

Uncovering Local Assets:



The Foundation for
Building A Strong
Outreach Center
at UT Selva



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The Dilemma . . .

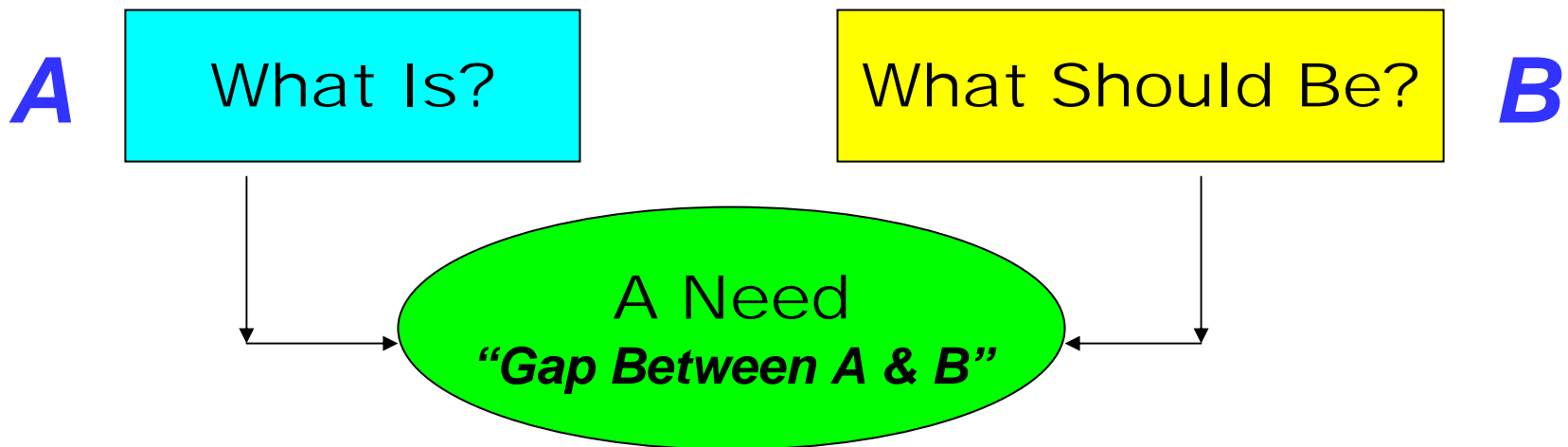


People and
Communities
have deficiencies &
needs

Individuals and
Communities have
skills and talents

Understanding Needs

- ⌘ A “need” is defined as a gap or discrepancy between an existing state of affairs (what is) and the desired or preferred results (what should be)



Needs vs. Assets

NEEDS	ASSETS
<ul style="list-style-type: none">● focuses on deficiencies	<ul style="list-style-type: none">● focuses on effectiveness
<ul style="list-style-type: none">● results in fragmentation of responses to local needs	<ul style="list-style-type: none">● builds interdependencies
<ul style="list-style-type: none">● makes people consumers of services; builds dependence	<ul style="list-style-type: none">● identifies ways that people can give of their talents
<ul style="list-style-type: none">● residents have little voice in deciding how to address local concerns	<ul style="list-style-type: none">● seeks to empower people

Exploring Three Key Arenas of Ocosingo Assets

**Faculty and
Community
Leaders**

**Government
Agencies**

**Private Sector
Organizations**



Appreciative Inquiry Helps Us Uncover Assets

- ⌘ Focuses the whole organization on identifying its “positive core”
- ⌘ Based on the idea that organizations move in the direction of what they ask questions about
- ⌘ Deliberately asks positive questions to ignite inspired action



Appreciative Inquiry is a Shift



“No problem can be solved from the same level of consciousness that created it. We must learn to see the world anew.”

“There are only two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle.”

--- Albert Einstein

Tonight's Activity - Appreciative Inquiry Interviews



- ⌘ Engage in a spirit of Discovery.
- ⌘ Listen and take good notes.
- ⌘ At the end....summarize and thank you.
- ⌘ Output = Completed interviews and deeper relationship