School of Human Resources and Labor Relations
MICHIGAN STATE UNIVERSITY

PROFESSIONAL DEVELOPMENT

LABOR CONTRACT NEGOTIATIONS

PROGRAM DESCRIPTION

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 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.

OVERALL GOAL

This program features a comprehensive and unique framework that identifies the multiple linkages between collective bargaining strategies and broader human resources management, operational, and business strategies. This approach ensures that your negotiations are informed and aligned with your organization's overall goals.

Combining interest-based and classical approaches to negotiations, you will learn about the essential processes and tactical decisions that underlie the key stages of negotiating agreements.

Participants will engage in a simulated exercise built on a case exclusively designed for this program. The exercise will encourage you to resolve complex issues and apply your learned negotiating skills as a member of a team while negotiating a landmark agreement that yields competitive advantage.

This program was formerly called *Negotiating Labor/ Management Agreements for Competitive Advantage*.

PROGRAM DETAILS

This is a highly interactive 3-day program meeting in-person at MSU's Henry Center for Executive Development.

UPCOMING SESSIONS

- March 22-24, 2027
  8:30am - 4:30pm ET
- October 4-6, 2027
  8:30am - 4:30pm ET

REGISTRATION FEE

$2,850

READY TO BEGIN?

To register or learn more about this program, scan the QR code or visit us online at https://hrlr.msu.edu/negotiate

QUESTIONS?

Kristi White, Outreach Program Coordinator
whitekr@msu.edu