



## LERC Virtual Collective Bargaining Institute May 3–7, 2021



This program designed for union leaders and staff who have a key role in contract negotiations. Participants will attend half-day classes via zoom, where they will learn the fundamentals of collective bargaining from our seasoned teaching staff. The majority of the program involves hands-on, small group work, providing participants with concrete lessons and tools you can immediately put into practice, including 5 hours of bargaining simulation.

### Topics include:

- Legal considerations in both the public and private sector
- Contract costing
- How to develop and effectively manage bargaining teams
- Writing and presenting proposals
- The psychology of negotiations
- Packaging proposals and finding a settlement
- Best practices for virtual bargaining
- Contract campaigns in the COVID era

**The Collective Bargaining Institute** is perfectly suited for everyone from new bargaining team members looking for an introduction to bargaining best practices to seasoned staff wanting to sharpen their skills at the table or develop more sophisticated contract campaigns.

For more information: <https://lerc.uoregon.edu/cbi2021>  
Mark Brenner, (413) 896-4726, [mbrenner@uoregon.edu](mailto:mbrenner@uoregon.edu)

