

# Discussion on Facilitator

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- ? Is the Facilitator approach **applicable in your context?**
- ? How to **multiply** and **fund** the Facilitator approach?
- ? How to **establish and standardize procedures in public and private sector administrations** to move from individual projects, led by highly motivated individuals, to mass roll-outs of comprehensive building refurbishment portfolios?
- ? What are suitable '**sticks, carrots and tambourines**' but also **practical approaches to enable change processes** on the client side of the market?
- ? Are Facilitators key to **ESCO market development or acceleration?**

# Discussion on Behaviour Change

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- ? What are **process drivers**? What are **no-go's**?
- ? How to **strengthen project driving forces**?
- ? What is the **role of Facilitators** (or other intermediaries) in this process?
- ? What are **Tools** to be used by Facilitators for accompanying change processes?
- ? What **psychological** and **organisational culture changes** are conducive to success?
- ? Who **to partner with**?