

Strengthening  
Iowa through  
**worker  
education**

**NEGOTIATION**

**IOWA**

**Labor Center**

**Collective  
Bargaining**  
(for private sector unions)  
**January 26-28, 2022**

**Iowa Memorial Union (University of Iowa campus), Iowa City**

**COST: \$300 per person**

Housing, meals and parking are not included in the registration fee (see below for housing information)  
Program check-in: 8:30-9:00 a.m. on Wednesday, January 26; program will end by 5:00 p.m. each day

A three-day class intended for private sector union leaders and staff who are involved in collective bargaining. Appropriate for both new and experienced negotiators. Topics will include:

- **Collective Bargaining Law:** Legal basis for bargaining rights; what happens at impasse?
- **Bargaining Basics:** Drafting contract language, costing proposals, making persuasive arguments, making effective use of mediators
- **Maximizing Your Power:** How can you make the best use of your strengths, your members, your allies and your community, to get the best contract?
- **Bargaining Simulation:** Each participant will get an opportunity to practice bargaining skills in a realistic bargaining simulation

**TO REGISTER:**



**319.335.4144**



**labor-center@uiowa.edu**



**[http://bit.ly/LC\\_Program\\_Registration](http://bit.ly/LC_Program_Registration)**

**REGISTRATION DEADLINE: Monday, January 10**

When registering, please include the participant name(s), union title/position, union name and local #, mailing address, email, and daytime phone #. Registration fees should be paid by check (made payable to The University of Iowa) and mailed to Labor Center, The University of Iowa, 100 BioVentures Center, Room W130, Iowa City, IA 52242-5000.

**Housing:** Room block held at the Iowa House hotel (part of the Iowa Memorial Union) for the nights of Jan. 26 & 27 (\$95/night, reference "Labor Center" block when you reserve). Reserve and pay for housing directly with the **Iowa House at 319.335.3513.**

*Individuals with disabilities are encouraged to attend all University of Iowa-sponsored events. If you are a person with a disability who requires an accommodation in order to participate in a program, please contact the Labor Center in advance at 319.335.4144.*

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