



# Cornell Labor Leadership Skills Online Certificate

**Cornell Labor Leadership Skills training** is designed for current and future union officers and staff. This blended learning certificate encourages both on-line and/or classroom instruction to improve union leadership skills. Participants completing 6 workshops receive a certificate. These workshops can be any combination of classroom or online instruction. Union leaders who sign up for in-person instruction receive online access for that workshop. These skills based workshops help deepen the knowledge needed to build and re-build strong and effective organizations.

Please fax your registration to (585) 262-3715 or e-mail Alice M. Torres at amb27@cornell.edu

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip Code \_\_\_\_\_

Union \_\_\_\_\_ Position \_\_\_\_\_

Phone (Day) \_\_\_\_\_

Phone (Night) \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Date of Birth \_\_\_\_\_

I am enrolling in the following workshop(s)

- Costing Out Contract Proposals for Union Negotiators
- Strategic Political Action Skills

## Register Now!

### Payment By:

- AMEX  MasterCard  Discover
- Check  Money Order

Name on Card \_\_\_\_\_

Card No. \_\_\_\_\_

Expiration Date \_\_\_\_\_

Amount to Charge: \_\_\_\_\_

### Bill the following Organization:

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Cancellation Policy: Written notification of your withdrawal from this workshop must be received 3 days prior for a refund.

Signature \_\_\_\_\_

## Costing Out Contract Proposals for Union Negotiators

(Course Number LB409)

(On-Line)

**When:** October 5 – 25, 2009

This is a practical, how-to workshop to give union negotiators and bargaining committee members the skills they need to prepare for contract negotiations. Exercises are used throughout the workshop to illustrate how to calculate the projected costs of an agreement

**Workshop Fee:** \$300

(10% discount for unions sending 3 or more)

### Instructor

**Arthur Wheaton** is an industry education specialist based at the Cornell-ILR office in Buffalo. A former AFSCME union steward and local union executive board member, Art has 11 years experience as a labor educator teaching collective bargaining, negotiations and conflict resolution for unions.

## Strategic Political Action Skills

(Course Number LB512)

(On-Line)

**When:** October 5 – 25, 2009

This is a practical, how-to workshop to give union activists additional skills for political action. Two guest instructors from the United SteelWorkers and United Auto Workers provide labor and political action expertise. Exercises are used throughout the workshop to improve skills and tactics. This workshop will focus on how to manage political action activities for labor unions.

**Workshop Fee:** \$300

(10% discount for unions sending 3 or more)

### Instructors

**Arthur Wheaton**

**Sam Williams,**

Sam Williams is the CAP Director for UAW Region 9 in Buffalo, NY. Sam has extensive expertise in managing the political action activities for labor organizations.

**Frank Hotchkiss,**

Frank Hotchkiss is an organizer and political action coordinator for the United SteelWorkers District 4. Frank is also the Chair of the WNY Apollo Alliance and Blue Green Alliance.

**Send to a Friend**

If your union is interested in scheduling a credit course or non-credit workshop on-site, please call –Art Wheaton at (716)852-1444 x 116.