

## FOUR STRATEGIES

### ***Community Organizing***

- ❖ Long-term orientation
- ❖ Gets issues from people
- ❖ Action oriented
- ❖ Practices confrontation and negotiation
- ❖ Staff exist to organize people

### ***Community Development***

- ▶ Medium-term orientation
- ▶ Derives issues from planned objectives
- ▶ Process oriented
- ▶ Cooperation with authorities
- ▶ Staff manage and direct projects

### ***Service Delivery***

- Short-term orientation
- Derives service needs from the community (needs assessments) and from planned objectives.
- Process and outcome oriented
- Cooperation with authorities
- Staff provide services

### ***Advocacy***

- ☑ Short-term orientation
- ☑ Derives issues from public agenda
- ☑ Results oriented
- ☑ Involves education, confrontation, and negotiation
- ☑ Staff represent the interests of those affected, provide information & educate