

# Labor Education Workshop



## Contract Negotiations: Team Training



**Date:** Wednesday, June 5, 2019  
- and -  
Thursday, June 6, 2019

**Time:** 5:30 PM - 6:00 PM Registration  
6:00 PM - 9:00 PM Program

**Location:** Quality Inn & Suites  
8250 Park Road  
Batavia, New York 14020

### To Register:

*Please contact the CSEA Western Region 6 Office at (716) 691-6555 or (866) 568-7734 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 one of **three six-hour** sessions on contract negotiations for local government units and private sector locals. It is designed for union officers and activists who wish to develop a strategy for the Contract Negotiating Team that accompanies the Labor Relations Specialist to the bargaining table to negotiate the unit's collective bargaining agreement.*

### Who Should Attend:

*This workshop is open to any local government/private sector CSEA member interested in becoming part of or learning more about the work of contract negotiating teams.*

### Workshop Goals:

*The participants learn:*

- *The process and recommended criteria for selecting a negotiating team.*
- *The duties and decision-making dynamics of the negotiating team.*
- *The purpose of ground rules for conducting negotiations.*
- *Three basic techniques of bargaining and how they apply in a mock negotiation session.*



### Please Bring Your Contract!!!

Workshop presented by The CSEA Education and Training Department  
Danny Donohue, President  
CSEA, AFSCME Local 1000, AFL-CIO