

R2 Resilience Expert Training

Module 4: Introduction R2 Resilience Program Purpose #2- Help People Negotiate

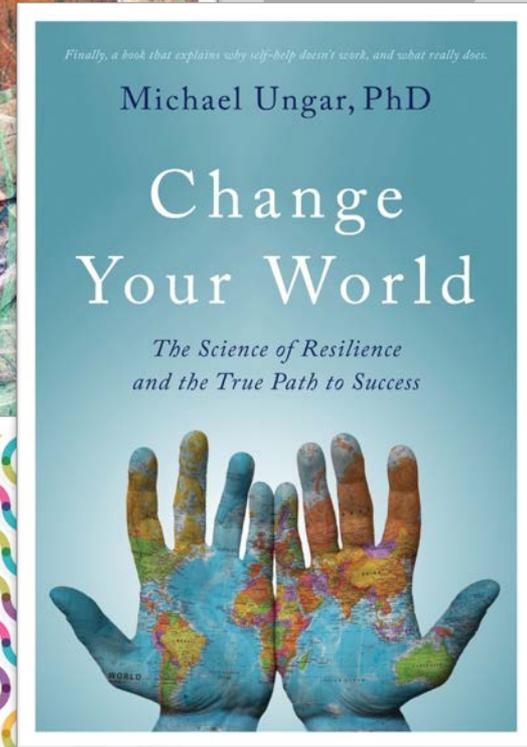
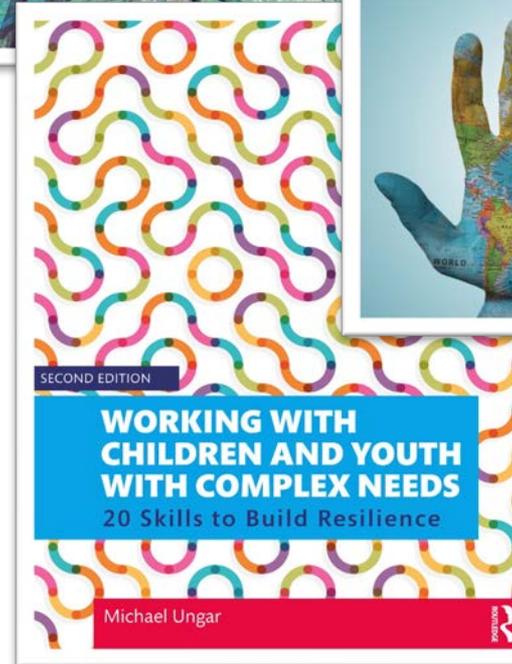
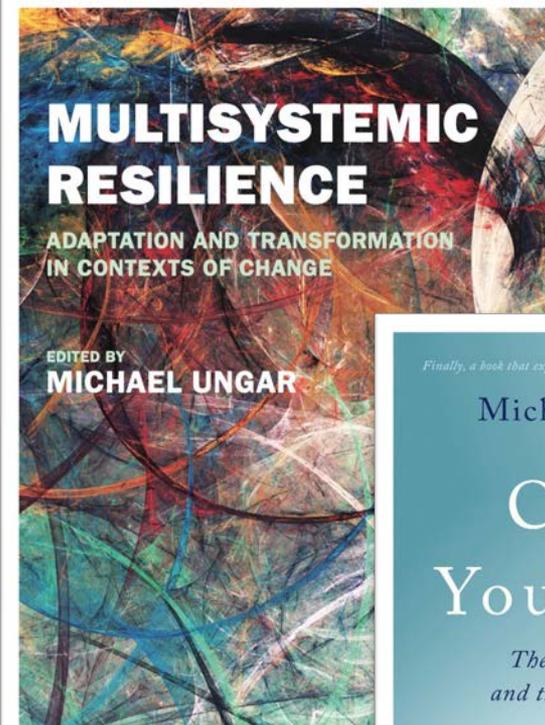
Michael Ungar, Ph.D.

Canada Research Chair in Child, Family and
Community Resilience,
School of Social Work, Dalhousie University

Twitter @MichaelUngarPhD

www.michaelungar.com

www.resilienceresearch.org





Negotiation as process

- ✚ Sensitive to social location, resources, and beliefs/values
- ✚ What clients need must be meaningful



R2 Resilience Expert Training

Session 4.1 10 Negotiation Strategies

Michael Ungar, Ph.D.

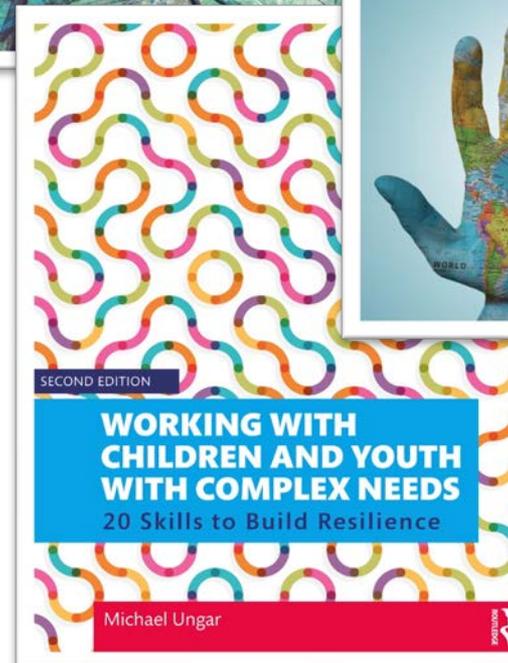
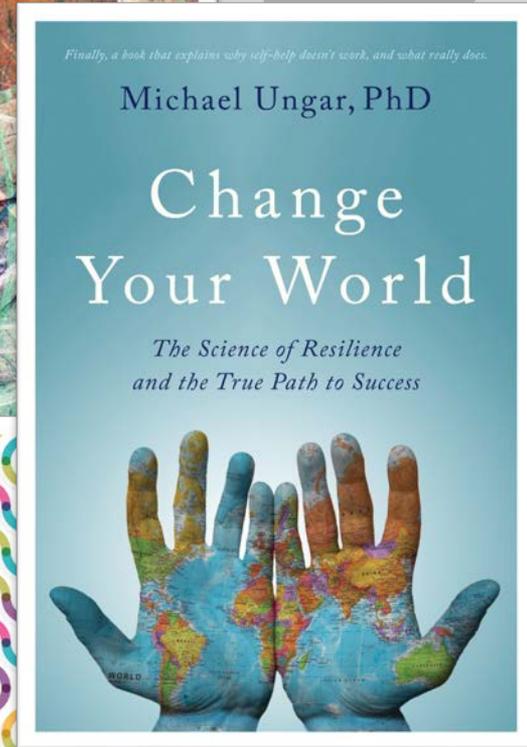
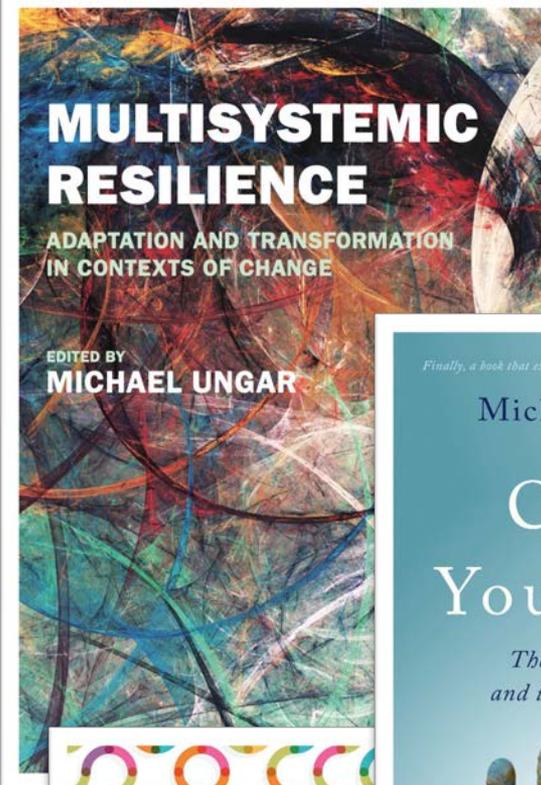
Canada Research Chair in Child, Family and
Community Resilience,

School of Social Work, Dalhousie University

Twitter @MichaelUngarPhD

www.michaelungar.com

www.resilienceresearch.org







Skill #1: Discuss thoughts and feelings



Skill #2: Explore the person's context



*Skill #3: Identify who has
responsibility for change*



*Skill #4: Enhance the client's voice
to ensure they are heard*





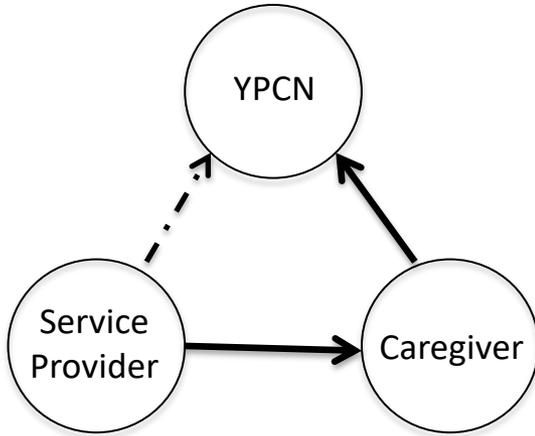
Skill #5: Offer new names for the client's experience



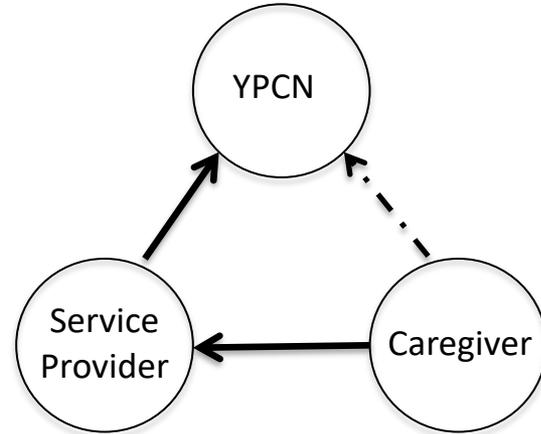
Resilience
Research
Centre

Skill #6: Explore the fit between solutions and client's preferences

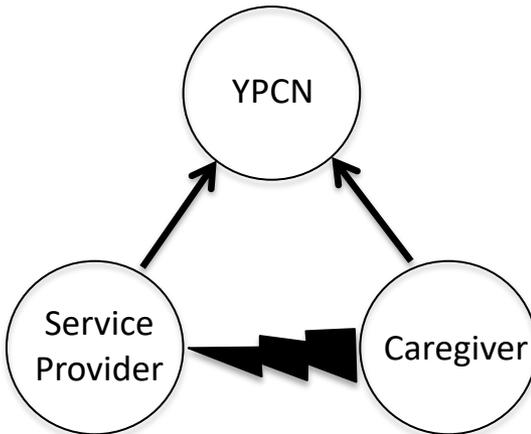
1. Family Empowerment



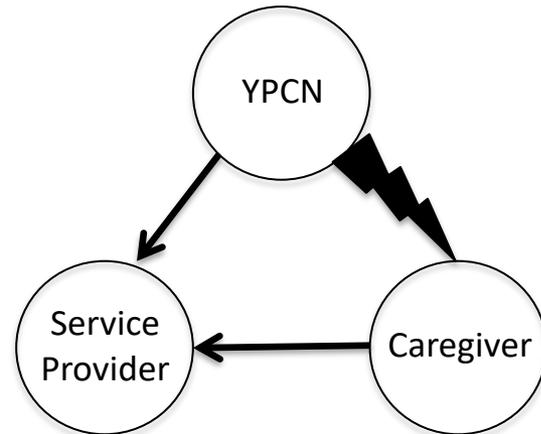
2. System Responsibility



3. Conflicted Caregivers



4. Seeking an Alliance

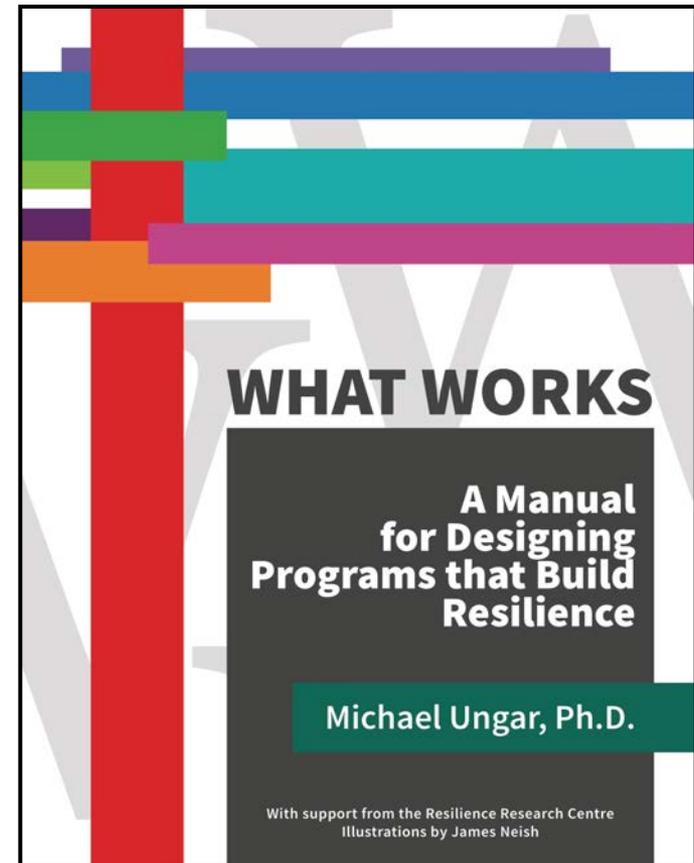




Skill #7: Search for the internal and external resources which the client values



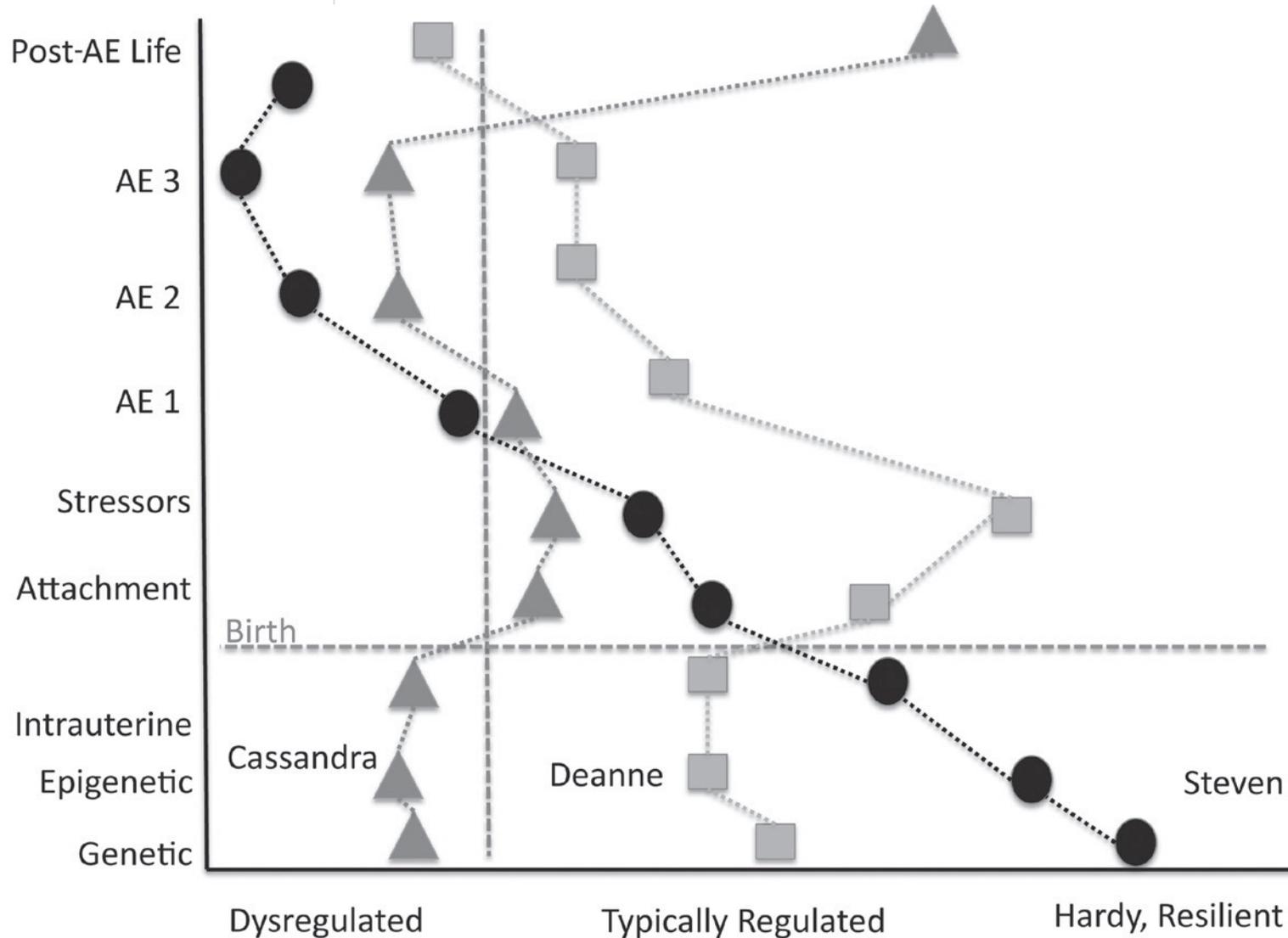
What Works
Example: Project EARTH,
Botswana







Skill #8: Open new possibilities for behavior





Skill #9: Encourage clients to perform new identities



Resilience
Research
Centre

Skill #10: Convince others that the client has changed

R2 Resilience Expert Training

Session 4.2

10 Negotiation Strategies-Case Study

Michael Ungar, Ph.D.

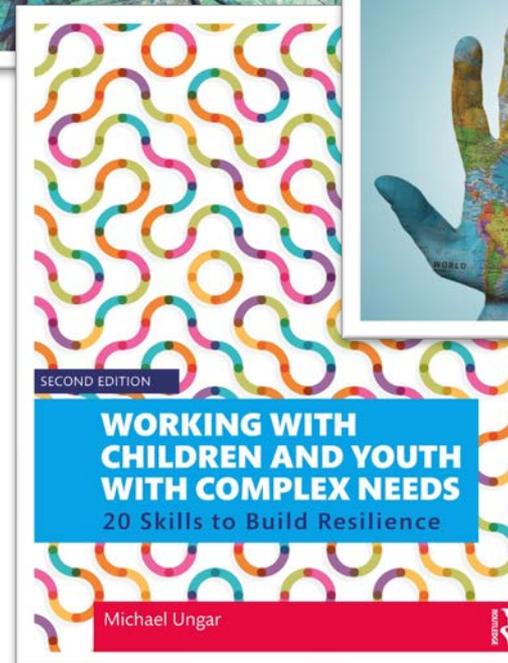
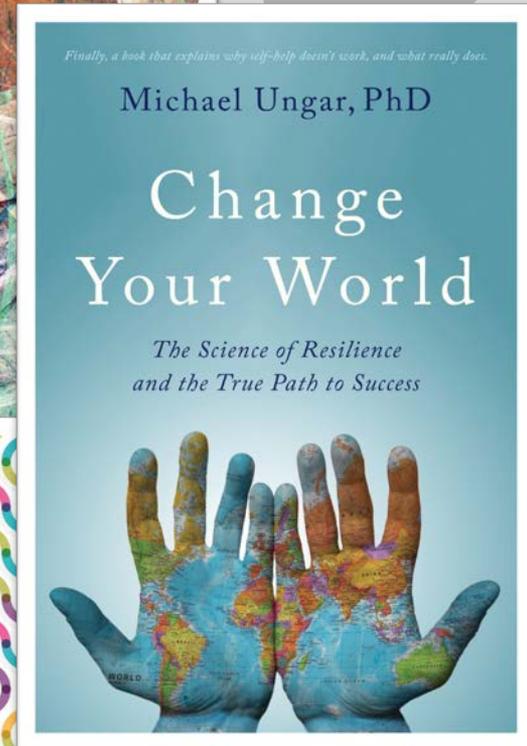
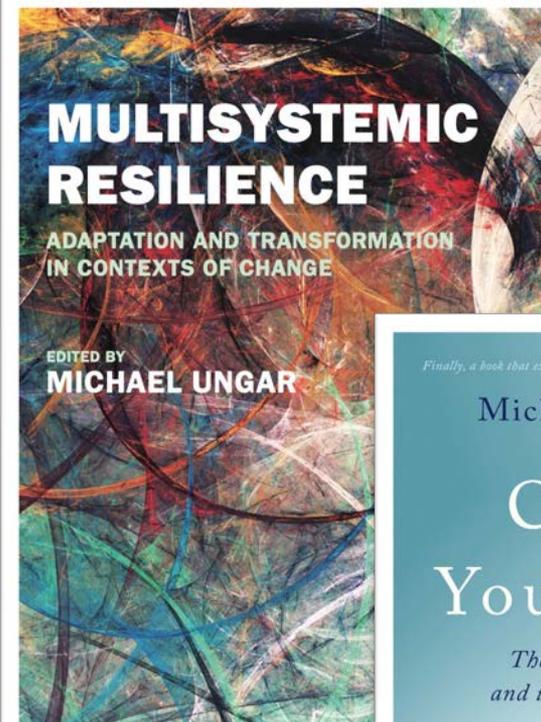
Canada Research Chair in Child, Family and
Community Resilience,

School of Social Work, Dalhousie University

Twitter @MichaelUngarPhD

www.michaelungar.com

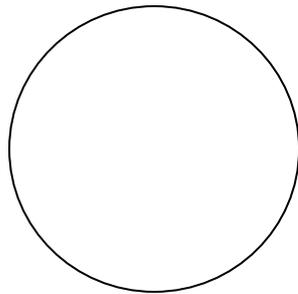
www.resilienceresearch.org



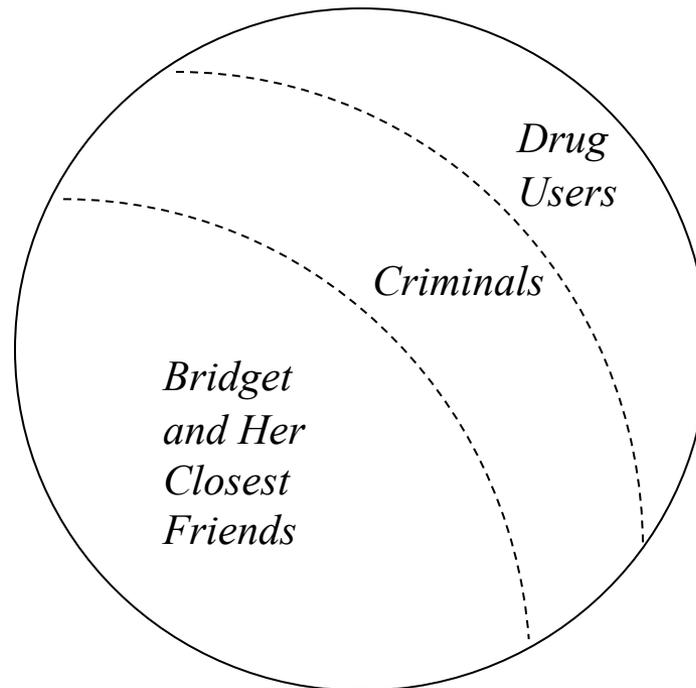


Bridget's and her Friends

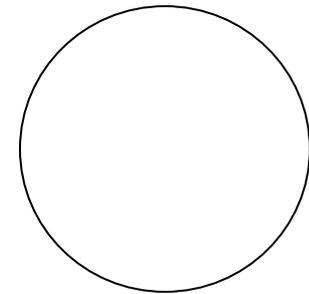
Preps

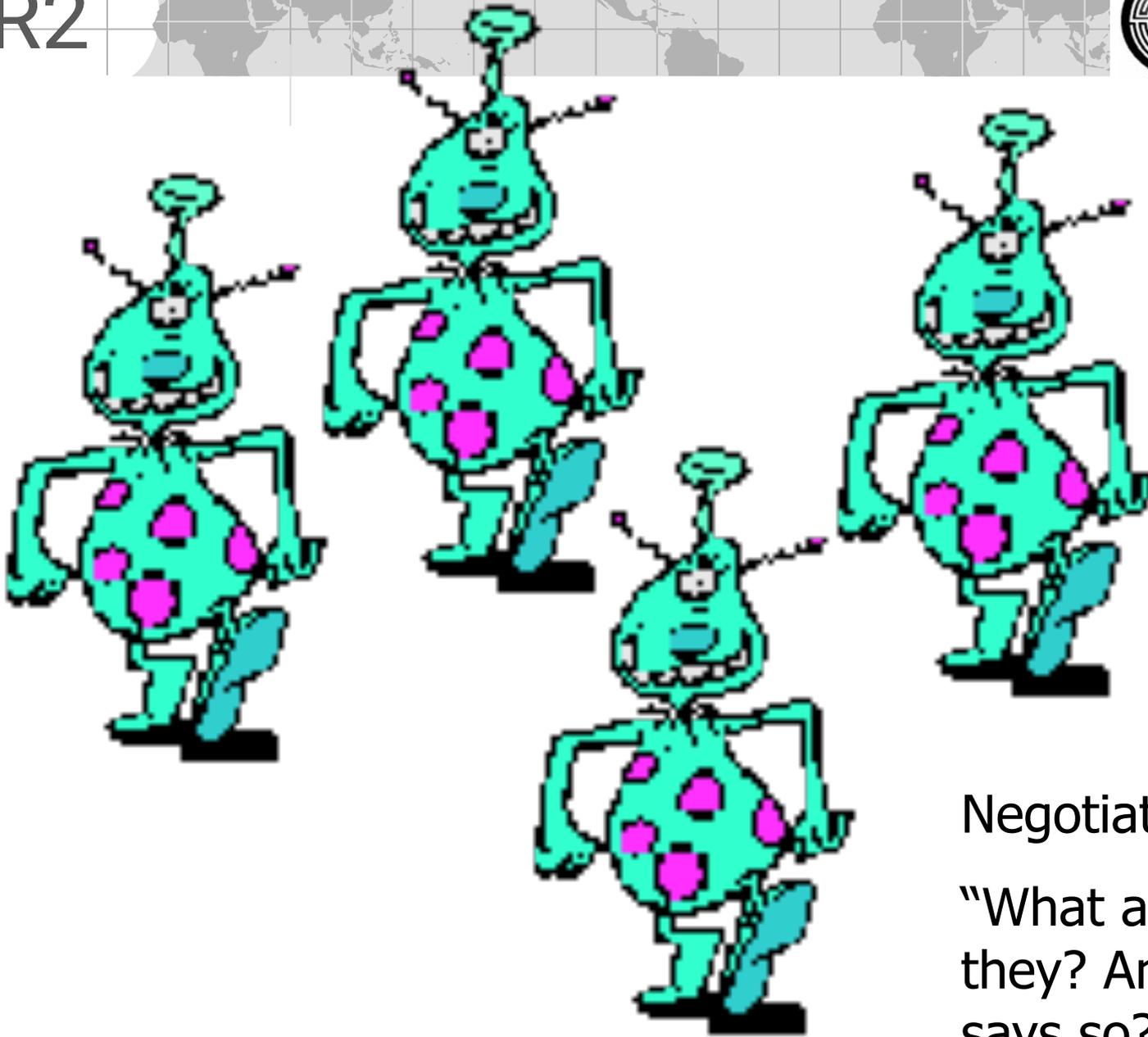


Druggies



Library Kids





Negotiation:

“What are they? And who says so?”



The R2 Resilience Program©

- ✦ Provides a curriculum based approach to helping people navigate and negotiate for the resources they experience as most meaningful