

research in brief

Bargaining in Community Development

The community development process is a "change agent vehicle." Change involves conflict and many community development practitioners don't believe they should use conflict strategies and tactics in community development work. This study presents "bargaining" as a useful conflict resolution technique for community developers that can be used in a nonconflicting manner.

The "bargaining technique" is presented with a focus on problem solving and compromise. Bargaining concepts and practice principles, the social action model of community organization, and political science are discussed. Those concepts and principles are then applied to a bargaining model that's compatible with community development values.

Implication

Community development practitioners work in an environment of community conflicts as facilitators of the community development process. That process is effective in getting community people to formulate consensus on community issues, but it takes a lot of time. Techniques to speed up the process of reaching consensus or using compromise with the community development process are needed . . . and "bargaining" could be such a technique.

"Bargaining in Community Development." John Michael Daley and Peter M. Keltner. *Journal of the Community Development Society*, XII (No. 2, 1981), 25-38.

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