
Negotiating a Labor Contract

A Management Handbook

Second Edition

Charles S. Loughran

Negotiating A Labor Contract A Management Handbook

Rose Arny

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Negotiating a Labor Contract Charles S. Loughran, 1992 Labor negotiation is like no other negotiation. This book tells you how to plan your strategy, approach difficult topics and conclude successfully. In step by step chapters the author tells you how to prepare the management team, present your agenda, cost out demands and offers, draft contract language and more. You get important background facts on negotiating health and welfare benefits, pension plans and other volatile issues. Plus the book includes successful approaches for negotiating joint union management programs such as stock option plans and gainsharing. The author explains the law with real life examples to guide you to a cooperative, mutually beneficial agreement.

Negotiating a Labor Contract Robert M. Cassel, 2010-01-01 Rev ed of Negotiating a labor contract a management handbook Charles S Loughran 3rd ed 2003 **The Expert Negotiator, 4th Revised Edition** Raymond Saner, 2012-05-31

In this book the social scientist and economist Professor Dr Raymond Saner draws on his long years of experience as a negotiation adviser, teacher, trainer, researcher and university lecturer to show that two thirds of negotiation practice is learnable. The author treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners such that the general laws and principles gradually become evident as and of themselves. *The Expert Negotiator, 4th Edition* Raymond Saner, 2012-05-31 Success in negotiation is not a matter of chance but the result of careful planning and specialized skills. Some of these skills are inborn, others need to be learnt. In this book the social scientist and economist Professor Dr Raymond Saner draws on his long years of experience as a negotiation adviser, teacher, trainer, researcher and university lecturer to show that two thirds of negotiation practice is learnable. Yet very few people are specifically trained in this everyday task. Without sacrificing scientific accuracy Professor Saner offers a highly readable and fascinating guide to the subject. In so doing he does not limit himself to the over simplified tips generally put out on successful bargaining in every imaginable situation. Rather he treats the different aspects of negotiation practice in a way that is useful to both academics and practitioners such that the general laws and principles gradually become evident as and of themselves. The aim of this approach is to reveal the essence of negotiation through the experience of both the author and the reader. Such an understanding of the processes involved in negotiation is of far greater practical value than a mere collection of recipes with no discussion of the underlying theory while the most comprehensive treatment of the theory without reference to its application in practice would be only half the story. Thus the text is supplemented by a series of illustrative examples and case studies from the business, political, NGO and international organization arenas plus some seventy figures and tables. With all this the author has paid considerable attention to writing a text that is both entertaining to read and rigorous in content. **Collective Bargaining and Labor Relations** Terry L. Leap, 1995 Well researched, extensively documented and up to date this book covers legislative foundations of labour relations, bargaining process, major provisions of collective bargaining agreements. It also addresses contingent workers, cultural diversity and alternative forms

of dispute resolution and representation *Collective Bargaining* ,1988 *BNA's Employee Relations Weekly* ,1993-07
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