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# Smart Partnerships



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# Examples from my background in partnership working

LESSONS FROM THE EUROPEAN COMMISSION'S  
DEMONSTRATION PROGRAMME ON INTEGRATED  
COASTAL ZONE MANAGEMENT (ICZM) \*

Irish Maritime and Energy Resource Cluster  
**imerc**



**Stanford** | Center for  
Ocean Solutions

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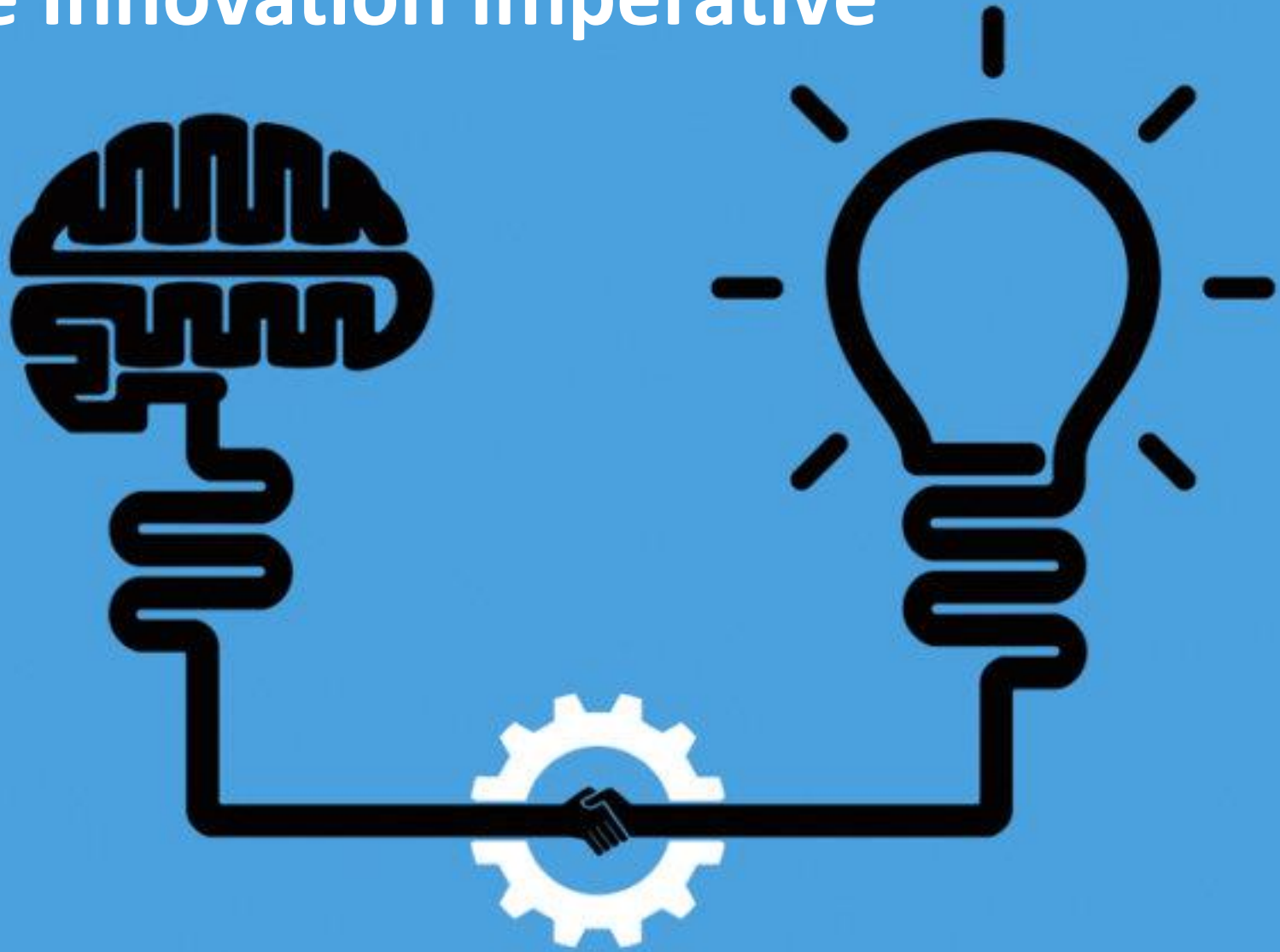
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# The basis for partnership

Global Megatrends	The problems we are trying to solve
Energy scarcity	Decarbonisation / Renewable energy transitions
Diminished ecosystem goods and services The ocean sustainability crisis inc. overfishing	Healthy ecosystem provisioning inc. sustainable fisheries
Limitations of neoclassic economics	Human wellbeing
Growing population	Food-Water-Energy nexus
Climate change	Avoid climate catastrophe - decarbonisation

These complex system problems drive the need for smart partnership based on innovation !

# The Innovation Imperative



# Business-led innovation

- Technology
- Products & services
- Systems
- Processes

Apple

The music business model (iTunes, iPod)

Software business model (Apps delivery by third party providers)

Cell phones via iPhone and Apple Store

Creates desire, not product



The field of innovation has grown from commercial, to include innovation in multiple domains, across society and environment

# Public sector innovations

- **Policy innovation** (e.g. Public sector transformation)
- **Institutional innovation** (e.g. Cluster based economic development and innovation; Boundary Work)
- **Social innovation** (e.g. Social enterprise innovations: Understanding the business solutions to poverty; Crowd Funding and Global Angel Networks; Citizen engagement)
- **Technological innovation**
- **Conceptual innovation**



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UNRISD FLAGSHIP REPORT 2016



for **Policy Innovations**  
**Transformative Change**

Implementing the 2030 Agenda  
for Sustainable Development

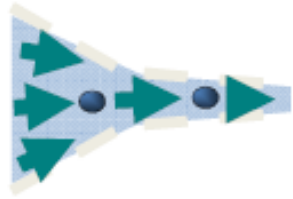
 **UNRISD**  
United Nations Research Institute for Social Development

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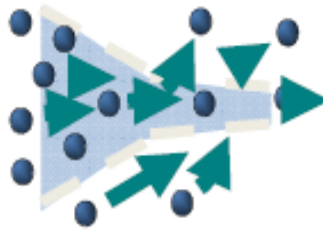


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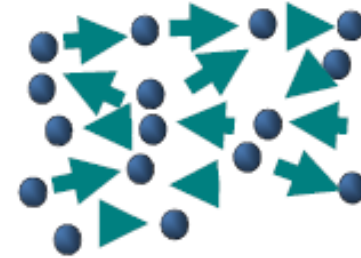
# Innovation Moving Out of the Lab Towards Open Innovation 2.0



Centralized inward  
looking innovation  
**Closed Innovation**



Externally  
focused,  
collaborative  
innovation  
**Open Innovation**



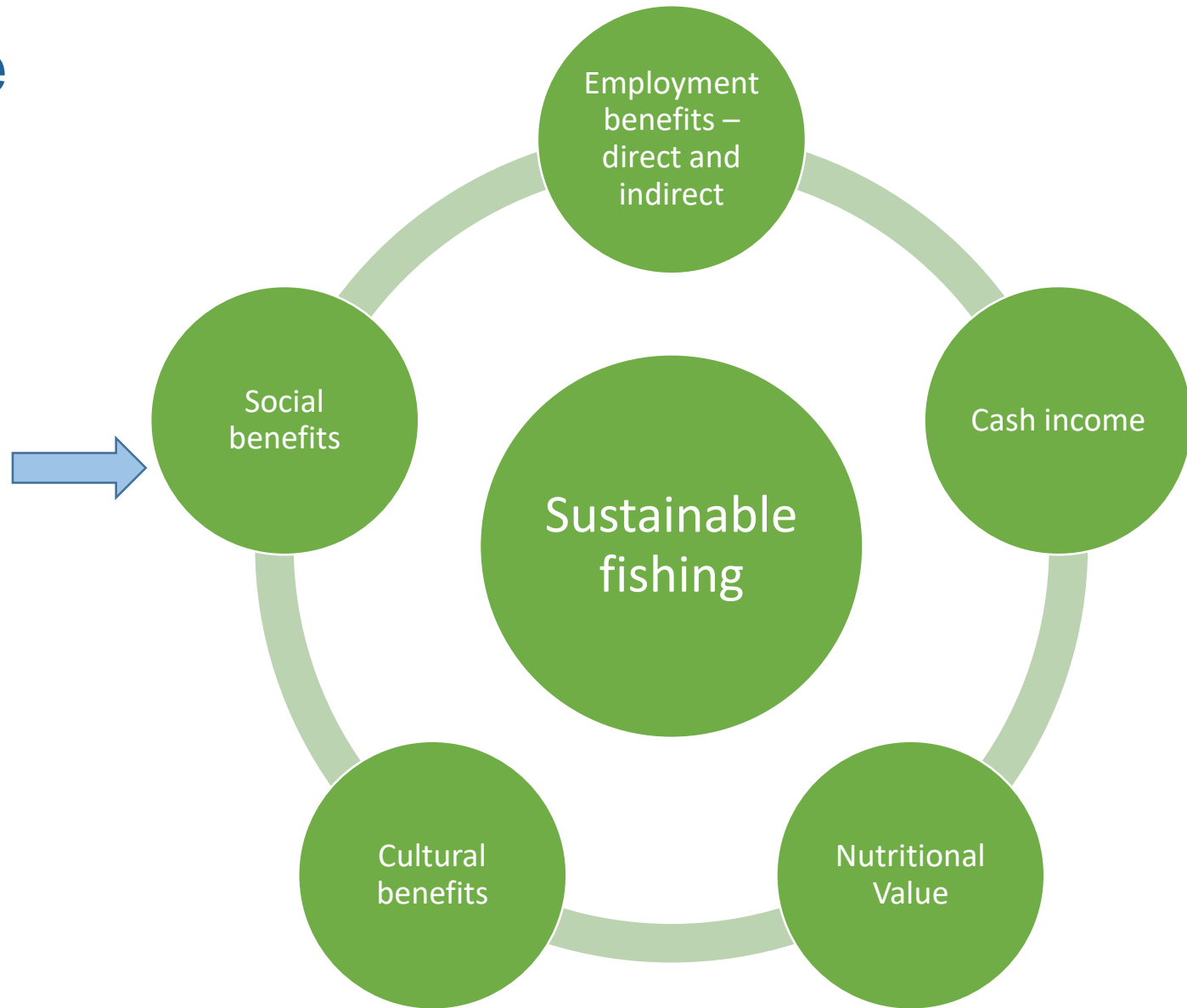
Ecosystem centric,  
cross-organizational  
innovation  
**Innovation Networks  
Ecosystems**

**Innovation is a *process* – Therefore it is all about people  
/ Smart Partnerships**



# Small Scale Fisheries

Requirements for smart partnerships





# But with whom, and how?

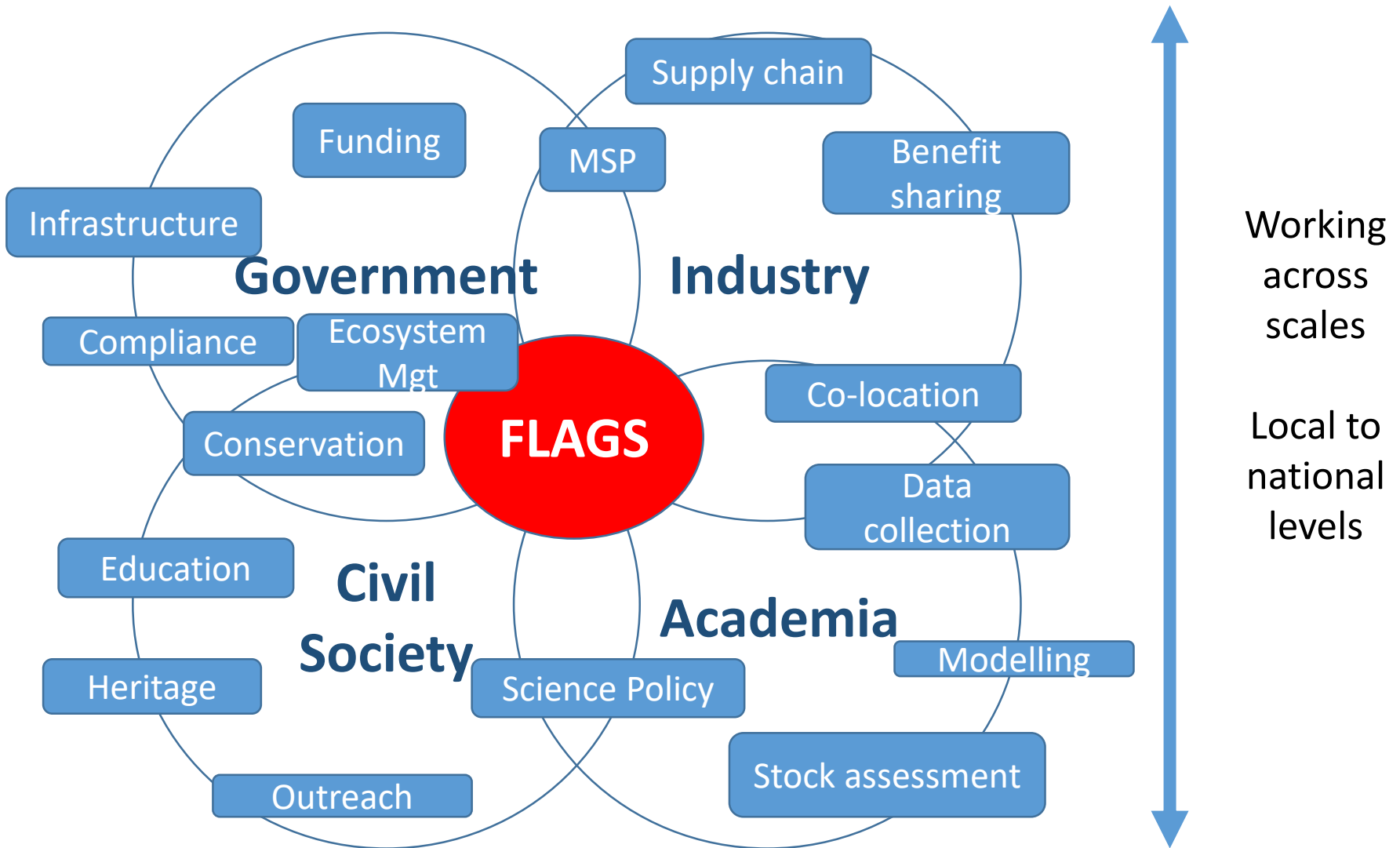
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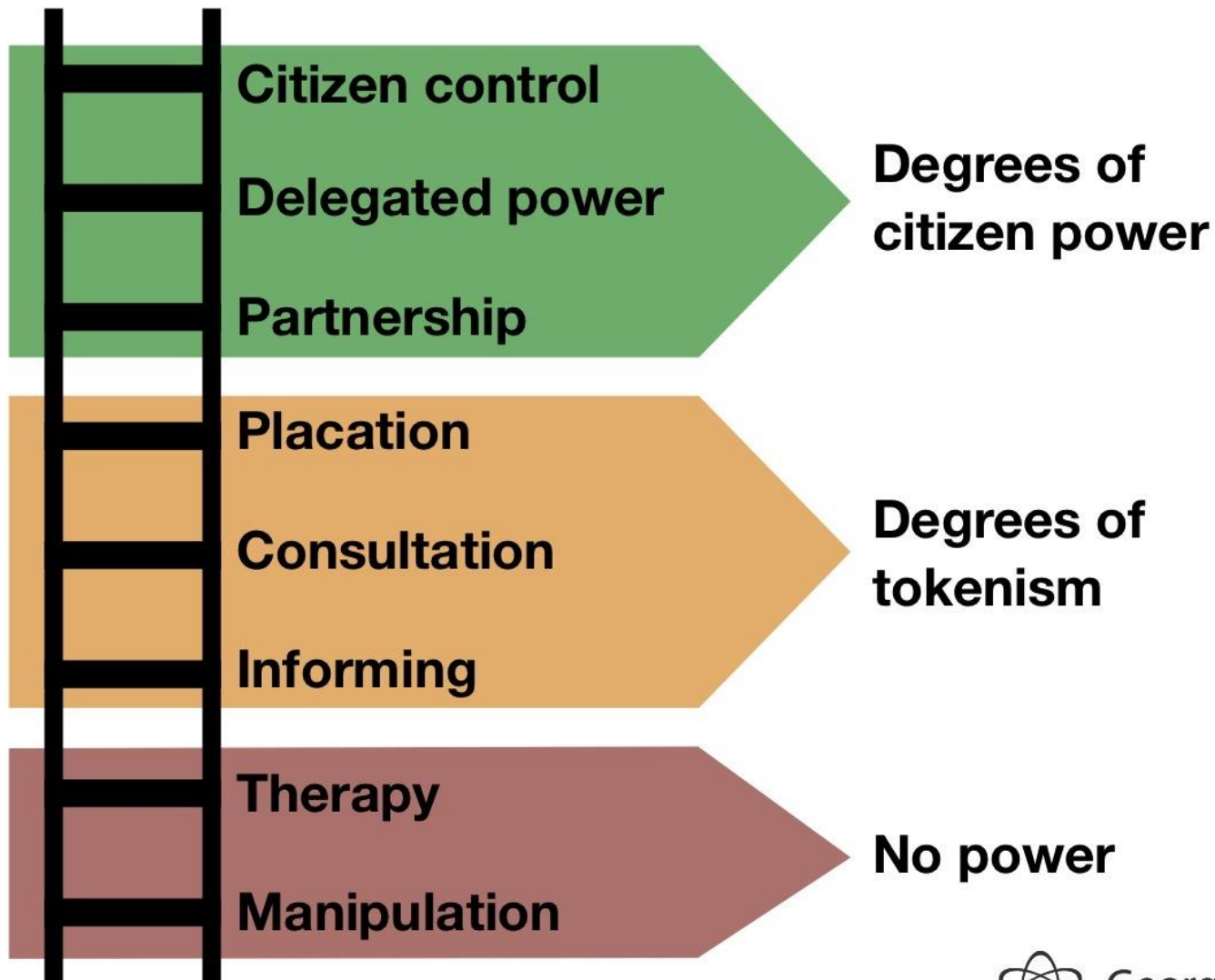
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# Stakeholder mapping



# Arnstein (1969) Ladder of citizen participation



# Examples of “smart partnership” initiatives

- Cuan Beo: community-based platform for Galway Bay (*West FLAG, IE*)
- Creation of a partnership between solidarity purchasing groups and fishermen’s associations (*Costa Blu FLAG, IT*)
- Hästholmens harbour development through local cooperation (*Leader Vättern, SE*)
- Establishment of a multi-stakeholders platform for fishing co-management area (*GALICA FLAG, FR*)



# Lessons for Smart Partnership

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# Reciprocity .

- Collaboration
  - Identifying the 'win-wins'
- Co-design and co-production of knowledge

# TRUST.

- Being trust *worthy*
- Communication: *Listening* v hearing
- *Respect* for diversity of world views



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*Oceans of data*

*Rivers of information*

*Puddles of knowledge*

*and the odd drop of wisdom...*

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**Go raibh maith agaibh !**

**Thank you !**

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