

MAKE SURE EVERY MEMBER OF YOUR TEAM KNOWS THEIR ROLE AT THE BARGAINING TABLE

BE PREPARED FOR YOUR UPCOMING CONTRACT NEGOTIATIONS

You will have the opportunity to practice your newly developed negotiating skills during a simulated group exercise built on a case designed for this program.

This practical, hands-on learning experience will help **build confidence in your negotiation skills** and ability to **have an immediate and positive impact on your organization.**

MICHIGAN STATE
UNIVERSITY



HR Executive Education
School of Human Resources and Labor Relations

South Kedzie Hall
368 Farm Lane, Room S422
East Lansing, Michigan 48824

HUMAN RESOURCES EXECUTIVE EDUCATION



NEGOTIATING
LABOR/MANAGEMENT
AGREEMENTS
FOR COMPETITIVE ADVANTAGE



School of Human Resources
and Labor Relations
MICHIGAN STATE UNIVERSITY

GAIN THE SKILLS NECESSARY TO BECOME A HIGHLY EFFECTIVE NEGOTIATOR AND SUCCEED AT EVERY STAGE OF THE NEGOTIATION PROCESS

Gain real-world experience before engaging in labor/management negotiations where the stakes are high and mistakes can be costly. The impact of contract negotiations on the bottom line is lasting, and no company or union can afford to send its negotiation team to the table poorly prepared.

LEARN PRACTICAL TECHNIQUES USED BY TOP NEGOTIATORS

This workshop will prepare you and your team to think strategically about how your negotiation strategy aligns with your organization's goals.

SEND YOUR NEGOTIATING TEAM OF 5 OR MORE AND RECEIVE A 10% DISCOUNT.

Call Carrie Mejorado for more details.



BY ATTENDING THIS PROGRAM, YOU WILL BE PREPARED TO:

- ▶ Conceptualize the four stages of negotiations: planning, opening, bargaining, and closing
- ▶ Plan effective negotiation steps and processes
- ▶ Analyze, frame, and formulate a strategic negotiations process
- ▶ Empower the chief spokesperson to:
 - ▶ Deliver opening statements
 - ▶ Exchange proposals/ demands and present ideas
 - ▶ Evaluate proposals
- ▶ Reach closure and make final offers

DATE AND LOCATION

- ▶ **September 11-13, 2017**
East Lansing Marriott
300 M.A.C. Avenue
East Lansing, MI 48823
(517) 337-4440


PROGRAM TIMES

Registration &
Continental Breakfast: 8:00am - 8:30am
Program Times: 8:30am - 4:30am
Daily Networking Lunch: 12:00pm - 1:00pm

REGISTRATION INFORMATION

REGISTRATION FEE: \$2,495

PAYMENT OPTIONS

-  **By Credit Card** - Register and pay online using our secure website: hrhr.msu.edu/negotiate
-  **By Phone** - (517) 355-9592
-  **By Check** - Complete registration form below and return with payment. Please make checks payable to Michigan State University.

PAYMENT POLICY

PAYMENT MUST ACCOMPANY REGISTRATION
MSU's Federal ID Number is 38-6005984
Registrants will receive a confirmation letter via email.

REGISTRATION

Please complete registration form and return with payment to:

Negotiating Labor/Management Agreements
Human Resources Executive Education
School of Human Resources and Labor Relations
Attn: Carrie Mejorado, Program Coordinator
South Kedzie Hall
368 Farm Lane, Room S422
East Lansing, MI 48824

Participant's name: _____

Participant's title: _____

Organization: _____

Address: _____

City, State, Zip: _____

Phone: _____

Email: _____

Credit Card Number: _____

Expiration Date: _____