



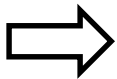
THE UNIVERSITY OF IOWA

Labor Center

Building the labor movement through education

Collective Bargaining

(Private Sector)



NEW Program Dates: February 2-4, 2016



This is a three-day class presented in cooperation with the Iowa Federation of Labor, AFL-CIO, focused on private sector collective bargaining. The class is intended for union leaders and staff who are involved in collective bargaining. Appropriate for both new and experienced negotiators. Topics will include:



- **Collective Bargaining Law:** Legal basis for bargaining rights; what happens at impasse?
- **Bargaining Climate:** How will the economy affect your bargaining experience?
- **Bargaining Basics:** Drafting contract language, costing proposals, making persuasive arguments, making effective use of mediators, etc.
- **Maximizing Your Power:** How can you make the best use of your strengths, your members, your allies and your community, to get the best contract?
- **Bargaining Simulation:** Each participant will get an opportunity to practice his/her bargaining skills in a realistic bargaining simulation.

When: **February 2-4, 2016 (Tuesday - Thursday)**

Where: **Iowa Memorial Union (on the Univ. of Iowa campus), Iowa City, IA**

Cost: **\$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*

Time: Registration from 8:30-9:00 a.m. on February 2; program will conclude by 4:00 p.m. on February 4

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>. 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 15, 2016.** 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 February 2 and 3 (rate: \$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 February 1 if you arrive the evening before the program begins. (Our block of rooms is guaranteed through January 2, 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.

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