

LERC—Coming Events

LEADERSHIP SCHOOLS —2009

JANUARY 30–31, 2009

NEWPORT

- CONTRACT CAMPAIGNS
- BASIC GRIEVANCE HANDLING

MARCH 13–14, 2009

EUG/SPR

- COMMUNICATION SKILLS
- TABLE TACTICS (COLLECTIVE BARGAINING)

MAY 8–9, 2009

METRO—PORTLAND

- BASIC GRIEVANCE HANDLING
- CURRENT TRENDS IN THE LABOR MOVEMENT
- PREPARATION FOR ARBITRATION
- PROBLEM SOLVING & CONFLICT RESOLUTION
- TURNING MEMBERS INTO UNIONISTS

CONFERENCES & MULTI-DAY

AFL–CIO LEGISLATIVE CONFERENCE

JANUARY 24, 2009

PORTLAND, OR

AFL–CIO SUMMER SCHOOL

AUGUST 7–9, 2009

EUGENE, OR

FOR MORE INFORMATION PLEASE CALL THE
LERC EUGENE OFFICE AT 541-346-5054
LERC PORTLAND OFFICE AT 503-725-3295

lerc.oregon.edu

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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 7-12, 2008

**By Popular Demand —
School extended one full day!**

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LABOR OREGON
LERC

COLLECTIVE BARGAINING INSTITUTE

MENUCHA RETREAT CENTER • CORBETT OR
DECEMBER 7-12, 2008

**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 November 28 will forfeit the deposit.

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

Institute Schedule — Now One Day Longer!

Sessions begin:

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

Sessions conclude:

Friday, December 12, 12:00 noon

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

Fees

RESIDENTS— ~~\$935 (single occupancy)~~
\$835 (double occupancy)

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

COMMUTERS— \$735—includes Monday-Thursday lunches, Monday, Tuesday and Wednesday dinners, and refreshments.

Location

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

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 7-12, 2008

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

Registrants must submit a deposit of \$250 to reserve a spot in the program. Cancellations after November 28 will forfeit the deposit.

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

Residential—Fees

~~Single (Limited Number) \$935~~

SORRY— NO MORE SINGLE ROOMS AVAILABLE!

Double \$835

Preferred Roommate _____

Commuter—Fee \$735

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