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**Negotiating a Labor Contract**  
**A Management Handbook**

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**Second Edition**

**Charles S. Loughran**

# Negotiating A Labor Contract A Management Handbook

**Rose Army**



## **Negotiating A Labor Contract A Management Handbook:**

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

**Negotiation Tactics** David Churchman,1993-09-02      Negotiation David Churchman,1995 This study outlines and defines key terms and concepts behind negotiation tactics that have been effective throughout history It is completed with a glossary of over 50 terms used in negotiations      **Resources in Education** ,1983-04      FYI Resources on Local Government, 1983-87 ,1988      **Collective Bargaining and Labor Relations** E. Edward Herman,Joshua L. Schwarz,Alfred Kuhn,1992 This book develops a deep understanding of the theory and practice of collective bargaining and labor relations providing students with the conceptual framework for grasping changes taking place in the field of labor relations and collective bargaining The Fourth Edition has been significantly updated and revised containing a number of totally new chapters and sections on the most relevant topics in the field today yet it retains the rich institutional detail that puts current developments into perspective      *Hofstra Labor Law Journal* ,1996      Labor Relations Arthur A. Sloane,Fred Witney,2001 Its all here in Arthur A Sloane and Fred Witneys Labor Relations Tenth Edition Complete with updated coverage this book is designed to help readers of all backgrounds develop a thorough understanding of the many different aspects of labor relations A time tested classic Sloane and Witneys tenth edition provides a broad and balanced overview that includes Historical legal and structural environments A close examination of the negotiation administration and major contents of the labor agreement itself Arbitration cases many selected from the authors own experiences An extensively revised bibliography and new glossary New coverage labors recent turn to more aggressive leadership fast track presidential authority the dues rebate controversy managerial health care cost containment tax deferred retirement plans cyberspace and miscalculations in bargaining      *Subject Guide to Books in Print* ,1997      **Forthcoming Books** Rose Arny,1993      *How to Prepare and Present a Labor Arbitration Case* Charles S. Loughran,1996 Before the hearing during the hearing and following the hearing here is your essential guide to achieving winning results in arbitration The author a former labor attorney and employee relations executive explains the most effective techniques you can use to determine what needs to be proven assemble the evidence select the arbitrator present the case in chief deal with objections handle adverse witnesses draft posthearing briefs and more You get step by step analysis and advice on formal arbitration procedures plus guidance on how to adapt your presentation to the arbitrator s individual style On point examples throughout the text plus sample statements and arguments forms checklists a reading list and more will save you valuable time and streamline your preparation      The Practice of Collective Bargaining James P. Begin,Edwin Fletcher Beal,1989      **Collective Bargaining & Labor Relations** E. Edward Herman,Alfred Kuhn,Ronald Leroy Seeber,1987 This book develops a deep understanding of the theory and practice of collective bargaining and labor relations providing students with the conceptual framework for grasping changes taking place in the field of labor relations and collective bargaining The Fourth Edition has been significantly updated and revised containing a number of totally new chapters and sections on the most relevant topics in the field today yet it retains

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