



Soliciting Stakeholders & eliciting Security Decision-making

RENEE GRAPHIA JOYAL



Introduction

- Focus on economic impacts of security
- Multi-institutional, multi-disciplinary, & multi-phasic research effort
- Diverse stakeholder groups in Lower Manhattan
- Guided by mixed methods research design



The Problem: Identifying the Impacts of Security

- Assessing stakeholders' perceptions of security
- Understanding the differential costs & benefits of security
- How these factors influence stakeholders' decision-making

The Solution: Mixed Methodologies

- Stakeholder Interviews
- Expert Elicitation Sessions
- Focus Group Panels
- Survey



Sample Interview Questions about Perceptions of Security in Lower Manhattan

1. Do you personally feel safe in Lower Manhattan? Please elaborate.
 2. Do you think there is the right amount of security in Lower Manhattan?
 - 2a. Do you think *more* or *less* is needed? Please elaborate
 3. Are there particular measures that would make you feel more secure?
 - 3a. Are there particular measures that you think should be removed?
 4. How has the security landscape of Lower Manhattan changed since 9/11?
 - 4a. How do you feel about these changes?
 5. How have security practices affected the business environment of Lower Manhattan?
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Sample Survey Questions for Estimating the Indirect Economic Impacts of Security Measures

Indirect Impacts

Sample Questions

Effect on Property Values

Do you believe that enhanced security will:

- a. Increase property values
- b. Decrease property values
- c. Have no impact on property values

If b (decrease in property values) is selected, then ask: What percent of your salary would you be willing to contribute to improve the appeal, and therefore increase the property values in your neighborhood?

Willingness to pay for Supplier Inconvenience

If suppliers were to raise the price of the delivery of goods due to inconveniences created by the implementation of [insert security measure], what percent increase would you be willing to accept?

Willingness to pay for Municipal Surveillance

Would you be willing to accept 1% increase in sales tax/city tax to cover the cost of increasing the number of surveillance cameras throughout Lower Manhattan?



The Challenges

1. Developing research guides and instruments
2. Complexities related to the protection of human subjects
3. Soliciting stakeholder participation
4. Eliciting relevant and necessary information



Conclusion

- *Perceived need for security vs. Impact of security*
- Mixed-methods design & Reiterative research strategy
- Added value of stakeholders & subject matter experts to UCASS products