CONTRACT NEGOTIATIONS TRAINING sample topics

The list below includes a sampling of topics that can be covered in a contract negotiations class. If you are designing your own class with an instructor, you will identify the priorities and length of class that is right for your local.

- Economic Context; Introduction to Bargaining Strategy and Tactics and Membership
- Mobilization
- Getting ready – Setting Goals for the Negotiations Process
- Preparing the Local and Gathering Information
- Factors that Influence Bargaining Outcomes
- Preparing for Bargaining: S.W.O.T Analysis, Mapping and Charting, Mobilizing Members and Planning for Bargaining
- Researching the Employer
- Developing Contract Proposals
- Costing the Contract
- Interpreting Contract Language
- Table Tactics
  - Ground Rules
  - Negotiating Behaviors
  - Phases of Negotiations
  - Duty to Bargain
  - Questions and Information Requests
- Community Support