

Advanced Bargaining

Put it all together—
a hands on experience



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.

The agenda includes:

SATURDAY Preparing for the Bargaining Simulation

9:30 a.m. — 1:30 p.m.

- Receive your specific role and assignment to a bargaining team.
- Work with team members who have varying perspectives and interests.
- Analyze the issues under negotiations.
- Develop your team's strategies.
- Resolve differences among team members.

The Bargaining Simulation: At-the-Table

1:30 p.m. — 10:30 p.m.

- Apply and refine your bargaining skills.
- Become comfortable with the atmosphere of face-to-face negotiations.
- Practice making proposals and counterproposals.
- Test your sense of timing.
- Choose what to say and how to say it.

SUNDAY Evaluation of the Negotiations Simulation

9 a.m. — noon

- Receive individualized feed-back from the professional negotiator assigned to your team.
- Hear the experts' observations of team behaviors and their effect on outcomes.
- Link lessons learned to real issues encountered in your district.

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

Cancellation Policy: A \$50 fee will be charged for cancellations made within 10 working days of the program. 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 **Advanced Bargaining** November 18-19, 2006

Single occupancy @ \$395 each Double occupancy @ \$355 each Commuter @ \$315 each

Fees include hotel accommodations (if applicable), 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.