

Contract Bargaining Handbook for Local Union Leaders



Be ready for bargaining-with this step-by-step guide. This nuts-and-bolts handbook tells you the tools and tactics that set the most effective locals apart from the rest. The author gives you specific instructions on bargaining for pay, fringes, and other terms and conditions of employment. Summaries and checklists guide you through the process smoothly as you learn to: -recognize strengths and weaknesses -find your best strike and no-strike alternatives -avoid impasse -use third-party mediation, and more Coverage includes both traditional and win-win negotiations in union-employer situations ranging from manufacturing to the retail, service, and local government sectors. Whether you are on the bargaining committee for the first time or have years of experience, you will gain from the authors no-nonsense approach to efficient organization, planning, and negotiation

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"I had solar panels installed on my roof in July. Rob from Referral solar is very experienced and professional. He gave me recommendations based on my home and helped me choose from the different payment options based on my budget."

Judy C.

"I'm using zero net electricity and that feels wonderful. I've had the system up and running for two months now, and the results are better than I expected!"

Daniel M.

"I would highly recommend Referral Solar Portland to everyone! They installed solar panels at my home about a year ago. We've had rain since the install and no leaks to report. The energy we've been generating is consistent and clean. I couldn't be more pleased."

Martin C.

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Help the Environment

Gain Power Independence

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