

LERC—Coming Events

LEADERSHIP SCHOOLS

MARCH 12-13, 2010 METRO II **PORTLAND**
New Class!

- Speaking with Authority
- Introduction to Labor Law
- Advanced Grievance Handling
- Labor History I: From Colonial Times to the Great Depression

APRIL 24, 2010 **EUGENE-SPRINGFIELD & BEND**
New Class!

- Bargaining to Win
(Class offered by Video Conference, details to follow.)

CONFERENCES & MULTI-DAY

PERC XXVI *APRIL 8, 2010*
SALEM CONFERENCE CENTER, SALEM OR

PNLHA CONFERENCE *JUNE 11-12, 2010*
(Pacific NW Labor History Association)
UO WHITE STAG BLDG. PORTLAND OR

SUMMER INSTITUTE FOR UNION WOMEN *JULY 6-10, 2010*
REED COLLEGE CAMPUS, PORTLAND OR

AFL-CIO SUMMER SCHOOL *AUGUST 6-8, 2010*
UO CAMPUS, EUGENE OR

FOR MORE INFORMATION PLEASE CALL THE
LERC EUGENE OFFICE AT 541-346-5054
LERC PORTLAND OFFICE AT 503-412-3721

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UNIVERSITY OF OREGON
LABOR EDUCATION AND RESEARCH CENTER
1289 University of Oregon, Eugene OR 97403-1289

COLLECTIVE BARGAINING INSTITUTE
Menucha Retreat Center
Corbett, Oregon—December 6-11, 2009

The University of Oregon is an equal-opportunity, affirmative-action institution committed to cultural diversity and compliance with the Americans with Disabilities Act. This publication will be made available in accessible formats upon request. Accommodations for people with disabilities will be provided if requested in advance.

LABOR OREGON
LERC

COLLECTIVE BARGAINING INSTITUTE

MENUCHA RETREAT CENTER • CORBETT OR
DECEMBER 6-11, 2009

**FACING TOUGH
CONTRACT NEGOTIATIONS?**

**NERVOUS ABOUT THE
RECENT ECONOMIC CRISIS
AND ITS IMPACT ON WORKERS
AND COMMUNITIES?**

**WONDERING WHAT TO
DO ABOUT BARGAINING
HEALTHCARE COVERAGE
& COSTS?**

**INTERESTED IN ENGAGING
MEMBERS IN THE FIGHT TO
WIN A GOOD CONTRACT?**



UNIVERSITY OF OREGON

This Intensive Course is designed for union staff and leaders who have a key role in labor negotiations. The training will cover the wide spectrum of activities related to hammering out a winning contract in both the public and private sectors. Prior to enrolling in this course, it is strongly recommended that participants have experience as a member of a union negotiation committee.

The Program will Cover

- *Developing a Contract Campaign*
- *Preparation of Initial & Counter Proposals*
- *Using Research to Develop Your Strategy*
- *Developing the Negotiating Committee*
- *Getting Members Informed & Involved*
- *Using Economic Data in Bargaining*
- *Table Techniques & Strategies*
- *The Challenge of Bargaining Healthcare*
- *Post Expiration & Ratification Strategies*

Participants will learn how to develop and carry out effective bargaining strategies, both at the table and in other arenas, focusing on what it takes to build bargaining power. Substantial discussion will take place on what the union can do to maximize its strength away from the bargaining table.

There will be a bargaining simulation which will be videotaped and critiqued.

Enrollment Limited

This residential seminar is limited to 30 participants. **Registrants must submit a deposit of \$250 to reserve a spot in the program.** Cancellations after Wednesday, November 25 will forfeit the deposit.

If you cancel after Wednesday, December 2 your union can send a substitute. Otherwise your organization will be charged the full registration fee.

FOR MORE INFORMATION contact Lynn Feekin at the Labor Education and Research Center, (541) 346-2789, or email: feekin@uoregon.edu

Institute Schedule

Sessions begin:

Sunday, December 6, 7:00 p.m.

Sessions conclude:

Friday, December 11, 12:00 noon

NOTE: This is an intensive seminar, and will require evening work in small groups. Commuters are expected to participate in all evening sessions on Sunday, Monday, Tuesday, & Wednesday nights of the program.

Fees

RESIDENTS— \$975 (single occupancy)
\$875 (double occupancy)

Resident meals start with Monday breakfast, end with Friday breakfast. Refreshments and lodging are included in the resident fees.

COMMUTERS— \$775—includes Monday-Thursday lunches, Monday, Tuesday and Wednesday dinners, and refreshments.

Location

Menucha Retreat Center
38711 Historic Columbia River Hwy
Corbett, Oregon 97019

The Menucha Retreat Center is approximately 30 miles from Portland.

Faculty

PROGRAM COORDINATOR

Lynn Feekin, Labor Education & Research Center

LEAD INSTRUCTORS

Greg Schneider, Former Field Director, AFSCME Council 75

Ron Teninty, Former International Representative, Teamsters Union

OTHER SESSIONS

LERC faculty and practitioners with substantial expertise and experience in bargaining.

COLLECTIVE BARGAINING INSTITUTE DECEMBER 6-11, 2009

Complete a registration form for each person attending

NAME _____

STREET ADDRESS _____

CITY _____

STATE _____

ZIP _____

UNION AFFILIATION _____

POSITION IN UNION _____

BEST PHONE # TO REACH YOU (INCLUDE AREA CODE) _____

E-MAIL ADDRESS _____

Public Sector

Private Sector

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Enclosed is a deposit check for \$250, payable to LERC.

Residential—Fees

Single (Limited Number) \$975

Double \$875

Preferred Roommate _____

Commuter—Fee \$775

When we confirm your registration we will send additional information and directions.

Mail Registration to:

LERC—Collective Bargaining Institute
1289 University of Oregon
Eugene OR 97403-1289

Or Fax to: (541) 346-2790