Framing remediation decision making as negotiation

- “social” choice, not “technology” choice
- prompts decision makers to
  1. identify interested and affected parties
  2. anticipate objections
  3. effectively address & ameliorate objections
  4. avoid unacceptable decisions

By viewing remediation decision making as negotiation, decision makers shift from advocacy to identifying issues that engage involved parties.

Acceptability from negotiation
- Identify full range of potentially interested and affected parties
  - Local & non-local; throughout life cycle
- Consider involved parties’ goals, motivations
- Think of technology in its context
  - Other alternatives: linked technologies
- Analyze decision setting
  - History, trust, prescribed decision process

Creating acceptable decisions
- Broaden decision context to anticipate challenges and obstacles
  - e.g., technology; health, ecological, or economic risks; decision process; etc.
- Focus on conditions that influence acceptability
  - Distinguish “absolute” conditions from those where trade-offs are possible

Decision making as negotiation
- Recognize that exercising authority may not lead to decision acceptance.
- Realize that remediation decision making is not just about choosing a technology
  - So, “educating” other groups about that technology’s effectiveness is insufficient

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