



Teamsters Leadership Academy
Announcement

Collective Bargaining: How to Negotiate Strong Teamster Contracts

hosted by

**Teamsters Local 107
Philadelphia, PA
March 24-27, 2015**

The IBT Training and Development Department is conducting a Teamsters Leadership Academy on collective bargaining, March 24-27, 2015. The program will be hosted by Teamsters Local 107 in Philadelphia, PA and is open to all IBT affiliates. The four-day program will present a practical application of knowledge and skills needed to negotiate collective bargaining agreements in today's political and economic climate.

WHO: Teamster Representatives

WHEN: Tuesday, 03/24/15 Wednesday-Friday, 03/24-27/15
Registration: 8:00 am Program: 9:00 am-5:00 pm
Program: 9:00 am-5:00 pm

WHERE: **Teamsters Local Union 107**
12275 Townsend Road
Philadelphia, Pennsylvania 19154
Tel: (215) 552-0070

REG. FEE: **\$200.00**

HOTEL: **See Attached List of Area Hotels**

Please return the registration form, survey and your check made out to *IBT* to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, DC 20001. Or, fax the registration and survey to 202-624-6851 and bring your payment with you to the program. Travel arrangements can be made on your own or through the Teamsters Travel Department at 1-800-IBTFLY1.



Teamsters Leadership Academy Registration

Collective Bargaining – March 24-27, 2015 Teamsters Local 107 Philadelphia, PA

Mr. _____ Mrs. _____ Ms. _____

Name: _____

Position/Title: _____

Local Union/Other Affiliate: _____

How long in this position? _____

Email: _____

Would you like your confirmation letter emailed or sent through the USPS? (Please circle one.)

Office phone: _____

Cell phone: _____

Please fill out the registration form and bargaining assessment survey and return NO LATER than Monday, March 3, 2015 to Marie Nolan, IBT Training & Development Department, 25 Louisiana Avenue, NW, Washington, DC 20001. Or, fax to 202-624-6851 and bring your payment with you to the program. Thank you.

Teamsters Leadership Academy

Collective Bargaining

March 24-27, 2015

Suggested Area Hotels

- 1. Radisson Hotel Philadelphia Northeast**
Old Lincoln Highway
Trevose, PA
Phone: 1-855-201-7819
- 2. Four Points by Sheraton Philadelphia Northeast**
Roosevelt Blvd.
Philadelphia, PA
Phone: 1-855-201-7819
- 3. Crowne Plaza Philadelphia – Bucks County**
E Street Road
Trevose, PA
Phone: 1-855-201-7819

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/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 represented? _____

• Percentage of private sector contracts represented? _____

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

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

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