

Example output from a one-day workshop (Why is there not more Green Infrastructure implementation happening?)

© Brillianto June 2016

Brillianto.biz@gmail.com www.brillianto.biz

Twitter: [@brillianto_biz](https://twitter.com/brillianto_biz)

Root problem Analysis

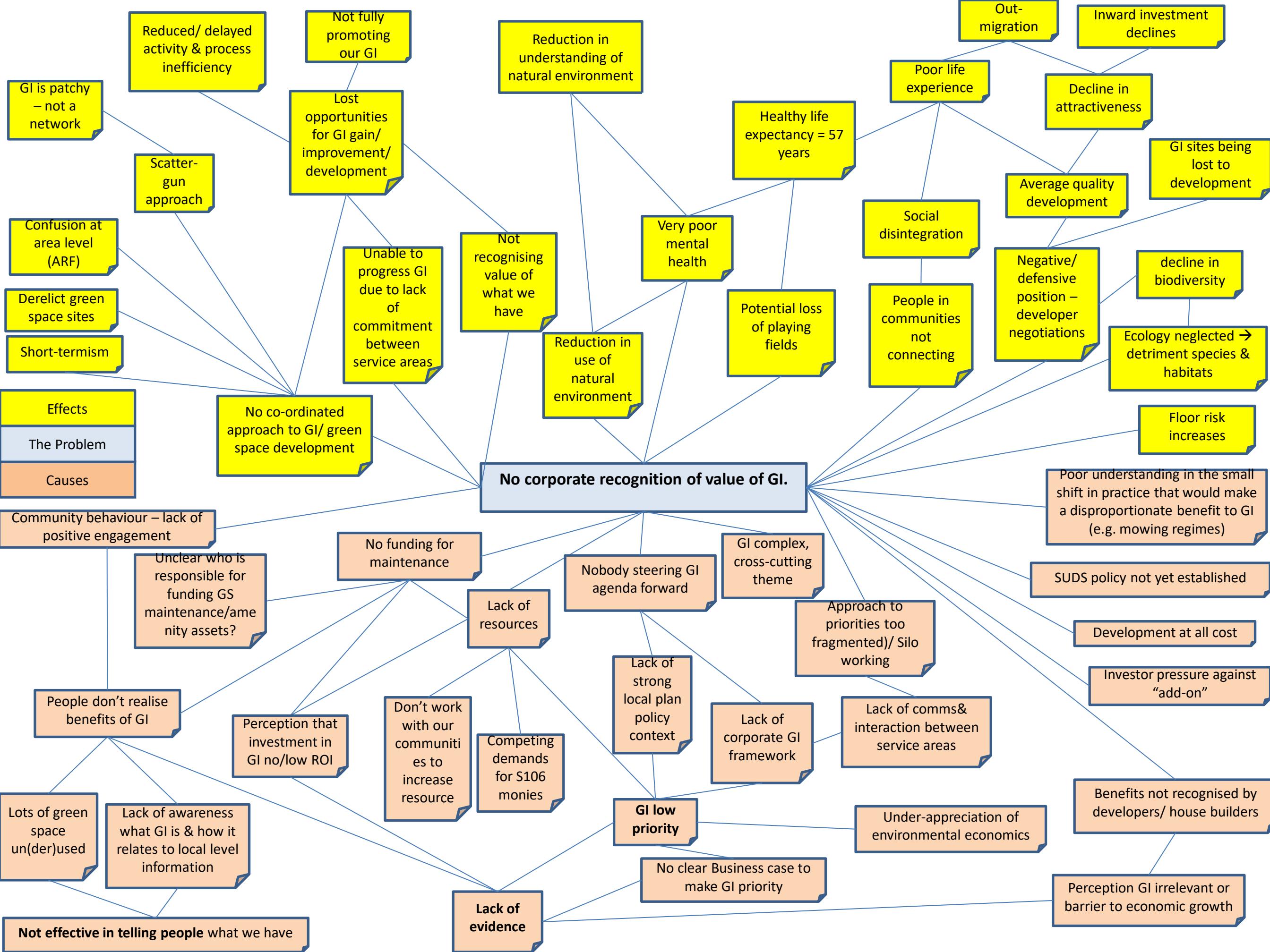
- What is causing the problem?
- What are the symptoms or negative effects of the problem?
- What is the cost of the problem?
- What is at the heart of the problem
- Factors can be both cause and symptom of the problem (vicious circle)

Root Problem analysis

A few comments

- This was hard work to put together!
- some post-its shortened to gain space
- Only a selection of “A causing B” lines (feel free to disagree!)
- Originating causes tend to start at bottom or on margins of slide
- **Generally, to get story read from bottom to top**
- Some suggested key causes highlighted in bold
- Some causes did not fit in so well with the rest and tend to be placed near the horizontal middle line of slide
- **You may want to print in A3**

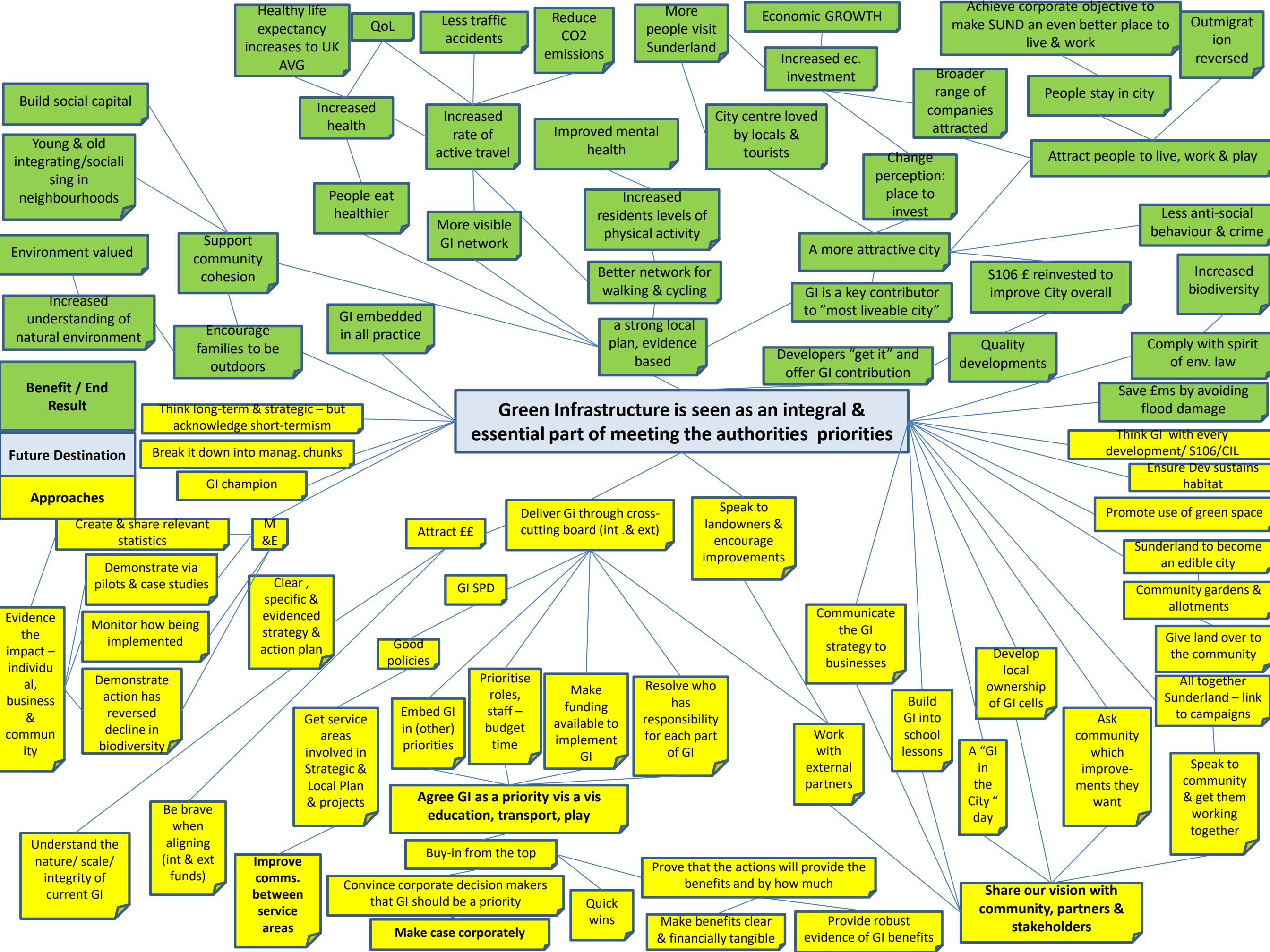




Benefits tree

- Let's turn that upside down!
- If that was our problem what is the perfect destination we are aiming for?
(hint: pretty much the opposite of what we said before)
- How do we need to tackle the causes of the problem?
- IF we reach our destination, what are the benefits?
- Why should we bother?
- Can you explain why it is worth getting there?
- What motivates you to get there?

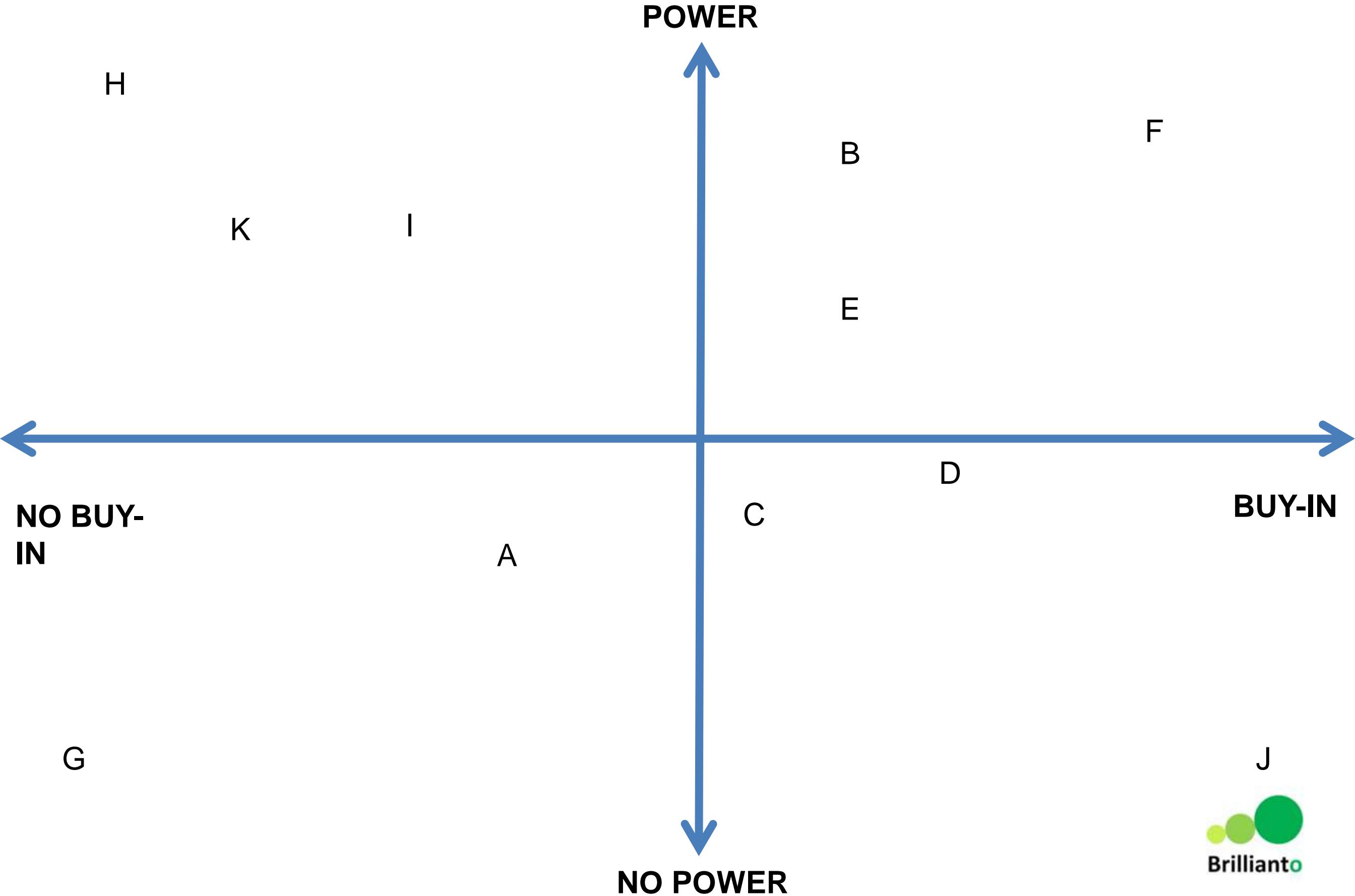




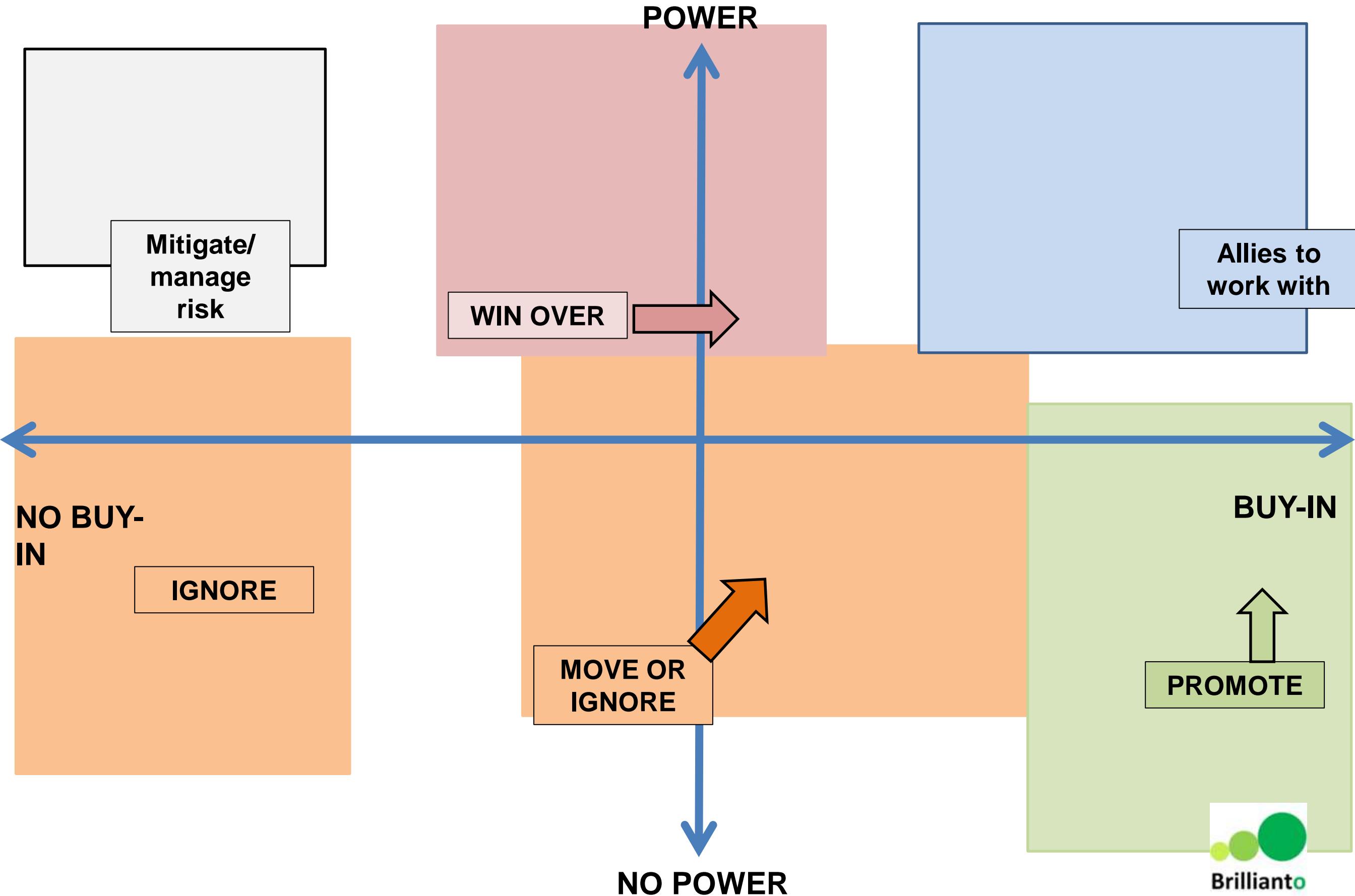
Stakeholder Analysis

- Who buys into our destination statement?
- Who has the power to make it happen?
- Who has the power to stop it from happening?

Stakeholder Analysis



Strategy for different Stakeholder groups



Stakeholder Strategy in words

- Powerful and buy-in → close allies to work with
- Powerful, but sitting on the fence → win them over, secure buy-in, so they can also become powerful allies
- High buy-in & low power → promote their views and their impact on others
- Low buy-in low power → ignore!
- Middle ground for buy-in and power – either you manage to get more buy in and/or promote their position or you ignore them
- Low buy-in but high power → you need to do something so they do not become a problem