

IS YOUR DISTRICT FEELING THE SQUEEZE?



Whether your district is self-represented or uses the services of a professional negotiator, NJSBA's bargaining conferences will help your board negotiate more effectively.

Negotiate Effectively in Tight Times

1 Preparing for Bargaining

September 15

9:00 a.m. - 4:15 p.m.

RWJ Hamilton Conference Center,
Mercerville

This fast-paced program will guide you through the preparation activities and legal framework critical to effective bargaining. Topics include:

- The Board's Obligations and Rights
- The Roles of the Bargaining Team and the Board
- Costing Out the Current Agreement
- Developing Board Proposals

Academy Credits: 2
Core Area for CBM: Labor Relations
Core Area for MBM: Labor Relations

2 Intermediate Bargaining

September 29

9:00 a.m. - 4:15 p.m.

RWJ Hamilton Conference Center,
Mercerville

Learn what happens at the bargaining table; 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

3 Advanced Bargaining

December 1-2

Saturday, 8:30 a.m.— Sunday 12 p.m.

Lakeside Conference Center,
Plainsboro

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

- **All-Day Bargaining Simulation**
Through role-playing activities, you apply and practice your bargaining skills in a risk-free environment.
- **Bargaining Effectiveness** A professional negotiator will be assigned to your team to evaluate your progress and to provide valuable, constructive advice for your district's negotiations.

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

Cancellation Policy: Cancellations made up to 10 working days prior to the program date will be refunded the entire registration fee. Cancellations made between 10 working days and 72 hours of the program date will be charged \$25. Cancellations made within 72 hours and no shows will be charged the full fee. For possible cancellations due to inclement weather, call (609) 392-2000.

For more information and registration call (888) 886-5722, ext. 5217 or (609)278-5217

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

- Preparing for Bargaining** September 15, 2007 @ \$125 (\$250 for non-members)
- Intermediate Bargaining** September 29, 2007 @ \$125 (\$250 for non-members)
- Advanced Bargaining** December 1-2, 2007 @ \$330 (\$660 for non-members)
Fees include all meals, refreshments, and materials. Room reservations must be made separately, directly through Lakeside Conference Center at 800-564-6194.
- Payment enclosed Bill Board (P.O. must accompany registration form)

IMPORTANT NOTICE:

The new "school district accountability" law places travel restrictions on school board members. Advanced travel approval is required. For details, visit www.njsba.org/accountabilityact/

NAME: _____ TITLE: _____
 DISTRICT: _____ COUNTY: _____
 ADDRESS: _____
 PHONE: (h) _____ (b) _____
 FAX: _____ E-MAIL: _____

Return to: New Jersey School Boards Association, Business Department, Attention: Heidi Bullock
413 W. State Street, P.O. Box 909, Trenton, New Jersey 08605-0909 or FAX: (609) 695-2934

*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.