



Republic of the Philippines  
**Department of Education**  
 REGION VIII - EASTERN VISAYAS

November 15, 2021

**REGIONAL MEMORANDUM**

No. **00738** s. 2021

**PARTNERSHIP MANAGEMENT AND INFLUENCING AND NEGOTIATING SKILLS FOR  
 PARTNERSHIP FOCAL PERSONS CUM PSYCHOLOGICAL FIRST AID**

To: Schools Division Superintendents  
 All Others Concerned

1. To develop and enhance the Division Partnerships Focal Persons' skills so that they can influence the behavior and decision making of partners and negotiate upwards or sideways within the organization or with external stakeholders for better relationships and increased resource generation, this Region, through the Education Support Services Division (ESSD) shall conduct the Partnership Management and Influencing and Negotiating Skills for Partnerships Focal Persons cum Psychological First Aid on December 15-17, 2021 in Eastern Samar. The exact venue shall be announced in an Advisory.
2. The objectives of the activity are the following:
  - capacitate the participants on a more positive and confident approach to influencing and negotiating;
  - build awareness on the different negotiating styles and how to respond to them; and
  - help the participants address their own emotional issues through a Psychological First Aid.
3. There shall be 30 participants to this activity comprising of the ESSD Chief, the Regional Partnership Focal Person, 3 ESSD Staff, and the Senior Education Program Specialist and the Education Program Specialist II of the Social Mobilization and Networking Section of each Schools Division.
4. There shall be provision of food and accommodation and necessary training materials, charged to the RO fund covered by OSEC-8-20-0491 and OSEC-8-21-2360, which shall be downloaded to the **Eastern Samar Division** amounting to **One Hundred Ninety Thousand Pesos only (190,000.00)**. The travel expenses and per diem of the participants in attendance to this activity shall be charged to their respective Division MOOE/Local Fund/ Partnership Fund, subject to the usual government rules and accounting regulations.
5. Immediate dissemination of and compliance with this Memorandum are desired.

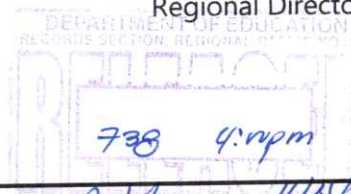
  
**EVELYN R. FETALVERO, CESO IV**  
 Regional Director

Enclosures: None

References: None

To be indicated in the Perpetual Index under the following subjects:

PARTNERSHIPS      CAPACITY BUILDING      PFA  
 ESSD-SPSS-EAD



DepEd RO8 ATA-F22 (CY2018-v03-r00)

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**MATRIX OF ACTIVITIES**

**PARTNERSHIP MANAGEMENT AND INFLUENCING AND NEGOTIATING SKILLS FOR PARTNERSHIP FOCAL PERSONS CUM PSYCHOLOGICAL FIRST AID**

**December 15-17, 2021**

TIME	DAY 0	DAY 1	Day 2	DAY 3
6:00 – 7:30 am				
8:00 – 9:00 am		Opening Program and Expectation Setting	MOL	MOL
9:00 – 10:00 am		<b>DepEd Partnership Database System:</b> System Upgrading <i>Abner C. Aclao</i> Eastern Samar Division Partnership Focal Person (PFP)	<b>Influencing and Negotiating:</b> Building Your Styles to the Perceptions and Expectations of the "Other Side" <i>Eden A. Dadap</i>	<b>Psychological First Aid for Partnership Focal Persons</b>
10:00-11:00 am				
11:00-12:00 nn				
12:00-1:00 pm	<b>LUNCH</b>			
1:00-2:00 pm	Arrival, Registration, and Settling Down	<b>School and Division Partnership Management</b> <i>Eden A. Dadap,</i> Regional PFP	 <b>Workshop on Influencing and Negotiating</b> <i>Eden A. Dadap</i>	
2:00-3:00 pm	Meeting with the Facilitators and Technical Working Committee Members			
3:00-5:00 pm				Closing Program
Officer of the Day	<b>Secretariat</b>	<b>Fernando Purcia Medrina</b>	<b>Davy Aplan &amp; Rudel Lutao</b>	<b>Lyna Gayas</b>

**Ingress**

Check in: December 14, 2021 @ 2 PM  
 Registration: December 14, 2021 @ 3:00 PM  
 First Meal: December 14, 2021, PM Snacks

**Egress**

Check out: December 17, 2021  
 Last meal: December 17, 2021 Lunch