

## **INTRODUCTION TO NEGOTIATIONS AND CONTRACT CAMPAIGNS**

### ***Target Audience***

This course is open only to local union representatives with limited or no collective bargaining experience. We also welcome new units bargaining their first contract. This is your opportunity to attend an in-depth training session on collective bargaining—from the table to the campaign.

### **Why Take It?**

If you want to understand the why and how of negotiations and contract campaigns from start to finish, this program is for you. Learning by doing is this course's key feature, an approach that prepares you to be a full player in the bargaining process, from developing initial proposals and selecting the team to reaching a settlement while conducting a contract campaign aligned to the action at the table.

### **Key Objectives**

- Learn how active membership and community engagement are part of successful negotiations and a contract campaign.
- Learn the four phases of negotiations and contract campaigns
- Learn to lead a negotiations team from preparation to a tentative agreement.
- Learn to lead a contract action team from preparation to a tentative agreement.
- Learn table tactics and campaign tactics that will help your local win a successful collective bargaining agreement.
- Practice and hone these skills in a supportive environment.

### **Approach**

This course involves discussions, small-group exercises, a case study and direct presentation. You will receive a printed manual. In addition, to familiarize yourself with the case study, you will receive it by email a week in advance of the training.

**Note:** This course requires additional work outside of class. You will need a copy of your local's constitution and your contract for this course. A laptop for classwork is recommended. In addition, on Tuesday evening (June 24<sup>th</sup>), participants are expected to work through dinner up until 9 p.m.