Collective Bargaining

This is a three day class presented in cooperation with the Iowa Federation of Labor, AFL-CIO, focused on collective bargaining law, practices and skills, with a special emphasis on bargaining during a recession. The class is intended for union leaders and staff who are involved in bargaining. Topics will include:

- **Collective Bargaining Law:** Legal basis for bargaining rights (public and private sector).
- **Preparing and Mobilizing the Membership:** Harnessing the power of your members to win in collective bargaining.
- **Responding to Concessionary Demands:** Analyzing employer finances, evaluating power relationships, creative responses, etc.
- **Contract Language:** Reading and writing contract proposals.
- **Getting to Yes:** Successful techniques at the bargaining table.
- **Mediation:** Making the most effective use of mediators.
- **Impasse:** What happens if you can’t reach a voluntary agreement.

**WHEN:** Wednesday - Friday, January 20 - 22, 2010

**WHERE:** Iowa Memorial Union (NW corner of Madison and Jefferson Streets, Iowa City, Iowa)

**COST:** Early registration (at least 30 days prior) is $200 per person; late registration is $225 per person – includes materials, instruction and parking (does NOT include housing - see below)

**TIME:** Sign-in from 8:30 a.m. to 9:00 a.m. on January 20. Program ends at 4:00 p.m. on January 22.

**DEADLINE:** Register by December 20, 2009, to avoid the $25 per person late fee

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SEND THIS FORM TO THE UNIVERSITY OF IOWA LABOR CENTER, 100 OAKDALE CAMPUS M210 OH, IOWA CITY, IOWA 52242-5000. PHONE REGISTRATION: CALL (319) 335-4146. FAX REGISTRATION: (319) 335-4464. ONLINE AND EMAIL REGISTRATION IS AVAILABLE AT HTTP://WWW.CONTINUETOLEARN.UIOWA.EDU/LABORCTR. MAKE CHECKS PAYABLE TO THE UNIVERSITY OF IOWA. A CONFIRMATION LETTER AND PROGRAM AGENDA WILL BE SENT TO EACH REGISTRANT APPROXIMATELY TWO WEEKS PRIOR TO THE PROGRAM.

NAME(S) ___________________________________________________________________________________________________________________________

HOME ADDRESS ________________________________________________________________________ UNION AND LOCAL # ____________________________

CITY/STATE/ZIP _________________________________________________________________________ HOME PHONE (_____)_________ – ___________

UNION TITLE/POSITION ______________________________________________________________________________________________________________

☐ Check enclosed ☐ I will pay on arrival

**HOUSING POLICY:** You will need to reserve and pay for your own housing directly with the Iowa House Hotel at (319) 335-3513. A block of rooms is being held under “Collective Bargaining” until December 20 at an approximate rate of $75 per night (taxes not included in this figure). A few rooms are being held for January 19, 2010.

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