

Labor Education Workshop



Contract Negotiation Strategies: Maximizing Our Leverage



Date: Saturday, February 8, 2020

Time: 8:30 AM - 9:00 AM Registration
9:00 AM - 3:30 PM Program

Location: CSEA Local 834
5818 Heritage Landing Drive
East Syracuse, NY 13057

To Register:

Please contact the CSEA Central Region 5 Office at (315) 433-0050 or (800) 559-7975 to register. A light dinner will be provided. It is important to pre-register as the workshop attendance is used to determine the amount of materials and reservations for meals. Reasonable accommodations are available upon request. This workshop is open to the Region.

Workshop Description:

This interactive workshop is designed for local government units and private sector locals union officers and activists; who want to maximize the union's leverage in contract negotiations by organizing a contract committee, sometimes referred to as a Contract Action Team or CAT. A CAT is a representative group of local/unit activists who help to plan and implement both the contract negotiations and the contract campaign that accompanies the negotiations.

Who Should Attend:

This workshop is open to any local government/private sector CSEA member interested in becoming part of a Contract Action Team or Contract Committee.

Workshop Goals:

That participants come away with a basic understanding of

- *What distinguishes collective bargaining from other forms of contract negotiations*
- *Why it's important for union negotiators to stay mindful of their leverage throughout the negotiations*
- *How the union's leverage is impacted by the impasse procedures under the Taylor Law or the effect of contract expiration under the NLRB for private sector negotiations*
- *Why planning and implementing a contract campaign is vital to maximizing the union's leverage.*



Please Bring Your Contract!!!

Workshop presented by: CSEA Education & Training Department

CSEA, AFSCME Local 1000, AFL-CIO
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