

Labor Education Workshop



Contract Negotiations: Team Training



Date: Wednesday, May 7, 2025
- and -
Thursday, May 8, 2025

Time: 5:30 PM - 6:00 PM Registration
6:00 PM - 9:00 PM Program

Location: CSEA Local 870 Office
1731 North Ocean Drive
Suite D
Medford, NY 11763

To Register:

Please contact the CSEA Long Island Region 1 Office at (631) 462-0030 to register. A light dinner will be provided. It is important to pre-register as the workshop attendance is used to determine the amount of materials and reservations for meals. Reasonable accommodations are available upon request. This workshop is open to the Region.

Workshop Description:

This interactive workshop is designed for local government units and private sector locals union officers and activists; who wish to develop a strategy for the Contract Negotiating Team that accompanies the Labor Relations Specialist to the bargaining table to negotiate the unit's collective bargaining agreement.

Who Should Attend:

This workshop is open to any local government/private sector CSEA member interested in becoming part of or learning more about the work of contract negotiating teams.

Workshop Goals:

The participants learn:

- *The process and recommended criteria for selecting a negotiating team.*
- *The duties and decision-making dynamics of the negotiating team.*
- *The purpose of ground rules for conducting negotiations.*
- *Three basic techniques of bargaining and how they apply in a mock negotiation session.*



Please Bring Your Contract!!!

Workshop presented by: CSEA Education & Training Department

CSEA, AFSCME Local 1000, AFL-CIO
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