Unit 9200

Civil Service Employees Association, Inc.
Local 1000, American Federation of State, County and Municipal Employees, AFL-CIO
Employees of Westchester County
"We Make Westchester Work"

Karen Pecora, *President*

Contract Negotiating Team Training

DATE: *Monday August 8th, 2011*
Tuesday August 9th, 2011 (2 parts)

TIME: *5:30pm – 6:00pm Registration*
6:00pm – 9:00pm Workshop

** *Light Dinner Served at 5:30pm* **

LOCATION: *WHITE PLAINS HIGH SCHOOL*
55O NORTH STREET, CLASSROOM B119
WHITE PLAINS, NEW YORK 10605

WORKSHOP DESCRIPTION:

This interactive workshop is one of three six-hour sessions on contract negotiations for local government units and private sector locals. It is designed for union officers and activists who wish to develop a strategy for the Contract Negotiating Team that accompanies the Labor Relations Specialists to the bargaining table to negotiate the unit's collective bargaining agreement.

WHO SHOULD ATTEND:

This workshop is open to any CSEA Unit 9200 members interested in becoming part of or learning more about the work of contract negotiating teams.

WORKSHOP GOALS:

The participants learn:

- ***The process and recommended criteria for selecting a negotiating team.***
- ***The duties and decision making dynamics of the negotiating team.***
- ***The purpose of ground rules for conducting negotiations.***
- ***Three basic techniques of bargaining and how they apply in a mock negotiation session.***

PLEASE BRING YOUR CONTRACT! (Call unit office, 914-995-2151 for contract)

TO REGISTER: Please call the Region 3 Office at (845) 831-1000 or (800) 757-2732

Training Is Provided by the CSEA Education & Training Department

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