**Tactic: Red, Yellow, Green**

*Surface actionable ideas and stakeholder commitments by mapping what’s a clear yes, a hard no, and a creative maybe—inviting fresh thinking and uncovering unexpected opportunities for collaboration.*

**When to Use It:**

Use during the action planning phase of a convening to surface concrete, stakeholder-specific next steps and to identify areas of agreement, opportunity, and tension.

**How it Works:**

**Step 1 (10 minutes) | Set up the framework**

Prepare a large flipchart, whiteboard, or collaborative spreadsheet with three columns labeled:

* 🟢 Green – “An easy yes for me”
* 🟡 Yellow – “An opportunity to get creative”
* 🔴 Red – “A deal breaker for me”

**Step 2 (10 minutes) | Generate and sort responses**

Identify 3–5 key work areas or goals that have emerged during the convening. For each, pose the question:

“**What is one action your organization could take to advance this topic?”**

Ask participants to place their post-its or digital responses in the appropriate column based on their group’s level of commitment or alignment with each proposed action.

**Step 3 (15–20 minutes) | Facilitate discussion, focusing on Yellow items**

Guide participants through the “Yellow” responses to explore: What would have to be true to make this a Green? Where is there room for negotiation or trade-offs? Who needs to be involved to move this forward?

### **Helpful Tips:**

* **Emphasize honesty over optimism**. Invite participants to name deal breakers without judgment.
* **Focus on Yellow ideas.** Pay close attention to what’s in the Yellow column – it’s often where the most creative and strategic collaboration can emerge.
* **Set boundaries with Red.** Use the Red column to clarify boundaries and avoid false consensus.
* **Save Yellow for later.** Document the Yellow responses and follow-up ideas—they often become the basis for pilot projects or joint next steps.

