



Are you *really* up for this? Gauging support

In collaboration, it's not enough that people think a particular outcome is a good thing. They need to be prepared to put real time and resources into working to achieve it. This tool helps gauge the nature of the support that each outcome (or goal, target, aim...) has. It gives a snapshot of opinion within the group, which can then be used to inform further conversation and decision-making – it isn't a binding voting process.

You can use this once you have some prospective outcomes that you want to test with the group.

1. Understand the outcomes.

Check that the prospective outcomes are sufficiently well understood that people can form an opinion about them. This may involve going through each one and asking if any clarification is needed, or asking someone who supports it to explain why.

2. Stick up grids.

The outcomes need to be written up – perhaps on flip chart paper around the room. Once people have had a chance to thoroughly discuss and understand the outcomes, you can gauge support by posting up a grid for each outcome. Examples are shown below.

3. People mark their view on the grids.

People take a pen or a sticky dot, and place their mark in one of the grid boxes for each outcome, depending on what they think their organisation's current attitude towards the outcome is. If there is more than one person present from a particular organisation, they need to work together to come to a single view. Encourage people to make good use of the "don't know, don't mind" option, rather than not making a mark, as this is also useful data.

Note that people are just putting a mark, they aren't 'signing up' their organisation to do something. That might be a later step, but this tool is just about getting a snapshot of the current level of support for the proposed shared outcomes.

4. Discuss the results.

Once the dotting process is complete, everyone should take a good look at the grids and then discuss the implications. There are some examples below.

This exercise is also described in "[Working Collaboratively: a practical guide to achieving more](#)".





Empty grid

Put a dot in one of the boxes below to show your organisation's current attitude towards this outcome	Outcome: (For example: <i>"In 2026, trout can be found along the length of the River Sopping"</i> , or <i>"By 2030, end hunger and ensure access by all people, in particular the poor and people in vulnerable situations, including infants, to safe, nutritious and sufficient food all year round"</i> ¹)
	Would want to be (or are already) actively involved in bringing this about.
	Would like to see this happen, but it's not something we'd put time and resources into bringing about.
	Don't mind whether this happens or not, don't have a view.
	Would not like to see this happen, but it's not something we'd put time and resources into opposing.
	Would want to (or are already) actively involved in opposing this.

¹ This is target set as part of the [Sustainable Development Goals](#)




Example grid 1

You might end up with a series of grids which look a bit like this:

Put a dot in one of the boxes below to show your organisation's current attitude towards this outcome	In 2021, carbon emissions from offices are 20% lower than 2019.
	Would want to be (or are already) actively involved in bringing this about.
	Would like to see this happen, but it's not something we'd put time and resources into bringing about.
	Don't mind whether this happens or not, don't have a view.
	Would not like to see this happen, but it's not something we'd put time and resources into opposing.
	Would want to (or are already) actively involved in opposing this.

This outcome is generally supported, and there are two organisations interested in putting real time into making it happen. It only takes two, to collaborate!



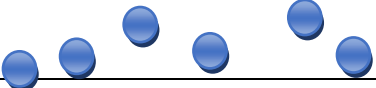


Example grid 2

<p>Put a dot in one of the boxes below to show your organisation's current attitude towards this outcome</p>	<p>In 2050, the UK's greenhouse gas emissions will be zero (net)².</p>
	<p>Would want to be (or are already) actively involved in bringing this about.</p>
	<p>Would like to see this happen, but it's not something we'd put time and resources into bringing about.</p>
	<p>Don't mind whether this happens or not, don't have a view.</p>
	<p>Would not like to see this happen, but it's not something we'd put time and resources into opposing.</p>
	<p>Would want to (or are already) actively involved in opposing this.</p>

This is definitely a candidate for some serious collaboration. Seven organisations want to get active, and the rest are supportive or neutral.

² This is the UK's Government's legally-binding target, set in June 2019 <https://www.gov.uk/government/news/uk-becomes-first-major-economy-to-pass-net-zero-emissions-law>.

Example grid 3

<p>Put a dot in one of the boxes below to show your organisation's current attitude towards this outcome</p>	<p>In 2020, there will be 13GW of onshore wind electricity generating capacity in the UK.</p>
	<p>Would want to be (or are already) actively involved in bringing this about.</p>
	<p>Would like to see this happen, but it's not something we'd put time and resources into bringing about.</p>
	<p>Don't mind whether this happens or not, don't have a view.</p>
	<p>Would not like to see this happen, but it's not something we'd put time and resources into opposing.</p>
	<p>Would want to (or are already) actively involved in opposing this.</p>

Hmm, this one needs some serious thought and more discussion. There are three potential collaborators, but one organisation would actively oppose it. It's worth coming back to this and understanding better what the needs and concerns are that make this a controversial outcome, and what the common ground might be.