

Positions, Interests, Options

Positions: What you think or know needs to happen (solutions)

- New reservoir X
- Desalination plant
- Tunnel connecting CRA and SWS
- Flat fee for water in emergency
- etc

Interests: Why those things need to happen

- Resiliency
- Affordability
- Lower carbon footprint
- Ecosystem health
- etc

Fundamental Objective (perhaps Universal Interest)

- How can we meet basic water needs for 19M while increasing district-wide climate resilience based on a business model that works in a new normal of volatility, uncertainty, complexity, and ambiguity?"

"We need more storage."

"Why?"

"So we have a reserve for dry years."

"Why is that important?"

"Meeting basic water needs in dry years of which there will be more."

"Why..." (etc)

"What other strategies might help Met meet basic water needs... [fundamental objective]"

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Evaluation Criteria: Do they meet interests?

- To what extent is a strategy meeting fundamental interests to the greatest extent possible?

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Results or Outcomes

(e.g. affordable reliable water supply that meets basic needs absolutely and nonessential needs when able, etc)

Process

(e.g. process builds trust and relationships, strengthens unified approach to climate resilience, constructive conflict, elevates equity among agencies, etc)

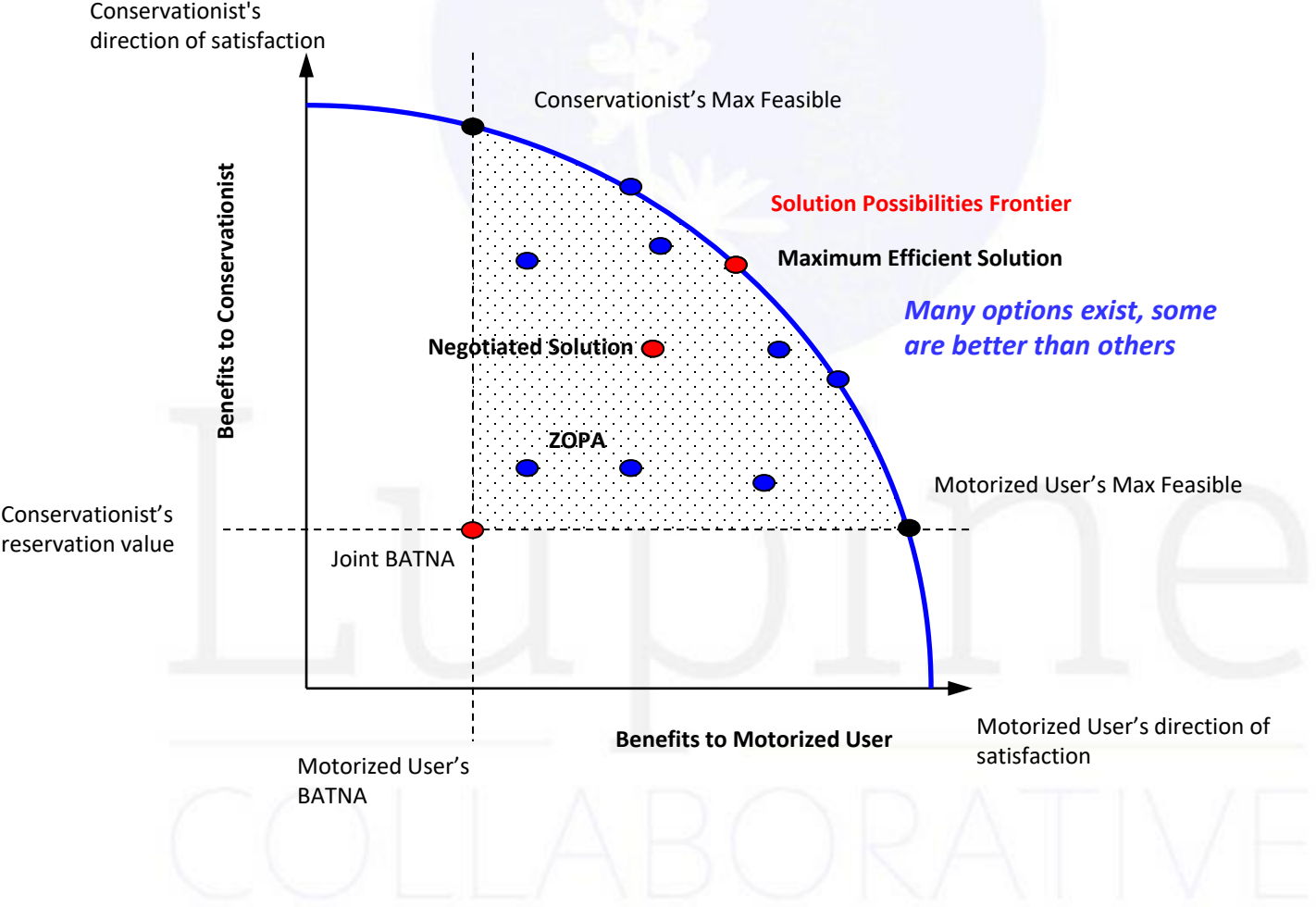
Psychological/Emotional

(e.g. people want to feel heard and respected, etc)

Individual and collective identities, values, beliefs, culture

Why Does it Matter? The Innovation Zone or the ZOPA

Gains from Negotiation



Small Group Discussion: Interests

- **What does your agency need** from an integrated climate planning process? (What are your interests)*
 - What results do you need and why?
 - What process(es) do you need and why?
 - Any other needs you want to put on the table?
- **Which interests are currently being met**, and which need to be addressed through future work?
- Which interests are **held broadly**, and which ones **appear to be unique** to your agency?

*When in doubt, ask why until there aren't any more answers to the question.

Interests: Report Back Questions

- **Which interests were commonly held** by multiple agencies?
- **Which interests were unique** to one or a couple of agencies?
- **Which interests are currently being met**, and which need to be addressed through future work? Who are meeting those needs currently?

COLLABORATIVE