

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.