Where negotiation may be used in Youth Work

You may need to negotiate with your supervisor when trying to secure resources for a program you are running.

When finalising service agreements with funding bodies (generally with the Department of Human Services) you will often have to negotiate the level of service you will provide for the amount of funding you receive.

When advocating for clients there will be a need for you to negotiate on behalf of your client with a range of groups. These groups can include schools, police and government bodies such as Centrelink.

You may need to negotiate with community interest groups to gain their support for local projects such as a youth week or to recruit caregivers for an adolescent community placement program.

You may need to negotiate with the community if they oppose specific projects. This could include resistance to a youth housing unit being established in the neighbourhood or the establishment of a youth centre.

If you have case management of a client you will need to develop a case plan with the client. Case management of that client means that you are responsible for addressing all issues related to that client. However because we are not experts in every field you may need to negotiate with other organisations to provide a specific component of the case plan. For example your client may be a juvenile justice client who has a number of issues that need to be addressed. One of those issues may be homelessness and your organisation doesn’t provide youth housing. You will need to negotiate with a service provider that does provide youth housing to provide that component of the case plan. The roles each service provider plays in that client’s case plan will also need to be negotiated.