



In Partial Fulfillment of the Requirements for the Degree of
Doctor of Philosophy
Sandra Lina Rodegher

Will defend her prospectus

**Scenario Planning for Sustainability: Enhancing Participation
through Understanding Social Influence**

We often look to the past to make predictions and prepare for the future, but as we continue to face new complex problems, our extrapolations from the past are insufficient. Scenario planning is an alternative or companion technique to traditional, predictive decision making processes that provides a means to incorporate diverse stakeholder groups allowing for organizational learning and greater reflexivity. For scenario planning to be most effective and ethical it should be inclusive and fair, but, like other social processes, participants can be influenced or misrepresented through power and sociocultural dynamics or as a result of a misfit between facilitation and individual cognitive styles.

This project will explore the role of social influence and cognition on scenario planning. The proposed research first uses a scenario-planning event as a case study to identify emerging sources of influence. Then, the emerging sources of influence derived from the case will be further investigated in controlled experiments. The study will conclude with exploring the ethics of explicitly using influence to reduce power imbalance in scenario planning.

Friday, October 5, 2012
1:30 p.m.
Wrigley Hall, Room 401

Faculty, students, and the general public are invited.

Supervisory Committee:
Cynthial Selin (Chair)
Susan Ledlow
Joan McGregor