



Bargaining Institutes



Blended Institute

A five-week institute that blends self-paced learning with virtual classroom activities and discussion



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Register online at
schoolforworkers.wisc.edu



All registrants will receive a tutorial prior to the class start date addressing online learning best practices and how to easily navigate their online institute. Additionally, faculty and staff will be available throughout your institute to help and ensure your success!

Preparing for Bargaining

Mon, Nov 2 – Sun, Nov 22 | Tuition: \$185
Register by: Fri, Oct 30

What are the things your union needs to accomplish before you sit down to negotiate with your employer? This institute will guide you through the steps of preparing for collective bargaining in a way that positions you for success. You will learn about:

- Factors that influence bargaining
- The bargaining process
- Research and analysis
- Mobilizing members
- Developing a bargaining plan and campaign
- Drafting proposals

At the Table: The Negotiations Process

Mon, Nov 30 – Sun, Dec 20 | Tuition: \$185
Register by: Fri, Nov 27

Your union has done its planning and preparation, and now it is time to negotiate. What does this look like? This institute will educate you about what a union does during the bargaining process in its effort to reach a successful settlement. You will learn about:

- Bargaining table do's and don'ts
- Consensus decision-making
- Costing economic proposals
- Labor law and bargaining in good faith
- Member activities
- Impasse, mediation and strikes

Program Information

Fall 2020 Institutes

All fall 2020 institutes will be held online through various formats. For more info or a full list of upcoming institutes, visit schoolforworkers.wisc.edu.

Registration & Payment

Register online at schoolforworkers.wisc.edu the Friday prior to the class start date. Tuition is due 24-hours prior to your class start date and is accepted only online at charge.wisc.edu/schoolforworkers.

Contact us

School for Workers is available to you remotely and actively continuing our mission.
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