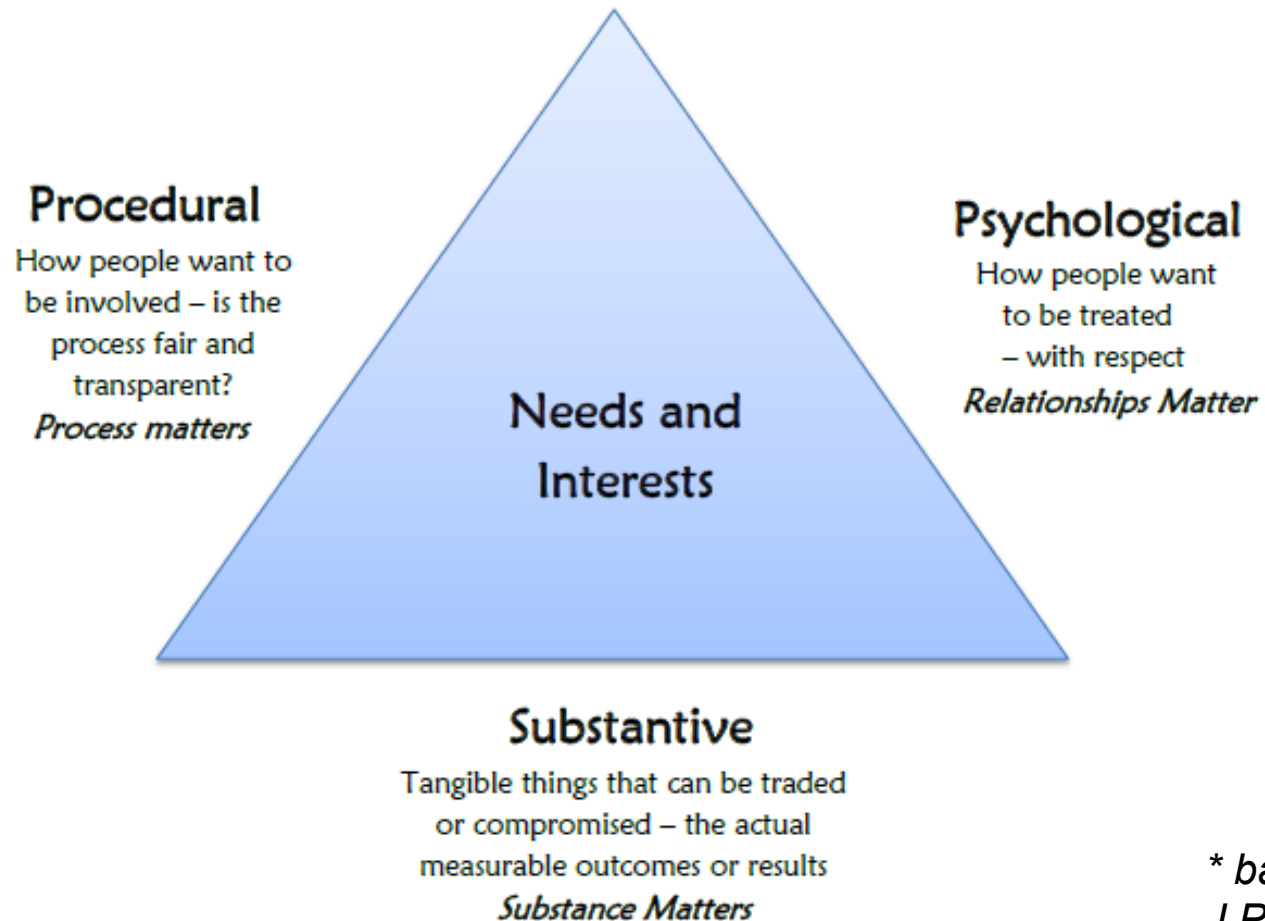
Mutual Understanding: Partners understand and can articulate the legitimacy of each other's needs and goals – does not always mean agreement

Inclusive Solutions: Everyone has a piece of the truth; everyone sees their contribution to/impact on the project

Shared Responsibility: All partners feel responsible for activities and their outcomes

The Triangle of Needs & Interests*

People and groups have three interdependent types of needs and interests that should be carefully considered when analyzing conflicts, negotiating or working with collaborators and partner organizations. Although it is rare to meet *all* the needs and interests of *all* those we engage with, taking each type into account will generally leave parties more satisfied with the results of a given set of interactions.



* based on C. Moore (2014) and J.P. Lederach (1997)

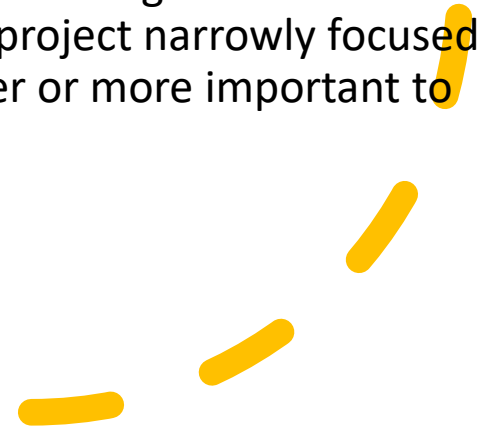
As you work in teams, with communities and/or plan collaborative activities with partners, ask yourself about the needs and interests of *all* parties...

Substantive Needs and Interests

(Financial resources; responsibilities; information; timeframes; infrastructure, etc.)

- Do I know what the issues/opportunities are from all viewpoints?
- Do I know what people want out of this discussion, decision, or partnership and why?

Note: People often have multiple needs and interests that together form a holistic vision of what they want. Is the discussion or project narrowly focused on one issue, when there are others that may be easier or more important to satisfy?



As you work in teams, with communities and/or plan collaborative activities with partners, ask yourself about the needs and interests of *all* parties...

Process (procedural) Needs and Interests

(Mutually agreed upon partnership guidelines; a fair process; clearly understandable, timely and transparent steps; an opportunity for all parties to express their views)

- Do I know how others want to interact with me and my organization? What process would they prefer (or not) be used for working on an issue or problem?
- Note: If given the choice, what role would they want to have in decision-making?
 - How do they want to communicate or receive information?
 - Are they comfortable with the decision-making process being used? The level of transparency?

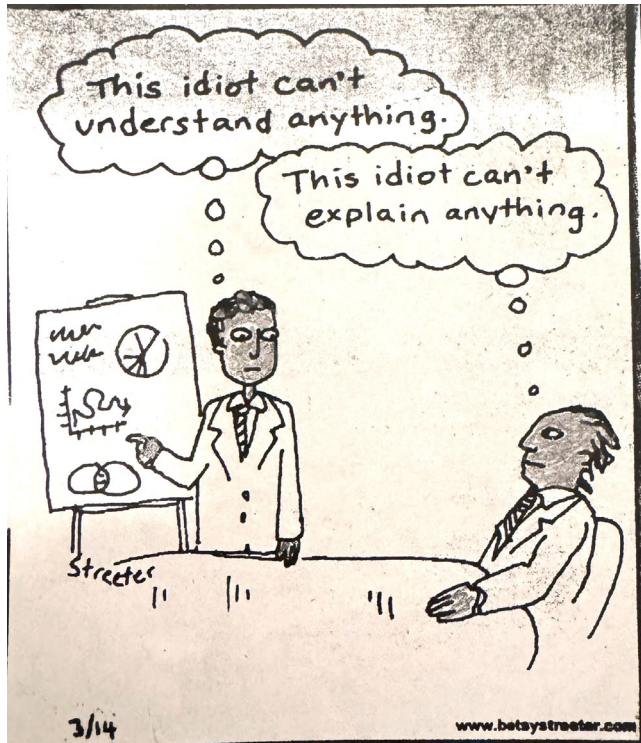
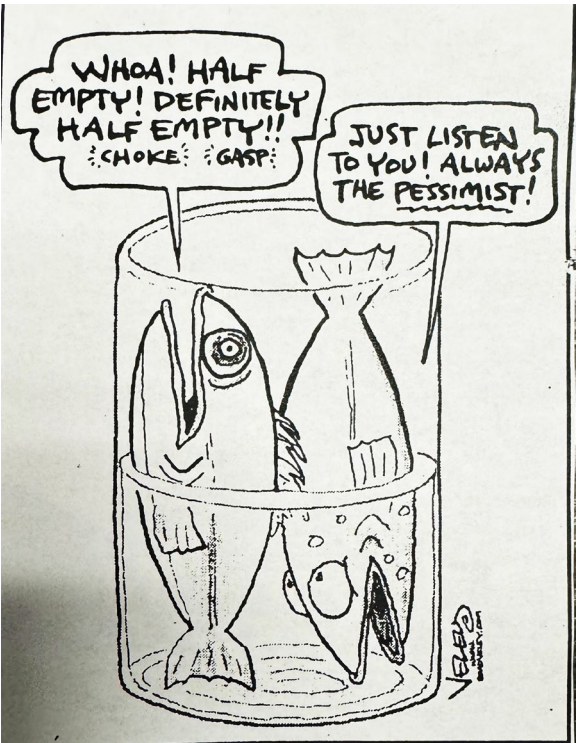
As you work in teams, with communities and/or plan collaborative activities with partners, ask yourself about the needs and interests of *all* parties...

People (Psychological) Needs and Interests

(Feeling trusted, respected, heard; maintaining dignity - saving face; feeling valued; not feeling blamed or scapegoated; feeling appreciated)

- Do I know how people feel about the others involved in the issue/project? About me or my organization?
- Do people feel heard - have I really sought 1st to understand before presenting my own opinions? Listened without judging?
- How do collaborators want to be treated? How do they feel they are being treated? Do they feel good about the relationship?
- Note: **How can I best show respect?**
 - Am I inadvertently using “blaming” language or names/terms/descriptions that, to others, convey arrogance or disparagement?
 - Am I ignoring or marginalizing anyone?
 - Am I cognizant of cultural or power differences that may cause my/our actions to be misinterpreted?
 - Am I truly open to learning?

Sadie will tell us more...



10-6 ©2023 Thaves/Dist. by Andrews McMeel Synd.

THAVES

PERSONNEL

ON A SCALE OF ONE
TO TEN, HOW
WOULD YOU
RATE YOUR
LISTENING
SKILLS?

... YES!

Thank you
jdain@ufl.edu