

Linking Academy to Industry.

Training program: modules

- New materials and biomaterials
- Eco-design & novel manufacturing processing
 - Residue management and valorisation
 - Citizen and Consumer Engagement





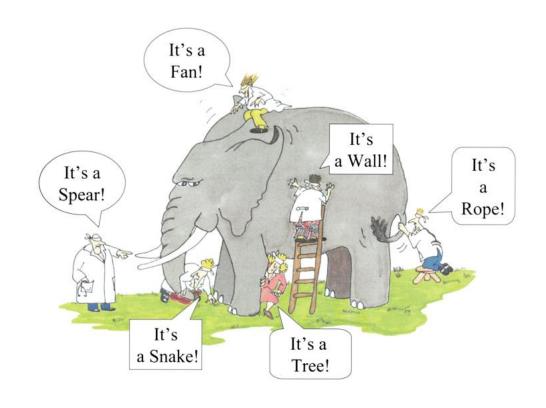
Understanding controversies and conflicts

Eveliina Asikainen
Tampere University of Applied Sciences





We all look at phenomena from a certain perspective



Producing a shared understanding demands using many stakeholders' knowledge and visions.





Causes of controversy

- Data conflicts
 - Lack of information
 - Misinformation
 - Different views on what is relevant
 - Different interpretations on data
 - Different assessment procedures
- Relationship Conflicts
 - Strong emotions
 - Misrepresentation of stereotypes
 - Poor or miscommunication
 - Negative, repetitive behaviour

Negotiable

- Interest Conflicts
 - Substantive
 - Procedural
 - Psychological
 - Value Conflicts
 - Day to day values
 - Terminal values
 - Self-definition values

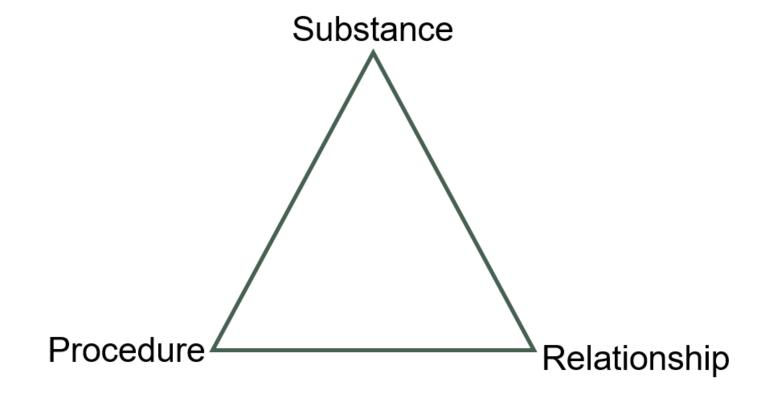
Hard to negotiate

- Structural Conflicts
 - How a situation is set up
 - Role definitions
 - Time constraints
 - Geographic/physical
 - Unequal power/authority
 - Unequal control of resources





Dimensions of conflict







Strategic choices or conflict styles

High Accommodating (Yielding)

Collaborating (Problem-Solving)

Concern about Other's Outcomes Co-operating/compromising

Low

Avoiding (Inaction or withdrawal)

Competing (Contending)

Low

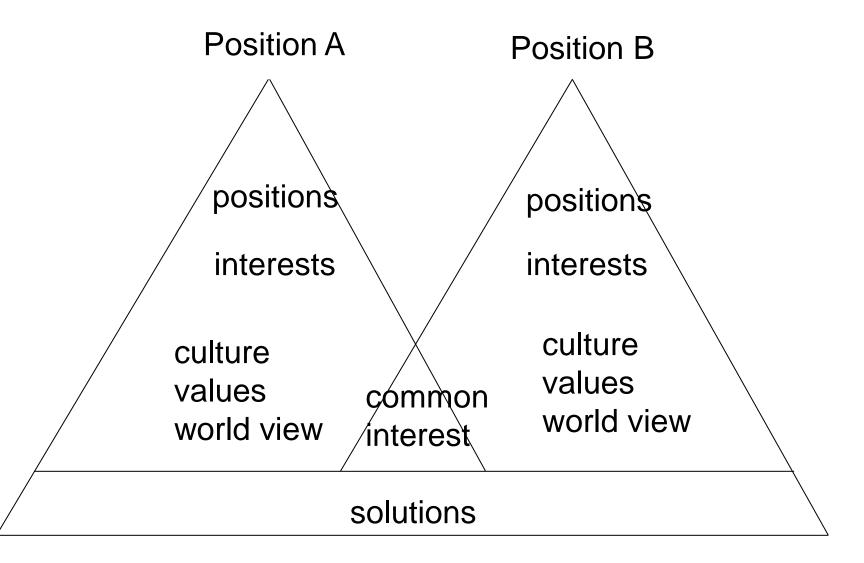
High

Concern about one's own outcomes





Positions, Interests and Solutions























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PACKALL

PackAlliance:

European alliance for innovation training & collaboration towards future packaging

Linking Academy to Industry.



















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