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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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