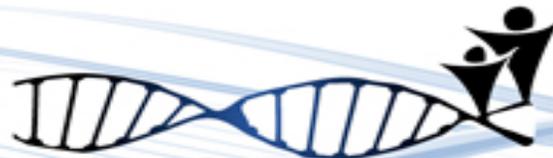


## Building a Partnership

Dan Pitzer LCSW, LCADC, CEAP  
Breaking The Chain Training  
Services

*Engaging Managers in an  
Economic Crisis: EAP as a  
Resource*



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## Building a Partnership

# Objectives

- What is a Real EAP?
- Examine Corporate Culture
- Examine EAP's Key Role with Managers in an Economic Crisis



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## Building a Partnership

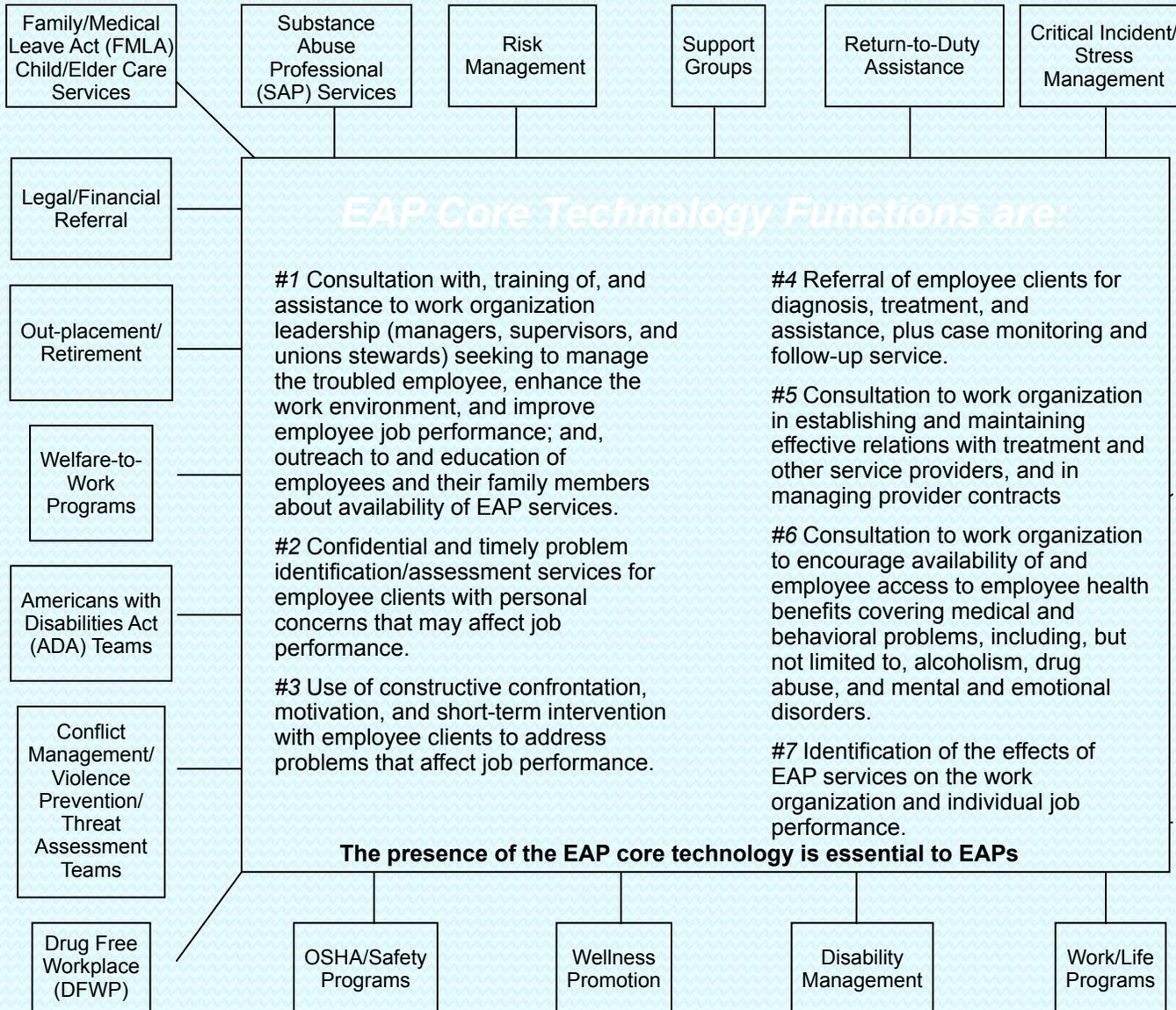
### Objectives

- Identify Challenging Employee Situations
- Look at Strategies to help managers get the most out of what they already have



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EAPs that provide the services in the dotted boxes BELOW may be covered by HC/MC laws.

**Health Care Services\***

- Clinical Evaluation
- Clinic Diagnosis
- Psychological Counseling
- Chemical Dependency/ Mental Health Treatment

\*EAP personnel providing above-listed services can expect to be subject to clinical licensure laws.

**Managed Care Services**

Manage:

- Provider Networks
- HC Systems
- Benefits

EAP that are contracted with third parties may be covered, EAP's that are part of HMOs/MCOs can expect to be covered.

## Building a Partnership

# The Nuts and Bolts of EAP

#1 Consultation with, training of, and assistance to work organization leadership (managers, supervisors, and unions stewards) seeking to manage the troubled employee, enhance the work environment, and improve employee job performance; and, outreach to and education of employees and their family members about availability of EAP services..



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## Building a Partnership

# Mission of EAP

- ❑ Management Consultation is Bread and Butter of EAP and Key to our Future
- ❑ Learn the Corporate Culture
- ❑ Embed EAP in the Culture
- ❑ Influence the Culture



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# Organizational Culture

## Definition:

An organization's culture consists of some combination of practices, assumptions and values that organizational members share about appropriate behavior.\*



## Building a Partnership

# Cultural Analysis\*

1. What 10 words would you use to describe your company?
2. Around here, what's really important?
3. Around here, who gets promoted?
4. Around here, what behaviors get rewarded?
5. Around here, who fits in and who doesn't?

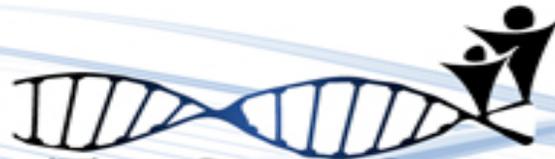


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## Building a Partnership

# “Account Executive” Role Effort

- Identify needs of employees
- Identify needs of business
- Learn the business
- Vet Community Resources and Tailor to the specific population
- Develop relationships with business leaders and HR



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## Building a Partnership

# “Account Executive” Role Result

*Be a business person first and a clinician second*

- HR and managers will **call you** for consult
- EAP will be seen as a partner in the business



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## Building a Partnership

# Management Climate

- Messages from Above:
  - “Do More with Less”
  - “Be Lucky you Have a Job”
  - “Increase Productivity”
  - “You can’t hire anyone, even Temps”



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# Management Climate

- Messages from Below:
  - “ I’m not trained for this role”
  - “Half the department is gone; I can’t do it”
  - “My doctor wants me to go on a stress leave”
  - “You are picking on me”

## Building a Partnership

# Know Your Managers and Employees



## Building a Partnership

# Know Your Managers

- Just like you know the culture, know the people
- Managers with poor boundaries
- Managers with little skill
- Managers with big hearts but little judgment



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## Building a Partnership

# Employee Crises

- ❑ Behavior on job or at outside work functions
- ❑ Manager hesitant to confront due to lack of resources
- ❑ Manager gets over involved personally



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## Building a Partnership

# Employee Crises

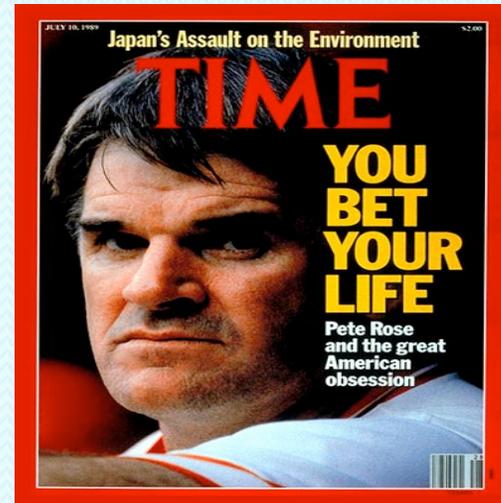
Obvious (to Us ) Addiction



## Building a Partnership

# Employee Crises

## Not so Obvious Addiction



Building a Partnership

## Employee Crises

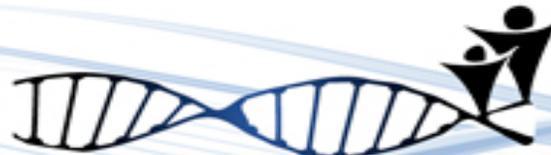
# Bipolar Episode



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# Employee Crises

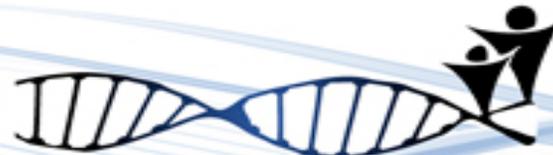
## Difficult Personality



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## Building a Partnership

# Employee Drama



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## Building a Partnership

### How Can EAP Help?

- *Listen* and Validate Managers' concerns
- Help them Find their Strengths and Assets
- Help them Use what They Have

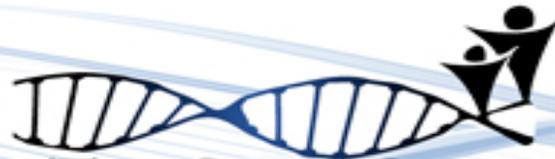


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## Building a Partnership

# Boundaries!

- Personal and Professional
- Managers role and EAP role
- EAP: We Do Drama!



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## Building a Partnership

### Whose Role is it?

- Diagnose Problem?
- Confront Employee about behavior?
- Link employee with resources?
- Provide accommodations for employee before rehab?
- Monitor employees progress in treatment?
- Set performance goals for employee?
- Monitor employee performance?

## Building a Partnership

### Key Points

- Learn the business
- Use Examples to Introduce EAP to Business Leaders
- Get Face Time with Key Business Leaders, Managers, HR, Legal
- Emphasize Consultation Role, Be Confident (be strategic, flexible, balanced between compassion and impact to business)

## Building a Partnership

### Key Points

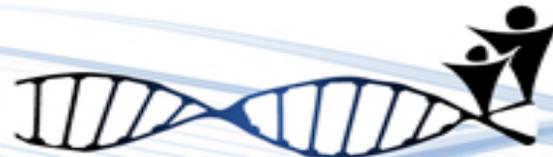
- Clarify and set Boundaries with Managers about your role and their role
- Involve HR (Whether they like it or not)
- Follow up, Follow up, Follow Up
  - **Managers**
  - **Employee**
  - **HR**
- Influence the Culture (using good business sense solidifies business partnerships)



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Thank You



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## Building a Partnership

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