

APPENDIX 4. PowerPoint Presentation given by Wendy Gabriel

Workshop on Trawl Warp Effects on Fishing Gear Performance

2-3 October 2002
Woods Hole, Ma

Product and Process

- Immediate product: Trawl warp review
 - Long-term product: Establish a track record we can use for future interactions
- Benefits of cooperative research are substantial: best new gear for new research vessel, turn gear research into reasonable gear regulations to allow fisheries to continue

Successful Groundrules for New Groups

Developed and "field-tested" in Take Reduction Team meetings between fishing industry, environmental groups and federal scientists and managers

Be a good listener

- Ask for clarification about why people think or feel as they do.
- Never interrupt.
- Ask questions to clarify why the issue exists and what the goals are.

Be solution-centered

- Don't just criticize.
- Provide solutions and ideas for solving problems.

Be open to the outcome

- Don't come with "THE PLAN" – come with "an idea."
- Then see where the group expands it and be open to the change.
- Don't own ideas – give them away to the group.
- Don't set limits.

APPENDIX 4 (CONTINUED).

Look equally at all sides

- Look fairly and equally at all the pros and cons of all ideas.
- Ask the group for a listing of both pros and cons.
- When it's your idea, ask the group to list both the pros and cons.

Be concise

- Think out what you are going to say before you say it, and then be brief.
- Don't ramble.
- Don't repeat what others have said. If you think the same as someone else who has already spoken, then simply say "I agree with _____."

Be patient

- Ask if group members need more time.
- Others may need more time to understand, or need more information.

Take a dose of humility

- Just because you have the answer does not mean it's the best answer for everyone, or that what meets your needs meets the needs of others.
- Ask questions to ensure the answer meets the needs of as many as needed.
- Be willing to examine your own prejudices and values and not apply them to others, or expect that others have the same values as you.

Take ownership of your feelings

- If you feel unhappy, or uncomfortable say so, and try to pinpoint why.
- Also, don't forget to say you are happy or grateful as well.

Take a long-term view

- Many decisions and proposals are learning experiences for things you have not yet done.
- If it does not work, you can change it later.
- Try things out. Experiment.
- Suggest trying new ideas or processes for a certain time period.

APPENDIX 4 (CONTINUED).

Learn when to let go

- Don't get hung up on small details, let the decision go forward and then examine it later to see if your misgivings were justified or not.
- Be willing to let the group go ahead so they can learn, even if it means the group might make a mistake or two.

Use "I" statements to define your needs

- When you have things you want or need, tell the group what they are by using statements such as "I need covered parking because I have an old car that leaks."

Give the reasons behind your thinking

- Whenever you state an opinion, you can add valuable information by giving others the reason for your opinion.
- Be open to questions and comments about your opinion.

Clean up your messes

- When you say the wrong thing, or act in a way that hurts, angers or alienates others, talk later to discuss what happened and why, with those affected.

Do your homework

- Don't wait until the meeting to give or get information.
- Call people, hold small gatherings, etc.
- Read everything you are given closely and think about it before the meeting.

Please join hands with the persons on either side of you.

We will now sing "Kumbaya."

(just kidding.....)

APPENDIX 4 (CONTINUED).

Nuts and Bolts Groundrules

- Hold the questions and discussion until the presentation is finished.
- Please wait until recognized by the Chairman before speaking.
- The Chairman will recognize panelists first, and then accommodate other comments as possible.

Nuts and Bolts Groundrules

- Please introduce yourself each time you speak.
- When speaking, please turn to face as many people as possible.

Parting Thoughts

- None of us is as smart as all of us.
- Build for the future.

Introductions

- Panelists
- Rapporteurs
- Public attendees