

# Collective Bargaining Institute



## School for Workers UNIVERSITY OF WISCONSIN-MADISON

### Tuition and registration

Register by Nov 09 | Tuition: \$1,095

### How to register

**Call:** Call the main office Monday through Friday, 8:30 a.m. – 4:30 p.m. (CT) at 608-262-2112.

**Online:** Scan the QR code or go to [schoolforworkers.wisc.edu/register](https://schoolforworkers.wisc.edu/register) to register online.

### How to make a payment

**Check:** Send a check payable to UW-Madison to School for Workers, 610 Langdon Street, Rm 229, Madison, WI 53703.

**Credit card:** Visit [charge.wisc.edu/schoolforworkers](https://charge.wisc.edu/schoolforworkers) for online credit card payments.

### Contact us

**Phone:** 608-262-2112

**E-mail:** [schoolforworkers@dcs.wisc.edu](mailto:schoolforworkers@dcs.wisc.edu)



### About the institute

This comprehensive training program will prepare your union's negotiating team with the knowledge and skills needed for the entire bargaining process. Participants will enjoy detailed educational presentations and engage in discussions and hands-on exercises, including a negotiations simulation. We will learn about:

- ✓ Sources of bargaining power
- ✓ Preparation, planning, and research
- ✓ Labor law for collective bargaining
- ✓ Writing contract language and costing economic proposals
- ✓ Bargaining table conduct and tactics
- ✓ Maximizing member involvement and communications



### When

Dec 09-13, 2024 | Mon – Thu, 8:30 a.m. – 4:30 p.m. and Fri, 8:30 a.m. – 12:00 p.m.



### Where

UW-Madison Fluno Center | 601 University Ave, Madison, WI 53715

Participants are responsible for arranging their own lodging and parking. To reserve your room, call the Fluno Center at 608-441-7117 or go online to [go.wisc.edu/fh92h4](https://go.wisc.edu/fh92h4).



### More info

Institutes are intended for union members, officers, and staff seeking to advance their knowledge and skills. Residential institutes are high-quality, noncredit courses taught in-person by university faculty.