

Advanced Negotiations and Bargaining Strategies

On-Line Workshop
August 3-23, 2009

This three week online workshop is designed to help bargaining committee members understand the process and strategies for negotiating a contract. Participants will conduct mock bargaining sessions and role plays and will learn from union leaders from across the country. Some familiarity with collective bargaining is not required but will be helpful.

Key Outcomes

- An understanding of the essential components of contract negotiations
- Resource information essential to bargaining strong contracts
- Practice as a participant in mock exercises

Register Now

Cost \$300

(10% discount for union locals sending 3 or more)

Online workshops are based on 3.3 hours per week for three weeks for a total of 10 hours online. The online workshops are available 24 hours a day for 21 days. To receive the certificate successful completion of six different online non-credit workshops is required.

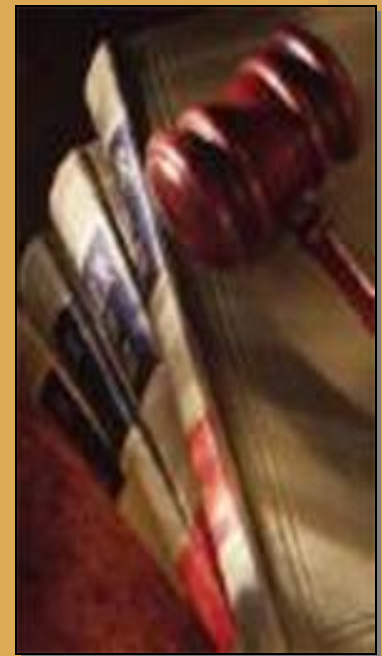
To register, e-mail

Alice Torres at amb27@cornell.edu or call (585) 262-4440



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Instructor

Arthur Wheaton is an industry education specialist based at the Cornell-ILR office in Buffalo, New York. A former AFSCME union steward and local union executive board member, Art has 13 years experience as a labor educator teaching collective bargaining, negotiations and conflict resolution for unions and management.

If you are interested in scheduling an on-site non-credit workshop in your city please call or email – Art Wheaton at (716)852-1444 x 116 or ACW18@CORNELL.EDU