



# NEGOTIATING LABOR/MANAGEMENT AGREEMENTS FOR COMPETITIVE ADVANTAGE

## **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/OBJECTIVE OF PROGRAM**

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.

## **PROGRAM DETAILS**

This is an engaging and highly interactive 3-day live program via Zoom.

## **UPCOMING SESSIONS**

- April 22-24, 2025
- November 18-20, 2025

**REGISTRATION FEE:** \$2,500

## **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?**

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