I met all my expectations after day one. The rest of the program was bonus! Great structure and interactive approach.

The mock negotiation was an extremely useful learning tool.

The mock experience was most valuable to me. It built my comfort and confidence that I can do it.

SPARTANS WILL. TRANSFORM YOUR CAREER

REGISTER NOW!

GAIN REAL-WORLD EXPERIENCE

BE PREPARED FOR YOUR UPCOMING CONTRACT NEGOTIATION

ALIGN YOUR NEGOTIATION STRATEGIES AND ORGANIZATION’S LONG-TERM GOALS

NEGOTIATING LABOR/MANAGEMENT AGREEMENTS FOR COMPETITIVE ADVANTAGE

HR Executive Education
School of Human Resources & Labor Relations
Michigan State University
South Kedzie Hall
368 Farm Lane, Room S422
East Lansing, MI 48824

OUR SCIENCE TRANSFORMS THE HUMAN EXPERIENCE

AND INSPIRES LEADERS

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COURSE OVERVIEW
The impact of contract negotiations on the bottom line is lasting, and though they only occur every few years, no company or union can afford to send its negotiation team to the table poorly prepared.

Highly effective negotiators add value by crafting agreements that facilitate a positive and productive workplace.

WHO SHOULD ATTEND?
Union and management negotiation employees and teams or professionals who advise negotiating teams.

KNOWLEDGE AND SKILLS GAINED
- Strategies to develop a plan, an agenda and timelines for contract negotiations
- Analysis, framing, and formulation of a strategic negotiations process
- Essential processes and tactical decisions that underlie key stages of negotiating agreements
- Understand your role in negotiations

BONUS CONTENT
- Receive a four stages of negotiation booklet.
- Participate in powerful mock negotiation
- Engaging learning activities: simulated exercise built on a case study and interactive discussions, question and answer sessions

CERTIFICATION
This program has been approved for 14 hours towards our HR Executive Education Continuing Education/Recertification credit hours.

DATES AND LOCATIONS
Program Fee $2,495
- April 17-18, 2019
  East Lansing, MI
- July 11-12, 2019
  Pittsburgh, PA
- September 19-20, 2019
  Alexandria, VA

QUESTIONS?
For the most current information please visit hrlr.msu.edu/SHRLRExEd or contact Carrie Mejorado, Program Coordinator at cmclm@msu.edu or by telephone at (517) 355-9592.

3 SIMPLE WAYS TO REGISTER
- ONLINE
  Register and pay online using our secure website: https://hrlr.msu.edu/registration/
- PHONE
  (517) 355-9592
- MAIL
  Fill out the form and return with payment to:
  HR Executive Education
  School of Human Resources & Labor Relations
  Michigan State University
  Attn: Carrie Mejorado, Program Coordinator
  South Kedzie Hall
  368 Farm Lane, Room S422
  East Lansing, MI 48824

COURSE REGISTRATION
Registrants will receive a confirmation via email.

Negotiating Labor/Management Agreements For Competitive Advantage

Participant’s Name: ____________________________
Participant’s Title: _____________________________
Organization: __________________________________
Address: ____________________________________
Country: ____________________________________
City: ____________________ State: _____ Zip: ______
Phone: ____________________
Email: ____________________

PAYMENT METHOD
Choose one of the following:
- Credit Card Number: _______________________
  Expiration Date: _________ Security Code: _____
  Billing Zip: _____________
- Check Enclosed (make checks payable to Michigan State University)

PAYMENT MUST ACCOMPANY REGISTRATION
MSU’s Federal ID Number: 38-6005984

FOR OUR INTERNATIONAL PARTICIPANTS
Professionals from across the globe enjoy attending our informative and welcoming training programs. To make your registration experience as seamless as possible, we are happy to take your registration by phone at +1 (517) 355-9592.