

Collective Bargaining Institute



December 7 - 11, 2026

@ UW-Madison Fluno Center



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.

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

2026 - 2027 institute

Register by: November 6, 2026

Call 608-262-2112 or go online to
schoolforworkers.wisc.edu/register.



schoolforworkers.wisc.edu