



TEAMSTERS LEADERSHIP ACADEMY *Announcement*

Bargaining: How to Negotiate Strong Teamster Contracts

Hosted by

Teamsters Local Union 728, Atlanta, GA

November 14-17, 2023

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 timeline, 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.

REGISTRATION: Register online at <http://ibt.io/TLA2023>

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 Union 728

2540 Lakewood Ave., S.W.
Atlanta, GA 30315
(404) 622-0521

WHEN: Registration: November 14, 8am-9am

Program: November 14-17, 9am-5pm

HOTEL: TBA

FEE: No Charge

IMPORTANT NOTE: Our programs fill quickly! Please contact Renee Parker at (202) 624-8724 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 Renee Parker via fax: 202-624-6851 or email: rparker@teamster.org. Thank you.