



**Bargaining: How to Negotiate Strong Teamster Contracts**  
***Provided by the IBT Training and Development Dept.***  
***Hosted by Teamsters Joint Council 28, Seattle, WA***  
**July 10-13, 2017**

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This four-day program is designed for those who are responsible for bargaining labor contracts in the private and public sectors. The program 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.) Special emphasis is placed on contemporary and difficult bargaining questions, including health care and pension. A variety of methods are used including class discussion, mock bargaining and interactive games.

**REGISTRATION:** Register online at <http://ibt.io/tla2017>

**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 Joint Council 28**  
14675 Interurban Ave., Ste. 301  
Tukwila, WA 98168-4652  
(206) 441-7470

**WHEN:** **Registration:** July 10, 8am-9am  
**Program:** July 10-13, 9am-5pm

**SUGGESTED HOTEL:** TBA

**FEE:** **There is a registration fee of \$200.00 per person for this program.** Payment can be made by credit card when registering on-line or, if paying by check, please make checks payable to: *International Brotherhood of Teamsters* and mail to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, DC 20001.

**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?

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- Percentage of public sector contracts represented? \_\_\_\_\_

- Percentage of private sector contracts represented? \_\_\_\_\_

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

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

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