



**School for Workers**  
UNIVERSITY OF WISCONSIN-MADISON

# Essentials of Bargaining

Dec 2-4 | 8:30am-4:30pm  
in Madison, WI

Register by Nov 13 | Class fee: \$640

*Register by calling 608-262-2112 or online at  
[schoolforworkers.wisc.edu](http://schoolforworkers.wisc.edu).*

## EDUCATION FOR WORKPLACE DEMOCRACY

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### ABOUT SCHOOL FOR WORKERS

School for Workers is the original university-based labor education program in the United States. The School's faculty and staff empower workers, unions, and labor advocates through teaching, research, and outreach.

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### CONTACT US

UW-Madison  
Dept. of Labor Education  
School for Workers

610 Langdon St. Rm 229  
Madison, WI 53703

[schoolforworkers.wisc.edu](http://schoolforworkers.wisc.edu)

ph: 608-262-2112

### You will learn:

- Steps of collective bargaining process
- Strategic and tactical planning
- Utilizing the strength of membership
- Bargaining health care and benefits
- Understanding labor laws and the National Labor Relations Board



**Great as a standalone class or when  
matched with Advanced Bargaining Tools  
for a discounted pairing rate of \$900.**