Restoring the Balance: Bargaining to Win for Unionized Employers

Past Details
October 21, 2019 - 12:00 PM to October 22, 2019 - 4:00 PM CST

Michigan Plaza
205 N. Michigan Avenue
10th Floor
Chicago, IL 60601

Registration Fee: $299.00

Monday | 12:00 – 6:30 p.m.
Tuesday | 8:30 a.m. – 4:00 p.m.

Does your labor contract provide sufficient operational flexibility and manageable costs to ensure your company is competitive now and in the future? Many labor contracts have not evolved with changing times, technology or circumstance, making it challenging for employers to run efficiently and profitably in today's world. Some contracts are one-sided in favor of the union or have outdated provisions that hamper operational flexibility and growth. Others fail to take advantage of rights they fought hard to earn or maintain. Your organization's labor contract does not have to be a handcuff. It is time to think strategically and practically about how to achieve your goals in contract negotiations.

Join Jackson Lewis P.C. labor attorneys for a two-day seminar to learn how to restore the balance and bargain to win. We will focus on innovative strategies designed to reduce costs, improve operations and flexibility, and swing the pendulum back in your favor. This program is designed specifically for senior management, in-house counsel, and senior level human resources and labor relations professionals.

Lunch will be provided on Monday, and a cocktail reception will follow. Breakfast and lunch will be provided on Tuesday.

Topics:
- Preparing for Negotiations
- "Corrective" Bargaining
- Costing Out Union and Employer Proposals
- Offensive Strategies
- Health Insurance, Retirement and Withdrawal Liability
- Corporate Campaigns, Public Relations and Communications
- Strikes, Lockouts, and Work Stoppages
- Contract Administration
- How to Prevail in Grievances and Arbitrations
- Past Practice

Credits
CLEPending
HRCIPending
SHRMPending

Speakers

Linda R. Carlozzi
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Suellen Oswald
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*Jackson Lewis reserves the right to refuse participation in the program to anyone other than a bona fide management representative.

Contact Us for More Information
Please contact Alex Patafio at Email or 404-586-1802.

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*The National Operations Center serves as the Firm’s central administration hub and houses the Firm’s Facilities, Finance, Human Resources and Technology departments.