



# Teamsters Leadership Academy **Announcement**

## **Collective Bargaining**

### **How to Negotiate Strong Teamster Contracts in the Private Sector**

*Hosted by*

*Teamsters Local Union 688, St. Louis, Missouri*

**July 27-31, 2020**

---

This five-day program is designed for those who are responsible for bargaining labor contracts in the private sector. The program will cover the legal aspects of collective bargaining, the bargaining time line, company research, building membership solidarity, and bargaining table strategies and tactics (including costing, contract language, use of caucuses and sidebars, etc.)

**REGISTRATION:** Register online at <http://ibt.io/tla2020>

**WHO:** **Teamster Representatives**

All TLA registrants must be sponsored by their local union, Joint Council or other Teamster affiliate. You and your principal officer will both receive a copy of your registration confirmation.

**WHERE:** **Teamsters Local 688**

4349 Woodson Road, Suite 200  
St. Louis, Missouri, 63134-3718  
Tel: (866) 413-7688

**WHEN:** **Registration:** July 27, 8am-9am

**Program:** July 27-31, 9am-5pm

**SUGGESTED HOTEL:** TBA

***FEE:*** *There is a registration fee of \$250.00 per person for this program. Payment can be made by credit card when registering online or, if paying by check, please make payable to: International Brotherhood of Teamsters and either mail to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, D.C. 20001 or turn in at registration.*

**IMPORTANT NOTE:** Our programs fill quickly! Please contact Marie Nolan at (202) 624-8965 to confirm space availability before making travel arrangements!

# Participant Bargaining Assessment Survey

By providing this information, you will help us to form work groups with varying levels of skills and experience, and provide a more enhanced understanding of the negotiations process for all participants. **Please print your answers.**

1) Name: \_\_\_\_\_

2) IBT Local Union/Joint Council/Other Affiliate: \_\_\_\_\_

3) How long have you been a Teamster representative? \_\_\_\_\_

4) If you were a Teamster steward, how many years were you in that position? \_\_\_\_\_

5) Number of contracts you have negotiated? \_\_\_\_\_

Number of contracts in which you were part of the bargaining committee? \_\_\_\_\_

6) In which industry (ies) do you have the most representational experience?

\_\_\_\_\_  
\_\_\_\_\_

- Percentage of public sector contracts you represent? \_\_\_\_\_
- Percentage of private sector contracts you represent? \_\_\_\_\_

7) What do you find is the most difficult part of the collective bargaining process?

\_\_\_\_\_  
\_\_\_\_\_

8) What specific skills or information would you like to gain from this course?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Please fill out the bargaining assessment survey and return** to Marie Nolan, IBT Training & Development Dept., 25 Louisiana Avenue, NW, Washington, D.C., 20001 or fax: 202-624-6851 or email: [mnolan@teamster.org](mailto:mnolan@teamster.org). Thank you.