

LIUNA!

Feel the Power

LIUNA Public Employee Department Collective Bargaining Training AGENDA

Monday, October 27

8:00am - 8:30am	Welcome and Introductions
8:30 am – 10:00 am	Myers Briggs
10:00 am – 10:15 am	Break
10:15 am – 11:00 am	Review of Scenario and Team Assignments
11:00 am – 12:00 pm	Exercise - Get to Know Your Team
12:00 pm – 1:00 pm	Lunch
1:00 pm – 2:00 pm	Exercise – Factors that Influence Bargaining Strength
2:00 am – 4:00 pm	Preparing for Bargaining – Panel
4:00 pm – 5:30 pm	Teams Meet (initial proposals, complete priorities worksheet, ground rules) – Union team: submit request for information
6:00 pm – 7:00 pm	Dinner

Tuesday, October 28

8:00 am – 9:00 am	Drafting the CBA – Lecture and Exercise
9:00 am – 10:00 am	Law of Negotiations – Lecture
10:00 am – 11:00 am	Exercise – Selecting the Bargaining Team
11:00 am – 12:00 pm	Begin Negotiating Ground Rules
12:00 pm – 1:00 pm	Lunch
1:00 pm – 2:30pm	Breakout 1 - Federal Sector Bargaining
1:00 pm – 2:30 pm	Breakout 2 - Costing Out a Bargaining Proposal
2:30 pm – 2:45 pm	Break
2:45 pm – 4:00 pm	Bargain Ground Rules
4:00 pm – 4:30 pm	Report Back on Bargaining Status (to mentors)
4:30 pm – 5:00 pm	Meet with Party of Interest (to Union or Management)

Wednesday, October 29

8:00 am – 9:00 am	Deadline to Negotiate Ground Rules
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9:00 am – 11:00 am	Direct Negotiations
11:00 am – 12:00 pm	Report Back on Bargaining Status (to Union or Management)
12:00 pm – 1:00 pm	Lunch
1:00 pm – 3:00 pm	Direct Negotiations
3:00 pm – 3:30 pm	Report Back on Bargaining Status (to mentors)
3:00 pm – 4:00 pm	Report Back on Bargaining Status (to Union or Management)
4:00 pm - 5:00 pm	Direct Negotiations

Thursday, October 30

8:00 am – 10:00 am	Direct Negotiations
10:00 am – 10:30 am	Report Back on Bargaining Status (to mentors)
10:30 am – 11:00 am	Report Back on Bargaining Status (to Union or Management)
11:00 am – 12:00 pm	Direct Negotiations
12:00 pm – 1:00 pm	Lunch
1:00 pm – 2:00 pm	Introduction to Mediation - FMCS
2:00 pm – 3:30 pm	Direct Bargaining/ DEADLINE
3:30 pm – 4:30 pm	Party of Interest Ratification
5:00 pm	Banquet at LIUNA Headquarters

Friday, October 31

8:00 am – 9:00 am	Debrief on bargaining status/preparation for mediation
9:00 am- 11:00 am	Mediation
11:00 am – 12:00 pm	Debrief and Evaluations
12:00 pm	Departure