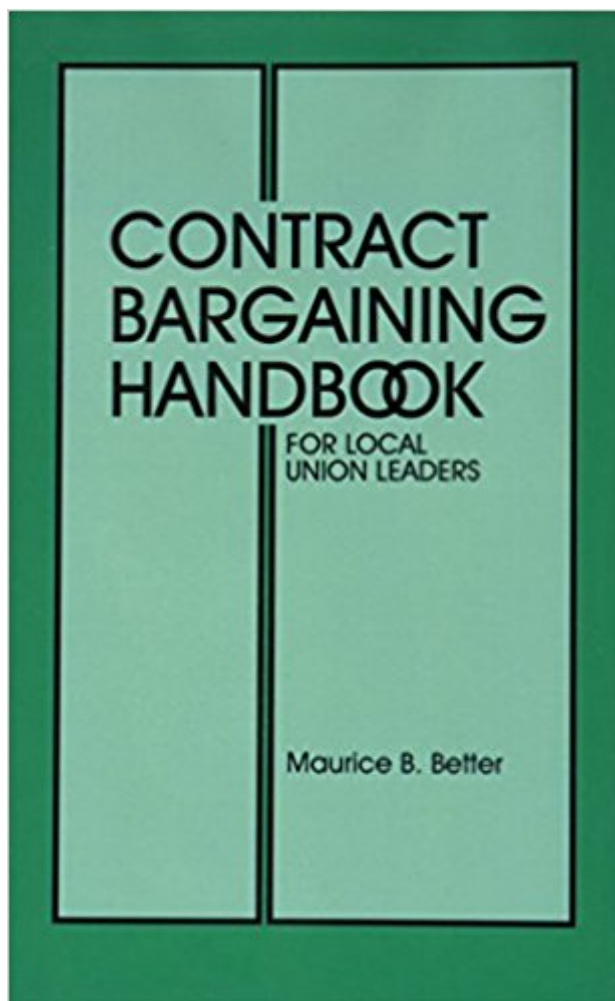


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# Contract Bargaining Handbook For Local Union Leaders



## Synopsis

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 author's no-nonsense approach to efficient organization, planning, and negotiation

## Book Information

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## Customer Reviews

Mr. Better is a professor and associate director of the School for Workers at the University of Wisconsin.

This is an excellent book for the novice labor union activist venturing into bargaining for the first time. It's basic nuts and bolts - what you need and when as well as what to watch for. There are many books on collective bargaining theories and practices, but almost none on what to do in preparation and how to do it...except this one! I wouldn't go into contract bargaining or renewal without it. It has all your basic facts and tools.

Great book. I don't know much about the negotiating process and this was a great go to guide to make sure I attacked all the angles. Context is good, but checklists were worth it all

very helpful

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