

BEST PRACTICES OF ARENA MANAGEMENT

<u>IF THE ARENA IS</u> <u>THEN, BEST</u>	<u>FRIENDLY</u>	<u>UNFRIENDLY</u>	<u>INDETERMINATE</u>
GENERAL MANAGEMENT	<i>keep status quo</i>	<i>change situation</i>	<i>influence components</i>
STAKEHOLDERS MANAGEMENT	<i>secure support</i> <i>take free ride</i>	<i>divide opponents</i> <i>approach waverers</i>	<i>maybe argumentation</i> <i>negotiate</i>
ISSUES MANAGEMENT	<i>keep issues high</i> <i>block others</i>	<i>compensate loss</i> <i>manipulate issues</i>	<i>manipulate the issues</i>
DOSSIER TIME MANAGEMENT	<i>speed up</i>	<i>delay</i>	<i>wait and see</i>
BOUNDARIES MANAGEMENT	<i>keep restricted</i>	<i>expand the arena</i>	<i>wait and see</i>