



CONTRACT NEGOTIATIONS: TEAM TRAINING

DATE: Tues., January 17, 2012 and
Wed., January 18, 2012 (2 parts)

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

TIME: 5:30PM Registration
6:00PM – 9:00PM Program

LOCATION: CSEA Local 860 Office
595 West Hartsdale Ave., 1st Floor
White Plains, New York 10607

Description:

This interactive 2 part workshop is designed for union officers and activists who wish to develop a strategy for the Contract Negotiating Team that accompanies the Labor Relations Specialist to the bargaining table to negotiate the unit's collective bargaining agreement.

Topics Include:

- 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 TO THIS WORKSHOP!

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

Training is Provided by CSEA Education & Training Department