

Labor Education Workshop



Contract Negotiations: Team Training



Date: Tuesday, July 24, 2018
- and -
Wednesday, July 25, 2018

Time: 5:30 PM - 6:00 PM Registration
6:00 PM - 9:00 PM Program

Location: Westchester Community College
75 Grasslands Rd.
Classroom Building Room C100
Valhalla, NY 10595

To Register:

Please contact the CSEA Region 3 Office at (845) 831-1000 or (800) 757-CSEA to register. A light dinner will be provided. It is important to pre-register as the workshop attendance is used to determine the amount of materials and reservations for meals. Reasonable accommodations are available upon request. This workshop is open to the Region.

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 Specialist to the bargaining table to negotiate the unit's collective bargaining agreement.*

Who Should Attend:

This workshop is open to any local government/private sector CSEA member 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.*



Workshop presented by The CSEA Education and Training Department
Danny Donohue, President
CSEA, AFSCME Local 1000, AFL-CIO