General structure of the personal interviews

Appendix B

1. An overview of the formed cluster
   ➢ Justifications for the own scenario (cluster)
   ➢ Going through the justification/arguments other experts have given for the scenario

2. Probability of the scenario
   ➢ How the scenario (cluster) differs from the expected development direction/trends
   ➢ If there are differences, why

3. Drivers
   ➢ Each driver is evaluated from the perspective, how it would affect the implementation of the preferred future scenario
   ➢ Rating of the main drivers and barriers

The list of drivers mentioned in the questionnaire answers:

- EU regulation and legislation
- State aids for production and national support systems
- Minimising the use of fossil resources
- Carbon balance trading
- Public support for investments
- Market based solutions

- Research funding
- Practical research and testing
- Commercial piloting
- Cooperation between research institutes and enterprises
- Marketing studies, foresight studies on markets

- Cooperation between different sectors
- Acceptability of wood utilisation as a raw material and energy source
- Investing

4. Evaluation of other scenarios
   ➢ What kind of advantages/disadvantages the other scenarios have
   ➢ How probable the scenarios are (and justification)