



## **Appendix B**

### **Overheads for Trainers**

***Skills for Successful Collaborations, by Day Piercy***

*Building Comprehensive Solutions to Domestic Violence*

The National Resource Center on Domestic Violence

Overheads – Page B 51



## Characteristics of the Mindset You Need for Successful Collaboration

- ◆ **Vision.** Define your vision and goals – what you want to accomplish to achieve a successful outcome.
- ◆ **Positive Attitude.** Focus on possibilities – what you can do together – while understanding limitations that may exist. Avoid being cynical – don't decide in advance that nothing can work.
- ◆ **Willingness.** Be willing to create a recommendation, agreement, and/or plan of action with the other parties involved.
- ◆ **Openness.** Be open to being influenced by others. There may be more than one right way. Be neither doormat nor immovable object.
- ◆ **Curiosity.** Maintain a curious/investigating attitude about others' needs, power, mandates, mission, barriers, and opportunities to move forward. Avoid blaming, “shoulding,” and/or making assumptions about others' motives and meaning.
- ◆ **Connections.** Look for connections rather than differences – the “fit,” meeting your needs and others' needs
- ◆ **Confidence.** See yourself as a significant partner with confidence in your ability to “hold your own” when situations are confusing and complex.

### ***Skills for Successful Collaborations, by Day Piercy***

## **A Step-by-Step Negotiation Method**

- Q** The question – frame the issue/problem as a question:  
How can we.....?  
How do we...?  
What is the best way to...?
  
- S** The situation – describe, don't judge
  
- W** What each wants/needs – NOT the solution
  
- A** The answer/solution
  
- A** The action plan: What will be done, by whom, by when
  
- A** How and when you will assess outcome/commitments/progress

# ORDER FORM

## Building Comprehensive Solutions to Domestic Violence TRAINING CURRICULA

In an effort to enable domestic violence organizations to play a broader collaborative effort in the community, the Building Comprehensive Solutions to Domestic Violence initiative of the National Resource Center on Domestic Violence has developed three training curricula for the staff of grassroots domestic violence organizations. The three curricula are interrelated and build on each other, although each can stand alone as a teaching unit. Each curriculum contains an introductory discussion of the material, a suggested schedule, material to be copied as transparencies for overhead projectors, handouts to be duplicated for participants, and substantive discussion of each section for the trainer.

\_\_\_\_\_ **Copies of Introduction to Policy Advocacy and Analysis by Jill Davies.** x \$20.00 = \$ \_\_\_\_\_

This curriculum provides both a theoretical approach to systemic advocacy and basic hands-on tools to help advocates better prepare for their work with systems.

\_\_\_\_\_ **Copies of Outreach to Underserved Communities by Sujata Warriar.** x \$20.00 = \$ \_\_\_\_\_

This curriculum addresses the issue of diversity and offers a planning process to create quality responses for battered women from diverse communities.

\_\_\_\_\_ **Copies of Skills for Successful Collaborations by Day Piercy.** x \$20.00 = \$ \_\_\_\_\_

This is a skills-building curriculum in negotiation, collaborative mindset, strategic thinking, and meeting facilitation.

**TOTAL** \$ \_\_\_\_\_

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**MAIL THIS FORM ALONG WITH YOUR PAYMENT TO:**

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