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| **Template 3A: Clarifying relevant issues and the role of ecosystem services (ES)** |
| **Which issues/problems are perceived as relevant?** | **Which ecosystem services are relevant and connected to the issues?**  |
| **Where do trade-offs occur and how?**  | **Where do synergies occur and how?** |

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| **Template 3B: Understanding how human activities and actors relate to ecosystem services** |
| **Which activities help to protect ecosystems and to ensure a sustainable provision of ES? (by conserving biodiversity or managing ecosystems)****Who are the stewards?** | **Which activities use or depend on ES?Who are the beneficiaries that have an interest in ES provision?** | **Which activities pollute ecosystems and/or deplete or harm the provision of ES?Who are the degraders?**  |
| activities | actors | activities | actors | activities | actors |
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| **Template 3C: ES opportunities - recognizing gaps, imbalances and potentials** |
| **Steward Earns Principle****Who bears costs for stewardship activities that are not recovered? Who could be rewarded or otherwise motivated to provide (more) stewardship activities?** | **Beneficiary Pays Principle Who receives ES benefits without contributing to the provision? Who could pay/contribute for benefitting from ES provision?** | **Polluter Pays Principle****Who engages in degrading activities and is not held liable - and why?Who could be held liable or otherwise be motivated to stop or reduce degrading activities?** | **Innovation Principle****Are there any new ways how local people can benefit from ES conservation? (e.g. income or business opportunities, financial support)** |

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| Template 4A. Understanding the policy context in relation to the ES opportunities identified in 3C |
| Which instruments (classified according to the four principles) have a positive effect on the activities for the conservation of biodiversity and ecosystem services? How? |
| Policy or finance instrument | **Who conserves receives** | **Who benefits pays**  | **Who polluts pays** | **Innovation principle**  | **Description of the instrument (How does it work?)** | **At which scale (national, regional, local) are the instruments designed and administrated**  | **What are obstacles in the implementation?** |
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| Template 4B. Associate the instruments (existing or new) with the opportunities identified in exercise 3C |
| ES Opportunity (exercise 3C) | Proposal for instrument (existing or new) | Appropriateness of instrument | Risks and challenges |
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