



Massachusetts
Nurses
Association



**LABOR
SCHOOL**

Get an “MNA Labor School” Jacket when you complete any two Labor School Tracks.

REGISTER NOW! Free to all Members!

The Collective Bargaining Process

Week 1 – Thursday, August 3, 2017

Collective Bargaining and the Legal Foundation, Ground Rules, Committees and the Contract Action Team

Week 2 – Thursday, August 17, 2017

Surveys, Calendar, Priorities, Developing a Contract Campaign, Decision Making Process

Week 3 – Thursday, September 7, 2017

Tactics & Roles at the Bargaining Table, Writing Contract Language, Leverage & Pressure Tactics, Use of the Media

Week 4 – Thursday, September 14, 2017

Contract Costing, Strikes & Workplace Actions/Work to Rule, Mediation & Impasse, Committee Recommendation and Ratification

All classes will run from 5:30 p.m. to 7:30 p.m. with a light meal provided at 5 p.m. All classes are held at the Region 1 Office at 241 King St, Suite 226, (directly across from Stop & Shop) Northampton, MA 01060. Please register by contacting Allyson Garcia, Region 1 Office Manager at 413-584-4607 or region1@mnarn.org.

See You There!



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