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. Appropriate for both new and experienced bargainers. Topics will include:

- **Bargaining Update:** What’s going on in bargaining around the state and the country?
- **Collective Bargaining Law:** Legal basis for bargaining rights (public and private sector), what happens at impasse?
- **Bargaining Basics:** Drafting contract language, costing proposals, making persuasive arguments, making effective use of mediators, etc.
- **Standing Our Ground:** How would your union respond to an all-out bargaining attack? Mobilizing your members, your allies and your community to protect your contract.
- **Bargaining Simulation:** Each participant will get an opportunity to practice their bargaining skills in a realistic bargaining simulation.

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<tr>
<th>When:</th>
<th>January 23-25, 2013 (Wednesday - Friday)</th>
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<td>Where:</td>
<td>Iowa Memorial Union (on the Univ. of Iowa campus), Iowa City, IA</td>
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<td>Cost:</td>
<td>$200/person, includes materials and parking (Housing not included; see below for hotel information) Locals sending more than five participants are eligible for a discount</td>
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<td>Time:</td>
<td>Registration from 8:30-9:00 a.m. on January 23; program will conclude by 4:00 p.m. on January 25</td>
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TO REGISTER FOR THIS PROGRAM: Call the Labor Center at 319.335.4144, OR email us at labor-center@uiowa.edu, OR register online at [http://www.continuetolearn.uiowa.edu/laborctr/registration/registration.html](http://www.continuetolearn.uiowa.edu/laborctr/registration/registration.html). When registering by phone or email, please include the name(s) of the participant(s), union name and local #, mailing address, daytime phone #, and union title/position. If you plan to pay your registration fee in advance, make your check payable to The University of Iowa and mail it to: Labor Center, The University of Iowa, 100 BioVentures Center, Room W130, Iowa City, IA 52242-5000.

**Registration deadline:** January 7, 2013. A confirmation letter and program agenda will be sent to each registrant in advance of the program.

**HOUSING:** A block of rooms is being held at the Iowa House hotel (part of the Iowa Memorial Union) under “Labor Center – Collective Bargaining” for the nights of January 23 & 24 (rates: $70 or $90/night). **You will need to reserve and pay for your own housing directly with the Iowa House at 319.335.3513.** A small number of rooms are being held for the night of January 22 if you arrive the evening before the program begins. (Our block of rooms is guaranteed through December 23, reservations made after that date are on a space available basis.)

If you are a person with a disability who requires an accommodation in order to participate in a program, please contact the Labor Center in advance at 319.335.4144.

“I sure hope the negotiations go well.”

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