



## Teamsters Leadership Academy **2019 Schedule**

The Training and Development Department has developed an online registration site for TLA classes. Please use the following link to register for any of the 2019 classes listed below: <http://ibt.io/tla2019>. If you have questions regarding registration or the classes offered, please call the department at 202-624-8117.

### **Bargaining - How to Negotiate Strong Teamster Contracts**

**Date:** March 12-15, 2019

**Location:** Teamsters Local 2010, Bellflower, CA

**Fee:** \$200.00

**Overview:** This four-day program is designed for those who are responsible for bargaining labor contracts in the private and public sectors. It will cover the legal aspects of collective bargaining, the bargaining time line, company research, building membership solidarity, and all manner of bargaining table strategies and tactics (including costing, contract language, use of caucuses and sidebars, etc.) A variety of methods are used including class discussion, mock bargaining and interactive games.

### **Business Agent Skills in Survival (BASIS)**

**Dates:** April 1-5 or October 21-25, 2019

**Location:** IBT Headquarters, Washington, DC

**Fee:** \$250.00

**Overview:** This five-day program provides an overview of the skills and knowledge needed to be successful as a Teamster business agent. Subjects include: organizing your work, effective representation, collective bargaining, organizing, political action, and membership mobilization.

### **Organizing for JUSTICE and POWER!**

**Date:** June 10-14, 2019

**Location:** Teamsters Local 107, Philadelphia, PA

**Fee:** \$250.00

This five-day program for local union organizers and staff will teach participants how to build a successful organizing local by following the steps of the IBT Comprehensive Campaign Strategy. Through a case study, strong emphasis will be on guidelines and principles needed for building a successful campaign while dealing with today's organizing challenges and obstacles.

**Leadership Development: Building a Strong Local Union Through Effective Leadership**

**Date:** August 27-29, 2019

**Location:** Teamsters Local 237, New York, NY

**Fee:** \$150.00

**Overview:** Is there a difference between managing and leading? Labor unions historically focus on rapid response to challenges in the workplace and the nation. This course will provide a view of leadership that includes looking at the organization from multiple perspectives while balancing the internal and external dynamics that impact effectiveness. Topics will include group dynamics, time management, strategic planning and visioning.

**Resolving Disputes at the Final Step: Increasing Your Chances to Win**

**Date:** December 3-5, 2019

**Location:** Teamsters Local 688, St. Louis, MO

**Fee:** \$150.00

**Overview:** Whether you are responsible for preparing and presenting at an arbitration hearing or a panel hearing, this program will examine the skills needed to present a case at the final level of the grievance procedure. Participants will develop their expertise in preparing the necessary documentation, witnesses and theory of the case. Both tactics and strategies for effective presentations will be discussed.