

# Is Your District Feeling the Squeeze?



In these difficult economic times, your district's negotiations team could be faced with contentious issues and a tough round of bargaining. Whether your district is self-represented or utilizes the services of a professional negotiator, NJSBA's bargaining conferences will help your board be knowledgeable and effective.

## Learn to Negotiate Effectively in Tight Times at NJSBA's Bargaining Conferences.



### Intermediate Bargaining

**September 30** • 9:00 a.m. - 4:15 p.m.

RWJ Hamilton Conference Center,  
Mercerville

This program focuses on what actually happens at the bargaining table; how to begin, what to expect and how to respond. Topics include:

- The Mechanics of Bargaining (ground rules, timing, procedures)
- Analyzing Union Demands
- Using Comparative Data
- At-the-Table Techniques
- Impasse Procedures

Academy Credits: 2 • Core Area for CBM: Labor Relations •  
Core Areas for MBM: Labor Relations, School Law

### Advanced Bargaining

**November 18-19** • Saturday, 8:30 a.m. — Sunday noon

The Sheraton Parsippany, Parsippany

This weekend workshop gives you a unique hands-on opportunity to plan your bargaining strategies and engage in face-to-face bargaining. The weekend includes:

- **An All-Day Bargaining Simulation**  
Where, as a member of a bargaining team in a mock school district, you apply and practice your bargaining skills in a risk-free environment.
- **An Evaluation of Your Bargaining Effectiveness**  
Where the professional negotiator assigned to your team evaluates your progress and provides constructive advice that will be invaluable in your real district's negotiations.

Academy Credits: 5 • Core Areas for CBM: Labor Relations, Relationships • Core Areas for MBM: Group Dynamics, Labor Relations

**Cancellation Policy:** A fee will be charged for cancellations made within 10 working days of the program. \$25 fee for Preparing or Intermediate Bargaining; \$50 for Advanced Bargaining. Cancellations made within 72 hours and no-shows will be charged the full fee. For possible program cancellations due to inclement weather, call 609-392-2000.

**To Register:** Call NJSBA's Labor Relations Department at 609-278-5224, fax: 609-695-0413; or complete the coupon below.

Please register me for the following **Bargaining Conferences:**

- Intermediate Bargaining** September 30, 2006 @ \$125 (\$250 each for non-members)
- Advanced Bargaining** November 18-19, 2006
- Single occupancy @ \$395 each     Double occupancy @ \$355 each     Commuter @ \$315 each
- Fees include hotel accommodations, all meals, refreshments, and materials.
- Payment enclosed     Bill Board (P.O. must accompany registration form)

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_

DISTRICT: \_\_\_\_\_ COUNTY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: (h) \_\_\_\_\_ (b) \_\_\_\_\_

FAX: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

**Return to:** New Jersey School Boards Association, Labor Relations Department  
413 W. State Street, P.O. Box 909, Trenton, New Jersey 08605-0909 or FAX: 609-695-0413

\*If you wish to be billed and a voucher is required for your records, please send it with your registration to avoid duplication. Travel directions will be provided when your registration is confirmed.