



Understanding DRF Stakeholders

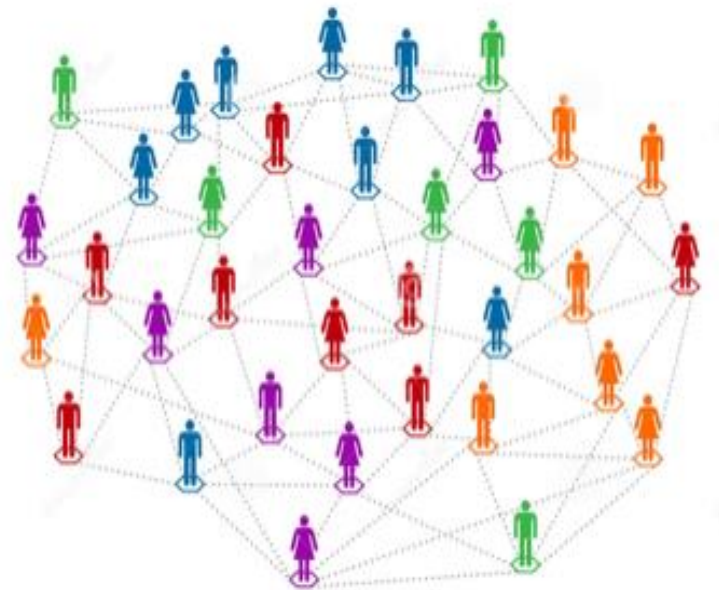
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Abstract

- Identify key stakeholders
- Understand what motivates them
- Practise how to most effectively engage them on DRF

Our definition of stakeholders

- People or groups with the power to respond to, negotiate with, and change the strategic future of DRF in the country
- NOT those who are affected by the presence or absence of DRF schemes, but who don't have any power to negotiate with those in positions of power
- NOT those who might provide services to support the creation of DRF instruments.



Recap of pre-questions

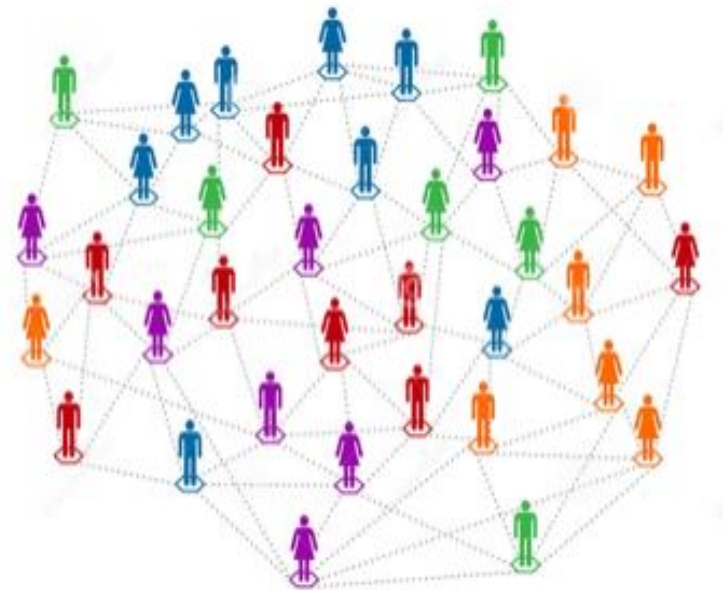
- Who are key stakeholders who influence whether improved action on DRF happens or not?
- How are you connected to them?
- What is their understanding of DRF?
- What are their priorities? What motivates them?
- What are the best ways to engage them on DRF?

In a nutshell

- How do you form relationships that are transparent and trusted to help advance DRF?

Stakeholder considerations – the challenges

- Ministers have competing priorities
- You and your teams are overstretched
- In a disaster, ministries often very uncoordinated
- Stakeholders are fatigued



Exercise: Map stakeholders

1. **External stakeholders:** who are your top 10?
2. **Internal stakeholders:** who are your top 10?

Finance ministry

Other ministries

Local government

Regional bodies

Scientists/Academics

**Development
agencies**

**Private
sector**

Donors

Households/SMEs

Farmers/agriculture

The poorest

???

Mapping stakeholders

1. **Interest:** what is important to them?
2. **Influence:** what could they contribute to enable or block your policy?

Mapping external stakeholders

	Development organizations	Donors	Modelling companies	Market parties
Interest	Sovereigns prosperity; Financial and physical resilience	Accountable and appropriate use of disaster relief funds	Access to quality data; Proprietary knowledge	Market penetration & growth at a risk-reflexive price
Influence	Provide resources, DRF know-how, experience on structure/organizing and legitimacy	Raising awareness; Start-up & operational funds	Risk identification; Measuring exposure; Pricing	Provide capital (payout); Risk transfer and risk management expertise

Mapping internal stakeholders

	Regional trade/ policy bodies	Politicians	Finance ministry	Other ministries & DRM functions
Interest	Sovereigns prosperity; Regional stability	Remaining in power; Benefiting citizens	Appropriate/ cost- efficient use of funds/ budgets	Reconstruction; Resilience
Influence	Provide resources, Regional engagement, and legitimacy	Legitimacy; accountability; Decision-making power	Financial commitment; effective use of resources	Trust; Decision-making expertise; On the ground knowledge

Exercise prep: Stakeholders' Shoes

- What's your DRF narrative?
- Who are your top 4 stakeholders?
- What's in it for them?



Exercise: Stakeholders' Shoes



- Get into pairs
 - Become one of your top four stakeholders
 - What is their name? What do they care about?
- Example role play
- Partner 1's turn and feedback (5 mins)
- Partner 2's turn and feedback (5 mins)

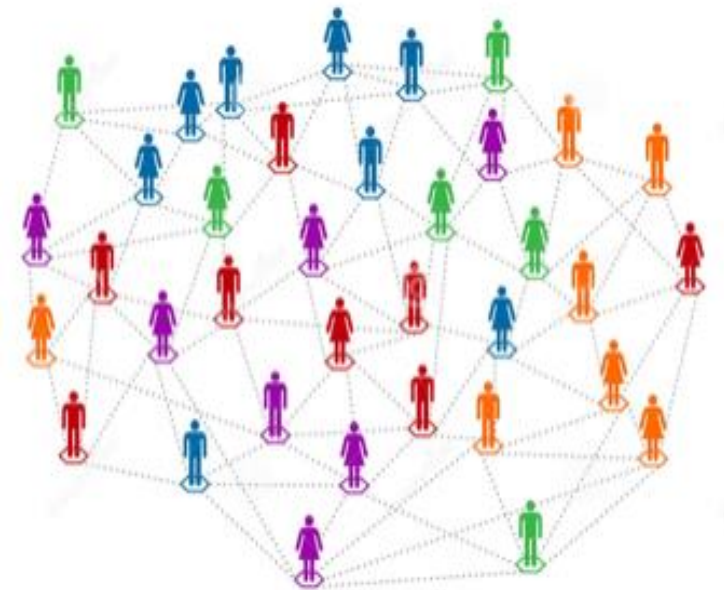
Exercise prep: Stakeholders' Shoes

- What have you learnt?
- How can you now better influence stakeholders?



Stakeholder considerations – the opportunities

- Prioritise: it takes time to build relationships with stakeholders
- Foster strong and informed social networks (Robert)
- Community: Citizen involvement in planning builds gives better results (Richard – Postel 2017)
- Media: nurture them as partners to help inform and educate the public (Dan)



Your future sphere of influence

- What can you do to expand your sphere of influence?
- Target 3 new stakeholders to have conversations with



