



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

December 13, 2021

REGIONAL MEMORANDUM

No. **000858**, s. 2021

**CORRIGENDUM TO REGIONAL MEMORANDUM NO. 000738 ON PARTNERSHIP
MANAGEMENT AND INFLUENCING AND NEGOTIATING SKILLS FOR PARTNERSHIP
FOCAL PERSONS CUM PSYCHOLOGICAL FIRST AID**

To: Schools Division Superintendents
All Others Concerned

1. Due to PAGASA forecasts of intemperate weather conditions that will affect Eastern Visayas on December 15-17, 2021, the Partnership Management and Influencing and Negotiating Skills for Partnerships Focal Persons cum Psychological First Aid slated on December 15-17, 2021 at the Binogawan Beach Resort, San Policarpo, Eastern Samar, will be moved to December 19-21, 2021.
2. The schedule is moved in consideration of the safety of the facilitators and participants.
3. All the rest of the provisions of the RM No. 000738 remain enforced.
4. Immediate dissemination of and compliance with this Memorandum are desired.

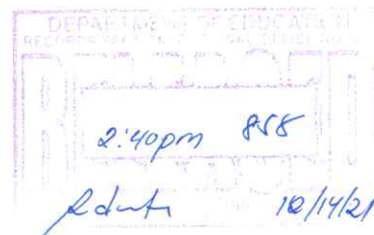

EVELYN R. FETALVERO, CESO IV
Regional Director

Enclosures: None

References: DepEd Memorandum No. 138, s. 2014, R M No. 000738, s. 2021

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

Capacity Building Partnerships PFA





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

November 15, 2021

REGIONAL MEMORANDUM

No. **738** 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-FAO

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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		DepEd Partnership Database System: System Upgrading <i>Abner C. Aclao</i> Eastern Samar Division Partnership Focal Person (PFP)	Influencing and Negotiating: Building Your Styles to the Perceptions and Expectations of the "Other Side" <i>Eden A. Dadap</i>	Psychological First Aid for Partnership Focal Persons
10:00-11:00 am				
11:00-12:00 nn				
12:00-1:00 pm	LUNCH			
1:00-2:00 pm	Arrival, Registration, and Settling Down	School and Division Partnership Management <i>Eden A. Dadap,</i> Regional PFP	 Workshop on Influencing and Negotiating <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	Secretariat	Fernando Purcia Medrina	Davy Aplan & Rudel Lutao	Lyna Gayas

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