Worksheet 1A: Mapping *your* part of the reef

	What do you see now?	Can you see changes ahead & do they matter?	Do others see it differently & does it matter?
Technology 1. Your installed tech	1.	1.	1.
2. Others' installed tech (directly relevant)	2.	2.	2.
3. Others' installed tech (indirectly relevant)	3.	3.	3.
Regulation 1. Your services & assets	1.	1.	1.
2. Adjacent services & assets	2.	2.	2.
3. Stakeholders' limitations & responsibilities	3.	3.	3.

Worksheet 1B: Mapping *your* part of the reef

	What do you see now?	Can you see changes ahead & do they matter?	Do others see it differently & does it matter?
Needs & Expectations 1. You personally	1.	1.	1.
2. Your company	2.	2.	2.
3. Your staff	3.	3.	3.
4. Your customers	4.	4.	4.
5. Your wider community & local government	5.	5.	5.
6. Your suppliers	6.	6.	6.
7. Major companies	7.	7.	7.
8. Regulator & national government	8.	8.	8.

Timing Type of Uncertainty	Now	Sometime Later
Automatically know	**BOX 1 – PAY ATTENTION** • Not everyone else knows what you know – Who would benefit from knowing? • Not everything you know is necessarily fully correct – How can you check?	**BOX 4 – GET READY** • When will you know? • Will you pay attention? • Who else would benefit from knowing? • What might you do when you know?
Can find out	**BOX 2 – PRIORITISE WHAT TO FIND OUT** • Does someone else know or can it be observed or measured? • Who else would like to find out – can you collaborate? • Is it worth finding out – how might it change what you do?	**BOX 5 – PRIORITISE HOW TO GET READY** • When will you be able to find out? • Is there an advantage to getting ready to find out? (Resources, Relationships, Skills) • Is it worth finding out – how might it change what you do?

Can't find out	**BOX 3 – FIND OUT WHAT YOU CAN**
	• Why can't you find out now?
	  o Is it because it is uncertain whether it will happen? What factors influence when it happens? Can you know about those?
	  o Is it because someone hasn't decided? What is going to influence their decision – can you find out or influence those factors?
	  o Is it because it is too complicated? Can you find out an approximate answers?
	• Will some of it reach Box 4 or 5?
		BOX 6 – MANAGE THE IMPACT
		• Why does it matter to you?
		• Can you or others do things to reduce the negative consequences & increase the positive consequences for you & your stakeholders (even without needing to know)?
		• Can others when work out what can be done?
		• What relationships do you & your stakeholders need to weather this uncertainty?

Worksheet 2B: Managing uncertainty by noticing who knows what when

Timing Type of Uncertainty	Now	Sometime Later
Automatically know		
Can find out		
Can't find out		

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Worksheet 3A: Preparing for the future by aligning interests

SUMMARY	Who/What	Significance
Most significant changes ahead	• •	• •
Most significant uncertainties ahead	• •	• •
Most significant stakeholders impacted	• •	• •
Most valuable stakeholders to know	• •	• •

Worksheet 3B: Preparing for the future by aligning interests

		Highest priority interests	Secondary interests	Consequences
You				
Impacted Stakeholder 1 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			
Impacted Stakeholder 2 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			
Impacted Stakeholder 3 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			
Valuable Stakeholder 1 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			
Valuable Stakeholder 2 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			
Valuable Stakeholder 3 Name…………………………	Aligned or compatible			
	Conflicted or irrelevant			

Worksheet 3C: Preparing for the future by aligning interests

What can you do to help the impacted & the valuable stakeholders?

What can they do to help you?

Therefore, what changes do the relationships need to go through?

Are there third-parties who will care about these changes to your relationship with these stakeholders? Do you need to do something about it?

What skills do you need to develop, acquire or get access to for this to work?

What resources do you need to develop, acquire or get access to for this to work?

What is your first action?