Working with Men to Prevent Violence Against Women: An Overview (Part One)

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There is a growing awareness that men, in partnership with women, can play a significant role in ending violence against women. This has led to an increase in programs and activities that focus on men’s roles in violence prevention. Men should take responsibility for preventing violence against women because of the untold harm it causes to women in men’s lives and the ways in which it directly hurts men. Violence against women hurts men when it results in women being afraid of or suspicious of men due to fear of potential victimization and when it perpetuates negative stereotypes of men based on the actions of a few. The behaviors and attitudes that cause violence against women may also be a cause of men being violent towards other men. These same behaviors and attitudes may also keep men from having close and meaningful relationships with each other. Finally, while only a minority of men are violent, all men can have an influence on the culture and environment that allows other men to be perpetrators. For example, men can refuse to be bystanders to other men’s violent behavior.

For all of these reasons men have a stake in ending violence against women. To do this, men must accept and examine their own potential for violence and take a stand against the violence of other men. In recent years, a number of authors have argued persuasively that men need to take responsibility for preventing men’s violence against women, both in the United States (Berkowitz, 2002a; Funk, 1993; Katz, 1995; Kilmartin, 2001; Kivel, 1992), and internationally (Brienes, Connell, & Eide, 2000; Flood, 2001, 2003; INSTRAW, 2002; Kaufman, 2001).

This paper provides a brief overview of what is known about effective strategies for involving men in violence prevention efforts from the perspective of men who are recipients of anti-violence programs as well as from the men who provide them. It defines the term “prevention” for men’s violence against women, reviews best practices for involving men and for tailoring programs (for men in general and for particular groups of men) and, in Part Two, offers examples of prevention program formats and pedagogy. These examples are provided to illustrate best practices rather than to describe specific programs, as this review is not intended to be exhaustive or comprehensive of all violence prevention efforts involving men. Finally, in order to be useful to practitioners and educators the paper provides references to websites containing information about men’s anti-violence organizations and programs. While the conclusions and trends noted here are applicable to the prevention of all forms of men’s violence against women, the preponderance of literature cited is from the rape prevention field where there has been more research conducted on this subject.

Defining Men’s Roles in Prevention

Men can prevent violence against women by not personally engaging in violence, by intervening against the violence of other men, and by addressing the root causes of violence. This broad definition provides roles for all men in preventing violence against women. Men’s involvement can take the form of primary or universal prevention (directed at all men, including those who do not appear to be at
risk of committing violence and those who may be at risk for continuing a pattern of violence), through secondary or selective prevention (directed at men who are at-risk for committing violence), and/or through more intensive tertiary or indicated prevention (with men who have already been violent).

For violence prevention these distinctions may be somewhat artificial because it can be argued that all men are at risk for perpetration by virtue of their socialization as men (Hong, 2000; Kaufman, 1985), because men can commit violence without defining it as such, and because men who have been violent can successfully participate in programs to prevent other men’s violence. “Prevention” is defined here as any program or activity that reduces or prevents future violence against women by men. Programs for men who already have a documented history of violence against women, such as batterer’s or perpetrator treatment programs, will not be discussed here.

Prevention programs can take the form of one session, a series of sessions or ongoing interactive educational workshops, leadership training, social marketing and social norms media campaigns (defined in Part Two of this paper), or through participation in one-time or ongoing public events. These may focus directly on the issue of violence or on its specific forms (for example, sexual assault, domestic violence, dating violence and/or harassment, and stalking), or indirectly through men’s involvement in consciousness raising, fatherhood and/or skill-building programs that foster attitudes and behaviors that may protect against violence, or by providing healthy resocialization experiences about what it means to be a healthy, nonviolent man. In its broadest definition, violence prevention for men includes any activity that addresses the root causes of men’s violence including social and structural causes as well as men’s gender role socialization and men’s sexism.

Among men’s violence prevention programs those for school-aged boys have tended to focus on issues of sexual harassment and dating violence, those for college age men have tended to focus on sexual assault, and those for men not in college or older have tended to focus on domestic violence in longer-term partnerships. In actuality it is important for all men to be involved in the prevention of all forms of violence against women, even when it may be developmentally or strategically appropriate to foster this involvement by focusing initially on one form of men’s violence.

What Works in Men’s Violence Prevention?

Due to evaluation literature that is limited in scope, it is difficult to assess the effectiveness of violence prevention programs for men. For example, most prevention program assessments measure changes in attitudes that are associated with a proclivity to be violent rather than actual violent behavior. Reviews of the literature suggest that sexual assault prevention programs for college men can be effective in improving attitudes that may put men at-risk for committing violence against women, although these attitudinal changes are often limited to periods of a few months (Brecklin & Forde, 2001; Breitenbecher, 2000; Lonsway, 1996; Schewe, 2002). In contrast, programs that focus only on providing information have not been found to be effective (Schewe, 2002). Among pre-college aged males, dating violence and harassment prevention programs offered to mixed gender groups in school settings can result in both attitude and behavior change for a few months or longer (Avery-Leaf & Cascardi, 2002).

Despite the limited research, there is an emerging consensus regarding what constitutes effective violence prevention for men. Violence prevention programs that have been found effective in evaluation studies tend to share one or more of the assumptions listed below. Practitioners who work with men to prevent violence have also concluded that effective violence prevention programs for men share some or all of these assumptions:

- Men must assume responsibility for preventing men’s violence against women.
- Men need to be approached as partners in solving the problem rather than as perpetrators.
Workshops and other activities are more effective when conducted by peers in small, all-male groups because of the immense influence that men have on each other and because of the safety all-male groups can provide.

Discussions should be interactive and encourage honest sharing of feelings, ideas, and beliefs.

Opportunities should be created to discuss and critique prevailing understandings of masculinity and men’s discomfort with them, as well as men’s misperceptions of other men’s attitudes and behavior.

Positive anti-violence values and healthy aspects of men’s experience should be strengthened, including teaching men to intervene in other men’s behavior.

Work with men must be in collaboration with and accountable to women working as advocates, educators, and prevention specialists.

The majority of men may already hold attitudes that can be strengthened to prevent and reduce violence and encourage men to intervene with other men. For example, research has demonstrated that most men are uncomfortable with how they have been taught to be men, including how to be in relationship with women, homophobia, heterosexism, and emotional expression, and that they are uncomfortable with the sexism and inappropriate behavior of other men (Berkowitz, 2003; 2004). Because many men already feel blamed and are on the defensive about the issue of men’s violence (even when this defensiveness is misplaced), effective approaches create a learning environment that can surface the positive attitudes and behaviors that allow men to be part of the solution. This can be accomplished in the context of a safe, nonjudgmental atmosphere for open discussion and dialogue in which men can discuss feelings about relationships, sexuality, aggression, etc. and share discomfort about the behavior of other men.

What is the Logic of these Assumptions? First, research and experience have shown that putting men on the defensive or using blame is not effective and can even result in negative outcomes. Thus, in Lonsway’s review of the literature she stated: “although educational programs challenging rape culture do require confrontation of established ideologies, such interventions do not necessitate a style of personal confrontation” (Italics added, 1996, p. 250). Thus, men should take responsibility for acting as perpetrators and bystanders of violence and the best way to accomplish this is to encourage men to be partners in solving the problem rather than by criticizing or blaming men (Berkowitz, 2002a; Men Can Stop Rape, 2000; Schewe, 2002). Most men are not coercive or opportunistic, do not want to victimize others, and are willing to be part of the solution to ending sexual assault. (In contrast, while men who are predatory or who have a history of perpetration may benefit from exposure to some education and prevention programs, more intensive treatment is likely required for these men to change previous patterns of perpetration).

What Types of Discussions are Effective? Literature reviews have suggested that the quality and interactive nature of the discussion may be more important than the format in which it is presented (Breitenbecher, 2000; Lonsway, 1996), a dimension that Davis (2000) has called “program process.” Because men are influenced by other men and by what men think is true about other men, this influence can be positively channeled in all-male groups. Thus, effective violence prevention for men acknowledges the important influence that male peer groups have on men’s actions (Schwartz & DeKeseredy, 1997), corrects misperceptions that men have about each other’s attitudes and behavior (Berkowitz, 2002a), and channels this influence towards positive change.

The common element in successful prevention programs for men is the opportunity to participate in an experience where men are encouraged to honestly share real feelings and concerns about issues of masculinity and men’s violence. The opportunity for men to hear the attitudes and views of other men is powerful, especially because it
empowers men who want to help and provides them with visible allies. This strategy encourages the majority of men to take the necessary steps to avoid perpetrating and to confront the inappropriate behavior of male peers.

**Are All Male or Mixed Gender Programs More Effective?** Research suggests that these goals can be accomplished most effectively with male facilitators in all-male groups. For example, Brecklin and Forde (2001) conducted a comprehensive meta-analysis of forty-three college rape prevention program evaluations and concluded that both men and women experienced more beneficial change in single-gender groups than in mixed-gender groups. This was also the conclusion reached in five other literature reviews of rape prevention programs that all recommended that rape prevention programs be conducted in separate-gender groups when possible (Breitenbecher, 2000; Gidycz, Dowdall & Marioni, 2002; Lonsway, 1996; Schewe, 2002; Yeater & Donohue, 1999).

While there are advantages to programs facilitated by men, skilled female facilitators can also work very effectively with men. Women working with men need to be aware that men may view their leadership as reinforcing the assumption that violence prevention is a “women’s issue” not relevant to men and must also find ways to prevent participants from attributing honest dialogue simply to the presence of a female. It is also beneficial for men to see women and men co-facilitating in a respectful partnership. Examples of programs for men that have been developed and led by women include those by Hong (2000) and Mahlstedt (1999).

One of the main arguments for separate gender workshops is that the goals for violence prevention are different for men and women (Gidycz, Dowdall, & Marioni, 2002; Schewe, 2002). Despite this being true in some settings, it may be necessary or more appropriate to offer violence prevention in mixed groups. Trainers must still take into account the gender differences that make such separation desirable, avoid the polarization that can occur in mixed-gender groups, avoid potential victim-blaming, not give information about victim-risk that could be useful to perpetrators, and avoid approaches that are blaming of men (Schewe, 2002). While mixed gender workshops have been evaluated as successful with boys in school settings, these programs have not been compared with similar programs offered in all-male settings (see Avery-Leaf & Cascardi, 2002 for an excellent review of this literature).

**Partnerships with Women and Accountability to Women.** Attention to men’s roles in preventing violence against women is only possible because of the decades of tireless work and sacrifice by female victim advocates, social activists, researchers, academicians, survivors, and leaders. These courageous women have successfully challenged society to take notice of this problem and to begin to fund efforts to solve it. Men’s work to end violence against women must include recognition of this leadership and must never be in competition with or at the expense of women’s efforts. Thus, prevention programs for men should be developed to exist alongside of victim advocacy, legal and policy initiatives, academic research, rape crisis and domestic violence services, and educational programs for women. Male anti-violence educators must recognize that we are accountable to the women who are the victims of the violence we hope to end, and must work to create effective collaborative partnerships and alliances that provide a role for women in men’s programs (Flood, 2003). To do this requires an understanding and exploration of men’s privilege, sexism, and other biases, and an openness to learning from women and to working with them as allies.

**Challenges to Men’s Involvement.** Finally, it is important to acknowledge that there are many challenges and barriers for men who do this work. Men who work to end violence against women are challenging the dominant culture and the understandings of masculinity that maintain it. Thus, male activists are often met with suspicion, homophobia and other questions about their “masculinity.” Men and women who feel threatened by this work often
discredit male activists' efforts and persons (Flood, 2003; Stillerman, 1998). At the same time many men are grateful for the example set by male activists and for modeling a different way of being male. Men who do this work are also frequently and unfairly given more credit for their efforts than women who do similar work (Flood, 2001). Men engaged in violence prevention need to personally recognize these challenges and take responsibility to change these dynamics both personally and professionally.

Cultural Issues and Masculinities

While men in North America may share some common socialization experiences and definitions of what it means to be male, there are also important differences in terms of race, ethnicity, social class, sexual orientation, religion, and other identities that must be addressed in violence prevention efforts. In addition, there are cultural differences regarding the appropriate context for prevention including how violence should be addressed. Currently there is extensive literature documenting the need for culturally relevant and tailored programs in medical, psychological, and public health literatures, along with evidence for the ineffectiveness of approaches derived from dominant groups or paradigms. Providing culturally competent programming should not be considered optional, but is a necessity for effectiveness.

“Relevance” is a critical component of program success. It has been determined to be an important component of effective prevention programs and is discussed further in Part Two of this paper. Because men from different identities have different experiences, relevant programming must address these differences, including experiences of racism among men of color, of homophobia for gay, bisexual and/or transgender men, the effects of economic inequalities for working class and poor men, and the cultural context for violence prevention within different communities. As with every other issue, there is a danger of imposing definitions and understandings from more established violence prevention efforts (which, like the larger culture, is predominantly white and middle class) upon other cultures and communities.

An example of the importance of culturally relevant programs comes from research on the differential impact of programs on men from different racial backgrounds. In one study, a generic race-neutral program was effective for European heritage men but not men of color, while a modified program with a co-presenter of color and relevant information (including statistics on violence in ethnic communities and dispelling of ethnically based rape myths) were effective for both groups (Heppner, Neville, Smith, Kivlighan, & Gershuny, 1999). In other research conducted on perpetrators from different ethnic backgrounds, differences were found in personality characteristics and motivations for perpetration that may have important implications for designing culturally sensitive prevention programs for men (Hall, Sue, Narang, & Lilly, 2000; Kim & Zane, 2004).

Violence prevention efforts need to acknowledge these kinds of differences and also correct stereotypes and myths about the prevalence of violence among different groups of men. Finally, men from different cultural groups have different experiences with the educational and criminal justice systems that may influence receptivity to violence prevention. Violence prevention efforts that are community based, sensitive to ethnic and class issues, and accountable to the larger community have been developed in many communities and show promise. All of the above strongly suggest the critical importance of developing programs that are either tailored to the needs of a particular group, or conducted in a way that is inclusive and welcoming of all backgrounds. A critical oversight is the lack of research examining the needs of gay, bisexual and transgendered men with respect to violence prevention programming.

Summary

In recent years there has been expanded interest in developing programs and strategies that focus on
men’s responsibility for ending violence against women. These programs create a safe environment for men to discuss and challenge each other with respect to information and attitudes about men’s violence. The literature suggests that these programs can produce short-term change in men’s attitudes that are associated with a proclivity for violence, encourage men to intervene against the behavior of other men, and in some cases reduce men’s future violence. As these programs become more popular and as more men take leadership on this issue we are hopeful that the epidemic of men’s violence against women will be significantly reduced and that all of our relationships will come closer to embodying ideals of respect, mutual empowerment, growth, and co-creation.

Note: Portions of this review were adapted from “Fostering Men’s Responsibility for Preventing Sexual Assault” and “Working with Men to Prevent Sexual Assault,” both written by the author in 2002.

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References


In-Brief:

**Working with Men to Prevent Violence Against Women**

There is a growing awareness that men, in partnership with women, can play a significant role in ending violence against women. This has led to an increase in programs and activities that focus on men’s roles in preventing violence against women. Men’s anti-violence programs are informed by the understanding that violence against women hurts women and men and that men can have an important influence on reducing violence by changing their own attitudes and behavior and by intervening to prevent other men’s violence.

This paper provides an overview of current efforts involving men in the prevention of violence against women. Part One discusses men’s role in prevention, what is effective in men’s prevention, and cultural issues and considerations in working with men. Part Two discusses best practices in prevention, provides an overview of different program modalities and formats, and reviews pedagogies that can be used in working with men to prevent violence against women.

Prevention programs can take the form of workshops that meet one or more times, social marketing and social norms marketing campaigns, and public events. These activities are based on the understanding that male intimate violence is gendered and they share a number of common assumptions: that men have a role in preventing violence against women, that men need to be invited to be partners in solving the problem, that small, interactive—all male groups facilitated by men are particularly effective, that positive anti-violence values and actions of men need to be strengthened, and that men must work in collaboration with women in these efforts.

The literature evaluating these programs is limited, with the majority of research conducted on sexual assault prevention programs for college students and dating violence programs for students in high schools and middle schools. The college literature suggests that for young adult men all-male programs facilitated by other men using an interactive discussion format are the most powerful form of intervention for changing men’s violence-prone attitudes and possibly behaviors. Younger high-school and middle school dating violence programs offered in mixed gender contexts have been found effective in changing attitudes and behaviors, but these formats have not been compared with all-male formats to determine their relative efficacy as has been done with college men. There is also preliminary evidence supporting the efficacy of social norms media interventions to address men’s violence.

It is important that men who provide these programs work to develop strong alliances and accountable relationships with women doing this work, and that they examine how male privilege and sexism may impact their leadership. It is also necessary that prevention programs be designed which are relevant to the variety of men’s communities that exist based on ethnicity, sexual orientation, class, and other identities. Successful prevention programs are comprehensive, relevant, intensive, incorporate positive messages, and may employ one or more of the following strategies: fostering empathy towards victims, changing individual men’s attitudes and behaviors, teaching men to intervene against other men’s behavior, and using social marketing strategies to foster positive norms.
In Part One of this paper an overview was provided of men’s role in prevention along with effective strategies for ending men’s violence against women, and the importance of creating culturally relevant programs that address all of men’s identities was presented. The discussion is continued in this document by providing an overview of best practices in prevention, the content and format of men’s prevention programs, and an overview of different program philosophies or pedagogies.

It is a challenge to classify and summarize the many different types of violence prevention efforts that have been developed for men in recent years. One-way to conceptually organize and describe them is in terms of: 1) program content; 2) program format (how the information is provided and delivered), and; 3) program philosophy or pedagogy. In addition, extensive research within the prevention field regarding program effectiveness has identified best practices that can be applied to programs on all three of these dimensions. These topics are reviewed below, beginning with best practices.

**Best Practices in Prevention**

The prevention literature suggests that effective prevention programs have a number of characteristics that are independent of particular issues or topical areas. In particular, effective prevention programs are comprehensive, intensive, relevant to the audience, and deliver positive messages. (For a more detailed discussion of these areas with respect to rape prevention see Berkowitz, 2001.)

**Comprehensiveness.** Comprehensiveness addresses who participates in the intervention. In a comprehensive program all relevant community members or systems are involved and have clearly defined roles and responsibilities. Linking activities that are normally separate and disconnected can create positive synergy and result in activities that are more effective in combination than alone. A comprehensive program views the target population as the whole community and emphasizes creating meaningful connections with colleagues. This can foster awareness of what others are doing, develop a common prevention framework, and provide information and messages that are mutually reinforcing, integrated and synergistic. Within the domestic violence prevention movement, comprehensiveness has been encouraged through the development of coordinated community responses to men’s violence and its prevention (Pence, 1999).

**Intensiveness.** Intensiveness is a function of what happens within a program activity. Programs should offer learning opportunities that are interactive and sustained over time with active rather than passive participation. In general, interactive interventions are more effective than those that require only passive participation (Lonsway, 1996; Schewe, 2002). Interactive programs that are sustained over time and which have multiple points of contact with reinforcing messages are stronger than programs that occur at one point in time only. As noted earlier, providing meaningful interactions between men that foster change is a critical element of successful violence prevention programs.
Relevance. Relevant programs are tailored to the age, community, culture, and socioeconomic status of the recipients and take into consideration an individual’s peer group experience. Creating relevant programs requires acknowledging the special needs and concerns of different communities and affinity groups. These programs are stronger when group-specific information is used in place of generic statistics (Schewe, 2002). Relevance can be accomplished by designing programs for general audiences that are inclusive and acknowledge participant differences, or by designing special programs for particular audiences. Relevant programs pay attention to the culture of the problem, the culture of the service or message delivery system, and the culture of the target population (Berkowitz, 2003). Differences in these three cultures must be addressed in the design of programs. Carillo and Tello (1998) provide an excellent example of the issues involved in designing culturally relevant programs for men of color from a variety of ethnic backgrounds. Part One of this paper contains an extensive discussion of relevance from the perspective of developing culturally inclusive programs for men.

Positive messages should build on men’s values and predisposition to act in a positive manner. Men are more receptive to positive messages outlining what can be done than to negative messages that promote fear or blame.

To design a program that incorporates these elements may seem like a daunting task. It is important, therefore, to focus on quality and process rather than quantity. A few interventions that are carefully linked, sequenced, and integrated with other activities will be more powerful than many program efforts that are discrete, isolated, and unrelated.

Program Content

As noted earlier, programs focusing on men’s responsibility for preventing violence against women can address men’s violence in general or focus on specific forms of violence, such as sexual assault and rape prevention, domestic violence prevention, dating violence prevention, stalking prevention, and sexual harassment prevention. Other programs may address the issue of violence indirectly by teaching men relationship, parenting and fathering skills, how to manage aggression and anger, how men are socialized, and by providing positive re-socialization and bonding experiences for men. There is some controversy in the field regarding whether these latter programs can be considered bona-fide violence prevention for men, with the answer depending on the content of the individual program and the degree to which links to men’s violence are made explicit (for an excellent discussion of this issue go to www.endabuse.org/bpi/ in the Online Discussion Series). Because they devote considerable attention to addressing socialization and cultural issues that underlie men’s violence they certainly have a place in the larger task of redefining masculinity and male culture of which violence prevention is a part. They may also be more appropriate with men who do not have a history of violence and when safety issues are not a concern.

Program Format

Violence prevention programs that focus on changing individual men’s behaviors can be offered as one-time only events, such as educational programs or workshops, or as multiple linked events over time. These types of workshops have been traditional in the violence prevention field. Recently, there have been attempts to also address the larger culture of violence and target the general population through the use of media in the form of social marketing campaigns that provide positive messages about men, social norms marketing campaigns that provide data about healthy anti-violence norms, and through activist events such as the White Ribbon Campaign and appropriate participation in Take Back the Night. There is very little research on these larger efforts, although preliminary research suggests that social norms marketing campaigns can change relevant attitudes and in some cases behav-
iors (Berkowitz, 2003; Bruce, 2002; Hillenbrand-Gunn et. al, 2004; White, Williams & Cho, 2003). It may be even more powerful to combine both types of interventions in a synergistic fashion so that men participating in individual workshops are also exposed to supportive media campaigns outside the workshop setting.

Program Philosophy

Violence prevention programs for men may differ in terms of their pedagogy, i.e., their philosophy regarding how to help men change. Programs may focus on building empathy towards victims, the development of personal skills, learning to intervene in other men’s behavior, re-socialization of male culture and behavior, or media efforts to change the larger environment. While there has been debate about whether men’s violence prevention efforts should be pro-feminist, it is this author’s contention that violence prevention for men is pro-feminist by definition because it is about changing men in ways that support the feminist agenda of creating a society in which women and men are treated equally and equitably (see Capraro, 1994 and Corcoran, 1992 for a discussion of the feminist underpinnings of men’s anti-violence efforts). These program philosophies are briefly summarized below.

Fostering empathy for victims. It is undeniable that men need to understand and be empathic to the experiences of victims and that development of such empathy may discourage men from harming women. Presenting stories of victims in person, by video, or through interactive theater, can help create such understanding and empathy. For victim stories to have an impact it is important that men’s defensiveness first be reduced. Victim empathy programs are useful when men are not sufficiently aware of the problem of men’s violence. However, they fall short of asking men to make changes in our own and other men’s behavior and run the risk of appealing to a male-helper mentality. In addition, they are not appropriate for coercive and/or opportunistic men with impaired empathy. The literature on empathy induction programs has been reviewed by Berkowitz (2002a), Lonsway (1996) and Schewe (2002).

Individual change. Learning skills such as managing anger, understanding gender based privilege, relationship skills (including communication, partnership, and parenting skills), or how to ensure that intimate relationships are consenting can all help to reduce men’s violence. Research has established that deficiency in these skills is associated with violence and that teaching men these skills may decrease the likelihood of future violence when the acquisition and maintenance of these skills is encouraged in a supportive environment (Low, Monarch, Hartman, & Markman, 2002). However, while focusing on personal skill development moves beyond empathy development by asking men to change behavior and take responsibility for actions and intentions in relation to others, it still does not address the larger cultural context that supports and maintains men’s violent behaviors.

Bystander interventions. Programs attempting to reduce bystander behavior teach men how to intervene in the behavior of other men (see for example, Berkowitz, 2002; Katz, 1995). Men who are likely to commit violence are men who overidentify with traditional masculine values and roles and who are especially sensitive to what other men think. The focus of bystander intervention programs is to provide the majority of men who are uncomfortable with these men’s behavior with the permission and skills to confront them. Bystander interventions move beyond empathy and individual change to make men responsible for changing the larger environment of how men relate to each other and to women. This can change the peer culture that fosters and tolerates men’s violence.

Re-socialization experiences. Socialization focused programs explore the cultural and societal expectations of men that influence how men are taught to think and act in relation to women. A
socialization-oriented discussion inevitably focuses on men’s homophobia, heterosexism, and sexism.

**Social marketing and social norms marketing.** In recent years there has been an effort to augment and reinforce small group interventions through the use of media campaigns that portray men in positive, non-violent roles or through social norms marketing campaigns that provide data about the true norms for men’s behavior (see Bruce, 2002; Hillenbrand-Gunn et al., 2004; Men Can Stop Rape, 2000; White, Williams, & Cho, 2003). The social norms approach relies on the assumption that men commonly misperceive the attitudes and behaviors of other men that are relevant to violence. For example, men think that other men are more sexually active than themselves, are more comfortable behaving in stereotypically masculine ways, are less uncomfortable with objectification of women and violence, are more homophobic and heterosexist, and are more likely to endorse rape myths (Berkowitz, 2003, 2004). Because of the powerful influence that men have on each other, correcting these misperceptions can free men to act in ways that are healthier and more aligned with personal values. In one study, for example, it was found that the strongest influence on whether men were willing to intervene to prevent violence against women was the perception of other men’s willingness to intervene (Fabiano, Perkins, Berkowitz, Linkenbach, & Stark, 2004). Thus, correcting misperceptions among men about violence-related attitudes is an emerging and important prevention strategy that can be implemented in media campaigns or in small group interventions.

All of these approaches are interdependent and overlap in practice. Considering these four approaches is helpful in adapting a program to the needs and characteristics of a specific audience. They can be thought of as occurring in a developmental sequence starting with creating an awareness of the problem of violence against women, to fostering personal change, and ending with a commitment to impact the behavior of other men, all within a context that is consistent with the goals and practices of feminist thinking.

**Summary**

Effective prevention programs for men must be developed that are consistent with the prevention literature – i.e., they must be comprehensive, intensive, and relevant. These programs can focus on a variety of issues relevant to men’s violence, including specific forms of violence and the larger cultural context that makes men’s violence possible. Such programs may attempt to foster empathy in men, change individual men’s attitudes and behaviors, encourage men to intervene against other men’s behavior, and provide men with positive re-socialization experiences. Programs may also be developed utilizing social marketing and social norms marketing techniques to present images of men in new and different roles and by providing alternative perspectives on men’s behavior. All of the programs share common assumptions and philosophies for working with men that were reviewed in Part One of this paper.

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Prevention programs can take the form of workshops that meet one or more times, social marketing and social norms marketing campaigns, and public events. These activities are based on the understanding that male intimate violence is gendered and they share a number of common assumptions: that men have a role in preventing violence against women, that men need to be invited to be partners in solving the problem, that small, interactive-all male groups facilitated by men are particularly effective, that positive anti-violence values and actions of men need to be strengthened, and that men must work in collaboration with women in these efforts.

The literature evaluating these programs is limited, with the majority of research conducted on sexual assault prevention programs for college students and dating violence programs for students in high schools and middle schools. The college literature suggests that for young adult men all-male programs facilitated by other men using an interactive discussion format are the most powerful form of intervention for changing men’s violence-prone attitudes and possibly behaviors. Younger high-school and middle school dating violence programs offered in mixed gender contexts have been found effective in changing attitudes and behaviors, but these formats have not been compared with all-male formats to determine their relative efficacy as has been done with college men. There is also preliminary evidence supporting the efficacy of social norms media interventions to address men’s violence.

It is important that men who provide these programs work to develop strong alliances and accountable relationships with women doing this work, and that they examine how male privilege and sexism may impact their leadership. It is also necessary that prevention programs be designed which are relevant to the variety of men’s communities that exist based on ethnicity, sexual orientation, class, and other identities. Successful prevention programs are comprehensive, relevant, intensive, incorporate positive messages, and may employ one or more of the following strategies: fostering empathy towards victims, changing individual men’s attitudes and behaviors, teaching men to intervene against other men’s behavior, and using social marketing strategies to foster positive norms.