

Webinar on

Successfully Negotiating The Labor Agreement

This Webinar is intended to outline the concepts of successful negotiation highlighted by learning the preparation, Tactics, Methods of getting Agreement.

PRESENTED BY:

Gerry McLaughlin , Ms. IR, is the author of “Negotiating The Labor Agreement” His experience covers 40 years of successfully negotiating over 500+ labor contracts in varied industries as Executive Director and Vice President for Fortune 100 Companies and in areas, such as, but not limited to, Manufacturing, Distribution, Telecom, Retail, Healthcare & Senior Care, Food Services, Housekeeping & Facilities.

On-Demand Webinar

Duration : 90 Minutes

Price: \$200

Webinar Description

Selecting the right Negotiations team, Understand the Union Team.

Preparation to Negotiate, Learn How to Listen, Understand the Tactics & Techniques of Negotiation, Learn the Do's & Don'ts of Negotiation.

Find out What The Union's Priorities Are? Practice how to Cost Out The Labor Agreement. Develop Time Tested Strategies Negotiations. Utilize Effective Clausing, Obligations of the Offer Counteroffer Process? When to use Employer Pressure Tactics, Learn The Ways To Say No, Create Movement At The Table. Develop The Final Package.

How to be successful with the Tool To Prepare for a Strike., Are You engaging in Side meetings? What To Do In the Event your Union Fails to get Ratification of the Agreement? How to deal with Work Stoppages. When to consider using a Mediator?



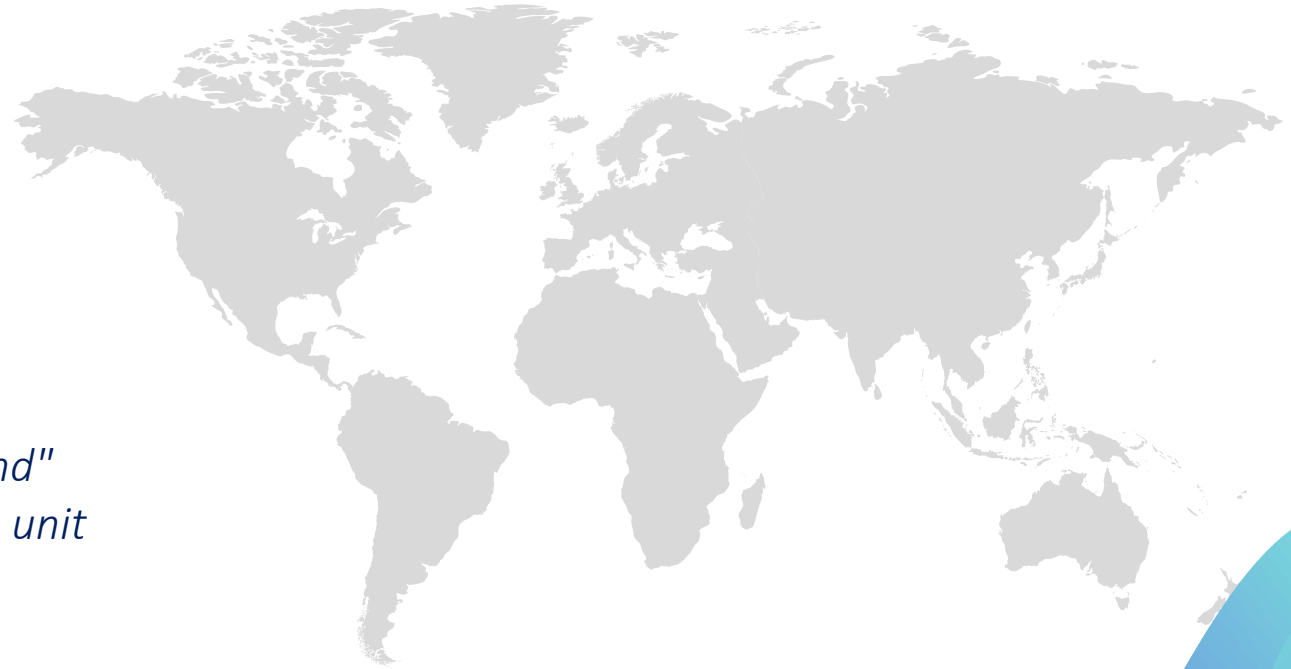
Who Should Attend ?

Directors

Vice Presidents

Managers

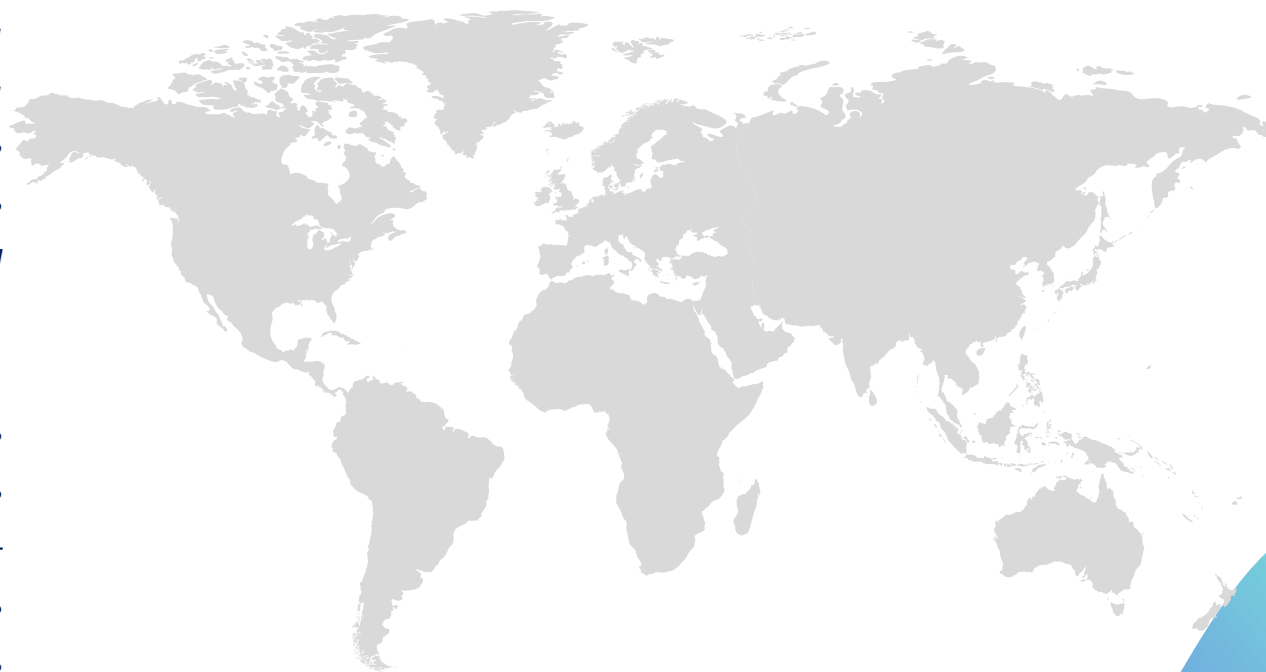
HR or Operations this webinar is a "must-attend" for anyone with a current or future bargaining unit responsibility



Why Should Attend ?

This Webinar is intended to outline the concepts of successful negotiation highlighted by learning the preparation, Tactics, Methods of getting Agreement. We will address the needs of the Employer and the Union building the Relationship upon which this Agreement will stand for years to come.

We will discuss The Art of Listening, getting the process moving at the table, you will learn the way to write effective clausings and how to cost out your labor Agreement. You will learn the use of Employer Pressure tactics and how to handle Union Pressure tactics to come to an agreement. You will understand how to NOT to bargain against yourself but move the process towards an agreement.



To register please visit:

www.grceducators.com
support@grceducators.com
740 870 0321