
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 unequaled *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

Bowker's Law Books and Serials in Print ,1998 *Legal Information Alert* ,1993 **Subject Guide to Books in Print** ,1996 *Wiley Practitioner's Guide to GAAS 99 for Windows?* Dan M. Guy,D. R. Carmichael,1998-10-08 The most practical easy to use GAAS resource available Accountants rely on this handy quick reference guide to help them interpret and apply the latest audit attest review and compilation standards and with good reason Written by the primary authors of the AICPA Statements on Auditing Standards SASs and Statements on Standards for Attestation Engagements SSAEs this book distills the official language of SASs SSAEs and Statements on Standards for Accounting and Review Services SSARSS into easy to read understandable advice It provides vital help to CPAs in the application of and compliance with generally accepted auditing standards GAAS And with specific requirements clearly highlighted and separated from advice observations and other subordinate information it offers a flexibility and accessibility unrivaled by any other GAAS reference Key features include A brief identification of each standard with its effective date and information on when to apply it A glossary of official definitions that brings together explanations of terms ordinarily scattered throughout a standard Behind the scenes explanations of the reasons for each standard Concise listing and descriptions of each standard s specific mandates Capsule summary of interpretations Helpful techniques for complying with the fundamentals of each standard Examples of the application of these fundamentals Practical and up to date this outstanding resource is an indispensable cutting edge tool of the auditing profession *Wiley GAAP 99* Patrick R. Delaney,Barry J. Epstein,James R. Adler,Michael F. Foran,1998-10-07 The most practical easy to use guide available the leading GAAP resource More accountants rely on this

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Relations and Collective Bargaining Michael R. Carrell,Christina Heavrin,2001 For undergraduate and graduate level MBA courses in Collective Bargaining and Employee Relations Providing students with a realistic picture of actual collective bargaining and labor relations situations drawn from the authors considerable experiences this distinctively up to date introduction contains separate chapters on benefits wage issues discrimination laws and international labor relations and integrates many recent examples throughout to support discussions NEW Global boxed information Labor News sections Tips from experts and labor profiles Examples from labor contracts and hearings Loaded with experimental exercises

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

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