
Negotiating a Labor Contract
A Management Handbook

Second Edition

Charles S. Loughran

Negotiating A Labor Contract A Management Handbook Fourth Edition

Charles S. Loughran



Negotiating A Labor Contract A Management Handbook Fourth Edition:

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 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 *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

Fundamentals of Collection Development and Management, Fourth Edition Peggy Johnson, 2018-07-23 Technical Services Quarterly declared that the third edition must now be considered the essential textbook for collection development and management the first place to go for reliable and informative advice For the fourth edition expert instructor and librarian Johnson has revised and freshened this resource to ensure its timeliness and continued excellence Each chapter offers complete coverage of one aspect of collection development and management including numerous suggestions for further reading and narrative case studies exploring the issues Thorough consideration is given to traditional management topics such as organization of the collection weeding staffing and policymaking cooperative collection development and management licenses negotiation contracts maintaining productive relationships with vendors and publishers and other important purchasing and budgeting topics important issues such as the ways that changes in information delivery and

access technologies continue to reshape the discipline the evolving needs and expectations of library users and new roles for subject specialists all illustrated using updated examples and data and marketing liaison activities and outreach As a comprehensive introduction for LIS students a primer for experienced librarians with new collection development and management responsibilities and a handy reference resource for practitioners as they go about their day to day work the value and usefulness of this book remain unequalled *Resources in Education* ,1989 *Negotiating a Labor Contract* Charles S. Loughran,1984 This book describes all aspects of collective bargaining from a management perspective The work discusses how to develop objectives draft contract language cost demands make offers and counter offers and resolve impasse points in negotiations **Law Books Published 1993 Suppl** ,1994 *Encyclopedia of Business Information Sources* James B. Woy,1990 Includes abstracting and indexing services almanacs and yearbooks bibliographies biographical sources directories encyclopedias and dictionaries financial ratios handbooks and manuals online data bases periodicals and newsletters price sources research centers and institutes statistics sources trade associations and professional societies and other sources of information on each topic *CLEAR Newsletter* ,1985 Study Guide Linda Ferrell,Geoffrey A. Hirt,2002-02-01 Each chapter includes an outline a recap matching questions true false questions multiple choice questions a skill building quiz and a real world involvement case Answers to the questions and real world involvement are included

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California Occupational Guide , **Books in Print** , 1991 **BF Bulletin** , 1998

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In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Negotiating A Labor Contract A Management Handbook Fourth Edition** a literary masterpiece penned by a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting impact on the hearts and minds of people who partake in its reading experience.

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