



Selected Negotiations Fundamentals for the Beginner or the Experienced Bargainer

ACSA Negotiators' Symposium San Diego

This session will cover some of the essential and fundamental bargaining rules and tools that are often forgotten or ignored, including: 1) knowing when you have to bargain and when you don't; 2) providing timely and effective notice and opportunity to bargain; 3) securing parameters from your Board and preparing for negotiations; 4) responding to information requests efficiently and effectively; and 5) implementing effective impasse strategies.

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