



THE UNIVERSITY OF IOWA

# Labor Center

*Building the labor movement through education*

## Collective Bargaining for Private Sector Unions

This is a three-day class presented in cooperation with the Iowa Federation of Labor, AFL-CIO, focused on private sector collective bargaining. The class is intended for 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, etc.
- **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.



When:	<b>January 24-26, 2018 (Wednesday - Friday)</b>
Where:	<b>Iowa Memorial Union (on the Univ. of Iowa campus), Iowa City, IA</b>
Cost:	<b>\$250/person</b> , includes materials and parking (Housing not included; see below for hotel information) <i>Locals sending five or more participants are eligible for a discount</i>
Time:	Registration from 8:30-9:00 a.m. on January 24; program will conclude by 4:00 p.m. on January 26

**TO REGISTER FOR THIS PROGRAM:** Call the Labor Center at 319.335.4144, OR email us at [labor-center@uiowa.edu](mailto:labor-center@uiowa.edu) OR register online at <https://laborcenter.uiowa.edu/forms/ui-labor-center-campus-program-registration>. When registering by phone or email, please include the name(s) of the participant(s), union name and local #, mailing address, daytime phone #, and union title/position. If you plan to pay your registration fee in advance, make your check payable to The University of Iowa and mail it to: Labor Center, The University of Iowa, 100 BioVentures Center, Room W130, Iowa City, IA 52242-5000.

**Registration deadline: January 10, 2018.** A confirmation letter and program agenda will be sent to each registrant in advance of the program.

**HOUSING:** A block of rooms is being held at the Iowa House hotel (part of the Iowa Memorial Union) under "Labor Center – Collective Bargaining" for the nights of January 24 and 25 (rate: \$95/night). **You will need to reserve and pay for your own housing directly with the Iowa House at 319.335.3513.** A small number of rooms are being held for the night of January 23 if you arrive the evening before the program begins. (Our block of rooms is guaranteed through December 24, 2017, reservations made after that date are on a space available basis.)

*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.*