

# *R2 Resilience Expert Training*

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

**Michael Ungar, Ph.D.**

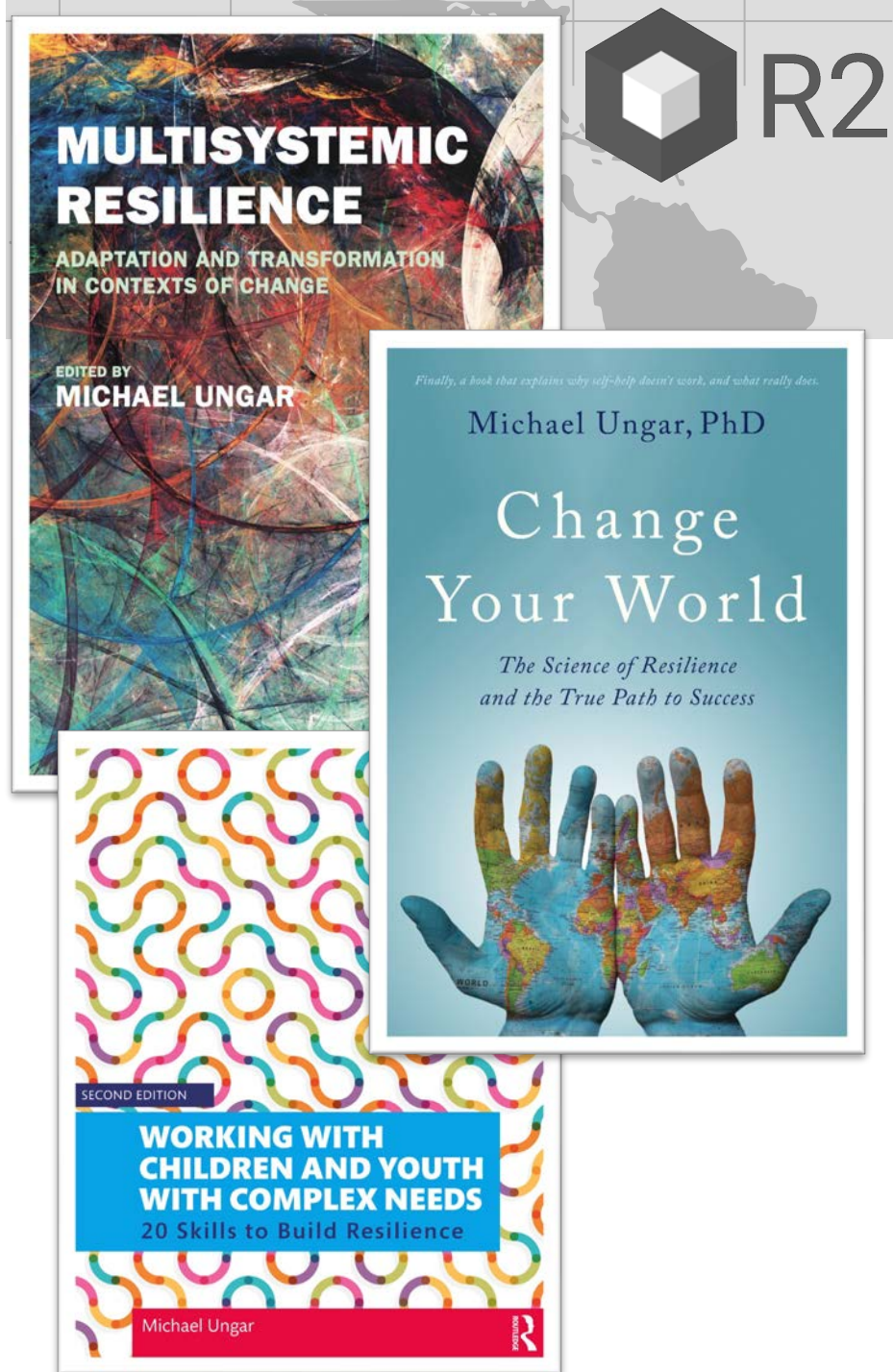
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# *Negotiation as process*

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







# *R2 Resilience Expert Training*

## *Session 4.1 10 Negotiation Strategies*

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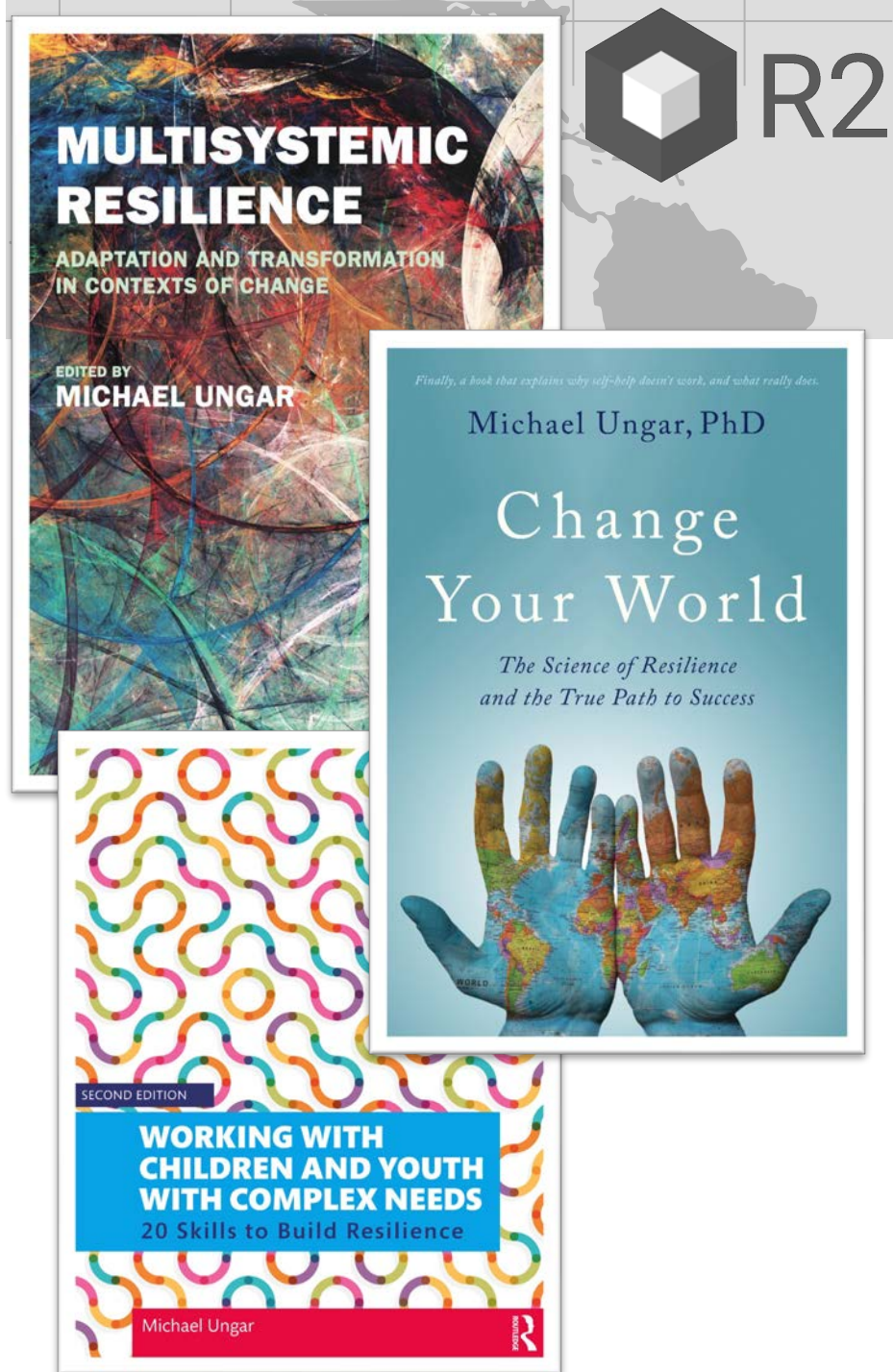
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# *Skill #1: Discuss thoughts and feelings*



# *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*





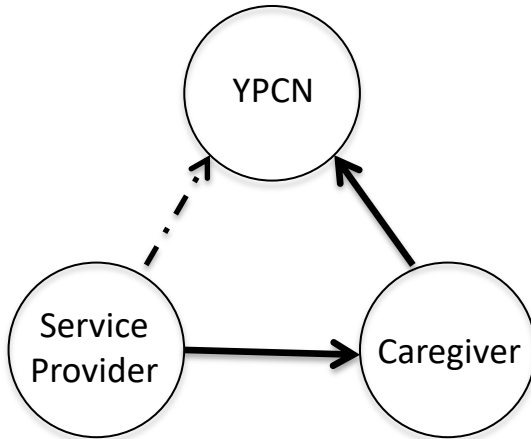
*Skill #5: Offer new names for the client's experience*



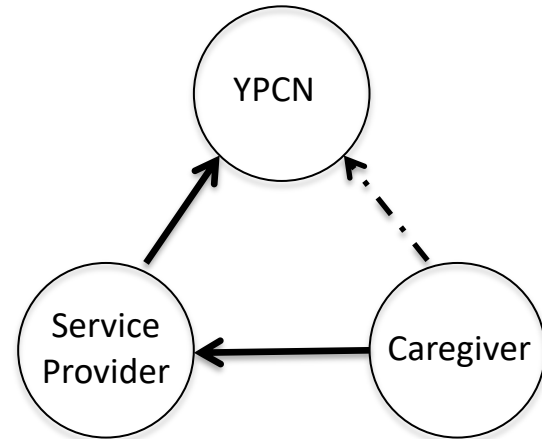
*Skill #6: Explore the fit between  
solutions and client's preferences*



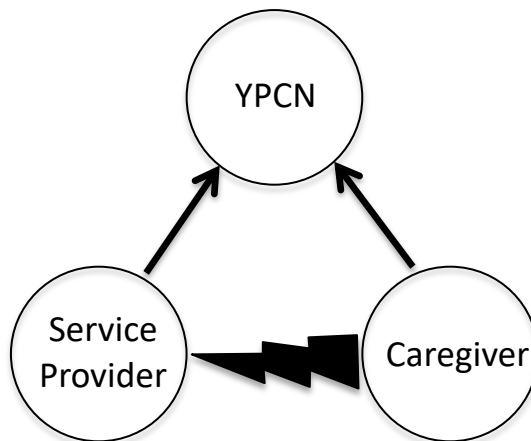
### 1. Family Empowerment



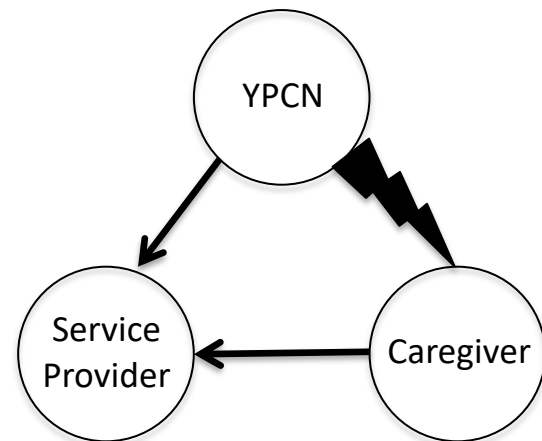
### 2. System Responsibility



### 3. Conflicted Caregivers



### 4. Seeking an Alliance



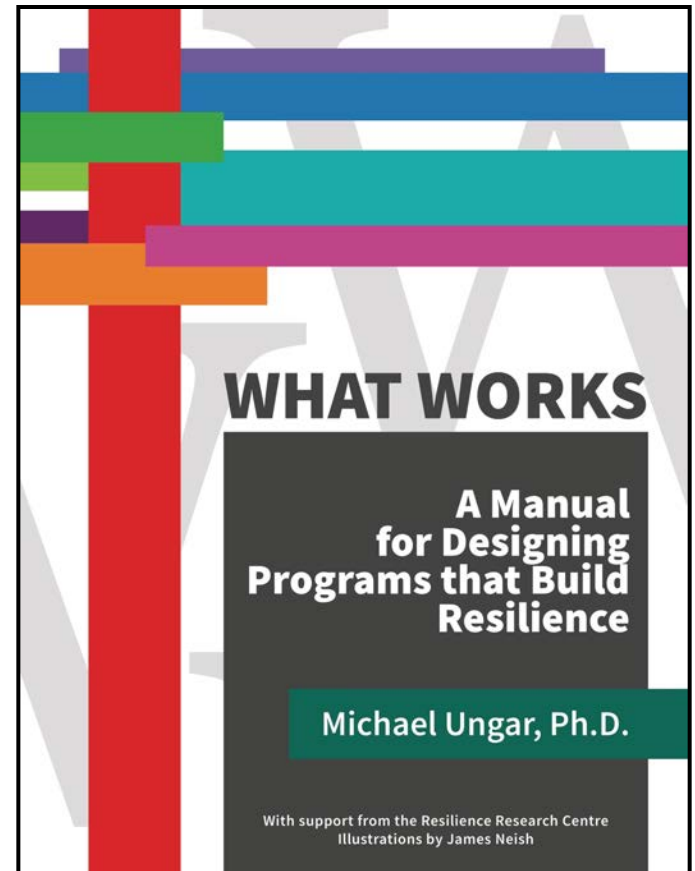


*Skill #7: Search for the internal and external resources which the client values*

# *What Works*

## *Example: Project EARTH,*

### *Botswana*

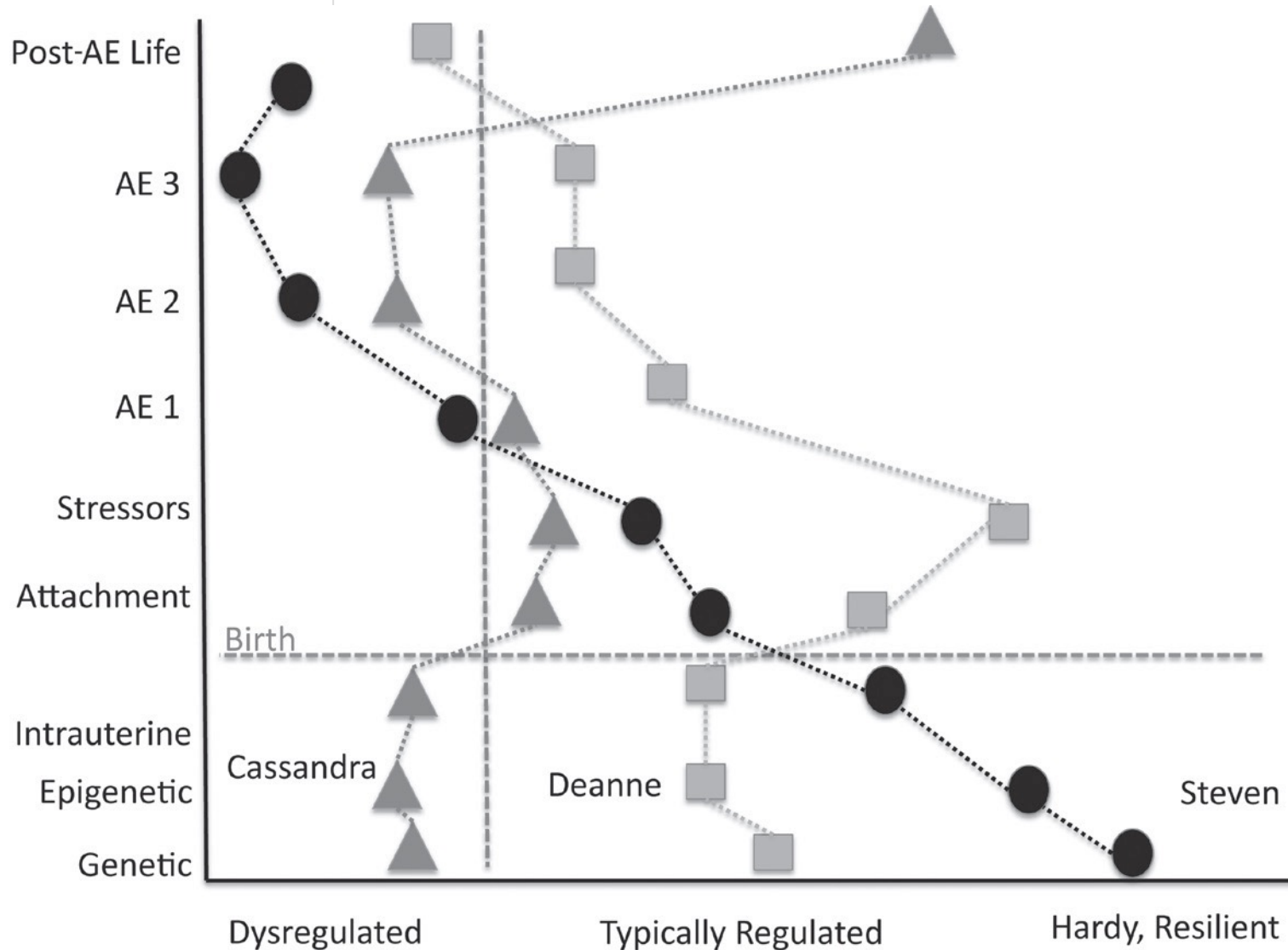






# *Skill #8: Open new possibilities for behavior*







# *Skill #9: Encourage clients to perform new identities*



*Skill #10: Convince others that the client has changed*

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## *Session 4.2*

# *10 Negotiation Strategies-Case Study*

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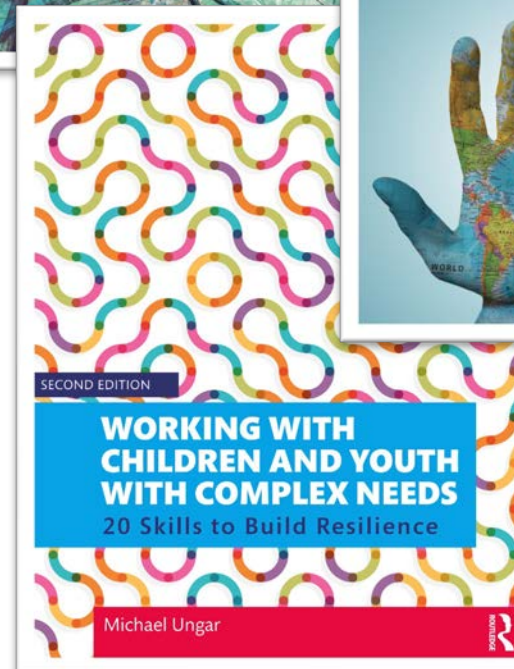
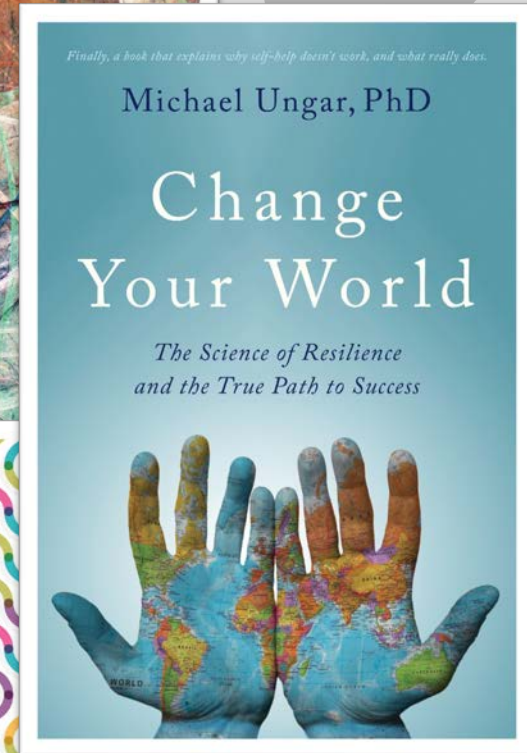
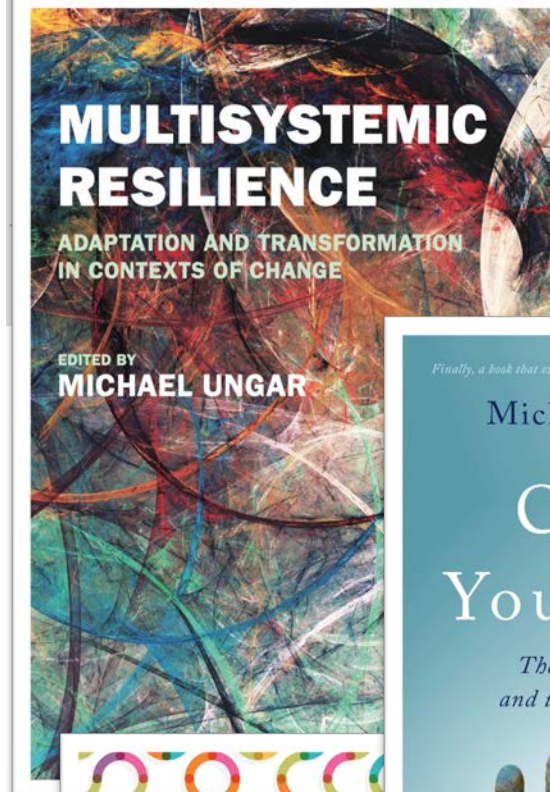
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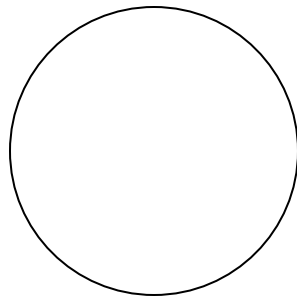
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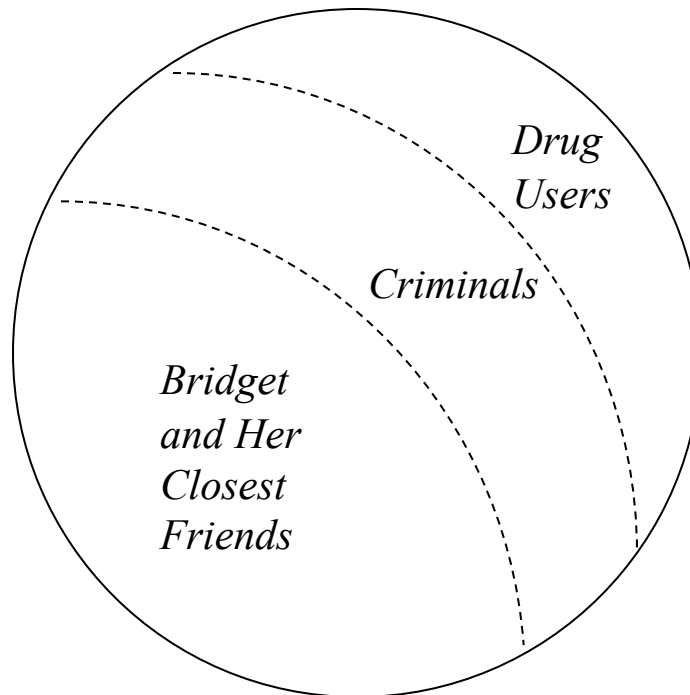


# Bridget's and her Friends

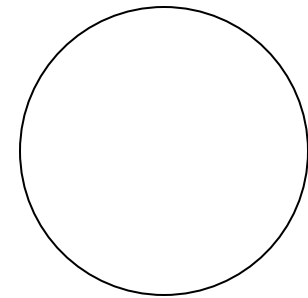
*Preps*



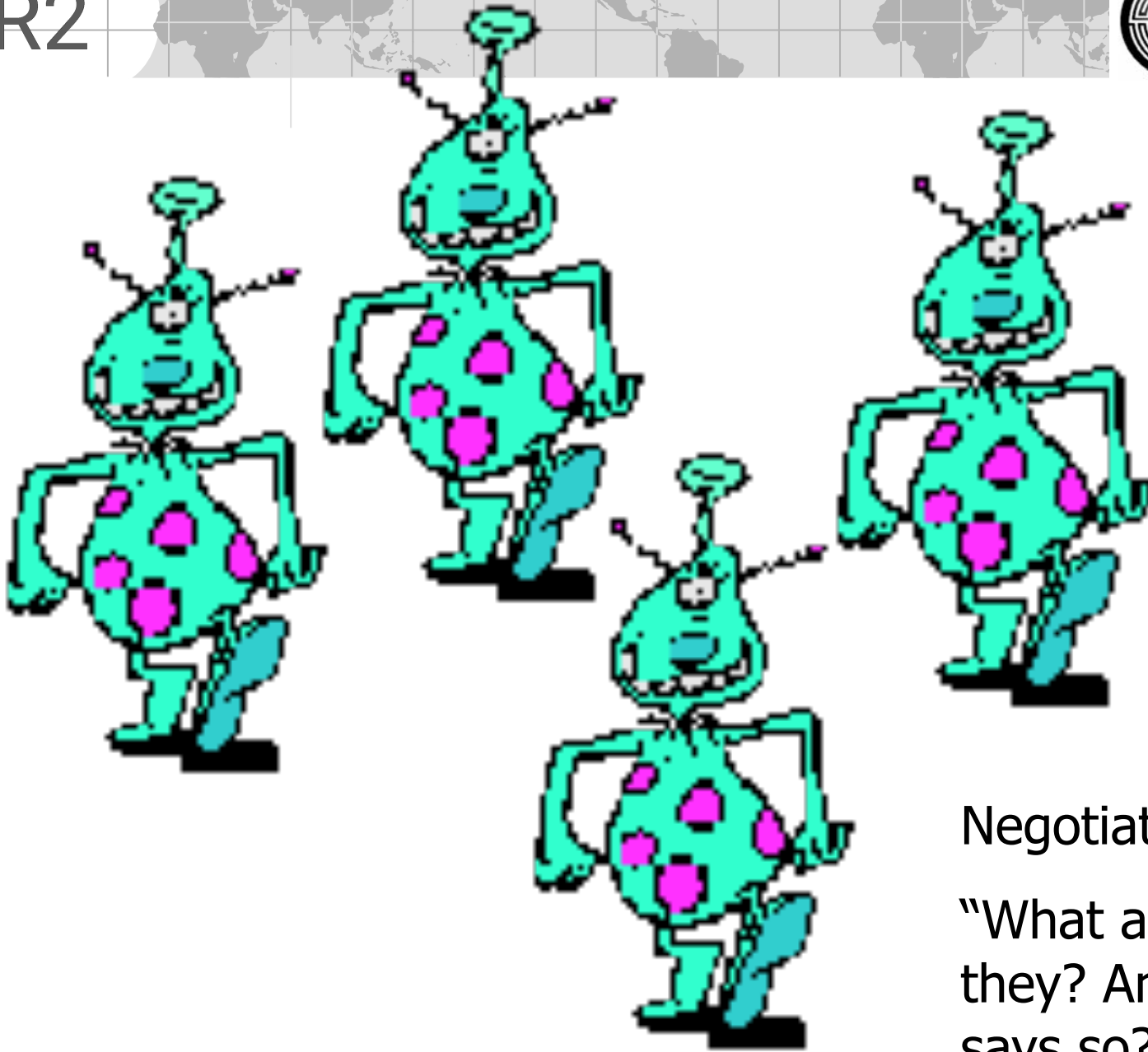
*Druggies*



*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