

Adoption Assistance

Steps in Adoption Subsidy Negotiation

| Step | Purpose | Goal | Subsidy Negotiation |
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| Exploration | Information is shared between parties. The information can be used to determine if negotiations will be competitive or collaborative. | To learn about the other person's stance and to know what they want out of the negotiation (Scott, 1988). | An adoptive family may be called and asked about their initial thoughts on a subsidy agreement. The family may also be called and offered a specific subsidy amount to adopt a child. |
| Information Exchange | Once sharing has occurred between the parties, a proposal will be stated. It can be accepted, rejected or could initiate a counter-offer. | Determine if both parties are of similar vision or not (Watershed Associates, n.d.). | Prospective adoptive parents may ask to receive their current foster care per diem rate, funding for tutoring, and assistance for clothing for each of the children being considered for adoption (Watershed Associates, n.d.). |
| Clarification | Trading information will allow for clarification and justification for both party's requests. Sharing documentation may be helpful to support the family's stance and request. | Identify acceptable offers that can be agreed upon by both adoptive family and agency (Citeman, 2008). | The agency will accept, deny, or make a counter offer to the family's requests. The family may deny, accept, or also counter-offer. This stage may be more or less rigid in nature depending on agency practices. |
| Closing and Commitment | A review of what both parties verbally agree to; document the agreement. | Finalize a solution that both parties can agree to (Scott, 1988). | The adoptive family and agency agree to a final subsidy agreement for each child being adopted. Generally, the agency will then prepare documents that confirm the agreement in writing by both parties. |

If no agreement can be reached, families can request a county conference. If an agreement still cannot be reached, families can request a state mediation by calling or writing the PCSA and/or the ODJFS Bureau of State Hearings at: ODJFS, Bureau of State Hearings, PO Box 182825, Columbus, OH 43218-2825; Phone 1-866-635-3748 or 1-866-ODJFS-4-U; Fax 614-728-9574; email: BSH@ifs.ohio.gov.