

# REGISTRATION IS OPEN!

**December 3–8, 2023**

University Place Hotel

Portland, Oregon

LERC's flagship **Collective Bargaining Institute** gives participants the fundamentals of effective negotiations—from drafting proposals and contract costing, to managing the bargaining team and finding a settlement. The program has something for everyone, from new leaders to seasoned union staff. It's the perfect way to get the tools you need to succeed in your union's next negotiation!

## Topics include:

- Legal considerations in bargaining
- Contract costing
- Research for leverage
- Developing and managing your team
- Writing and presenting proposals
- The psychology of negotiations
- Finding a settlement

The program culminates in a 4-hour mock bargaining session that is video-taped and de-briefed with team members and your faculty advisor.

**Registration Fees \$1200** which includes materials, instruction, and lunches and dinners. You need to reserve a room with University Place separately. A block has been reserved at \$88/night plus 16% tax and parking.

Deadline to reserve lodging is 11/3. Call University Place at 866-845-4647, choose Option 1 for reservations, group ID: University of Oregon/Collective Bargaining Institute

Contact Mark Brenner with questions: [mbrenner@uoregon.edu](mailto:mbrenner@uoregon.edu)



To register and for more information see the lerc website [lerc.uoregon.edu/cbi2023](http://lerc.uoregon.edu/cbi2023) or scan the QR code.



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