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Contract Bargaining Handbook for Local Union Leaders

Maurice B. Better

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Contract Bargaining Handbook for Local Union Leaders Maurice B. Better
Be ready for bargaining-with this step-by-step guide.

This nuts-and-bolts handbook tells you the tools and tactics that set the most effective locals apart from the rest.

The author gives you specific instructions on bargaining for pay, fringes, and other terms and conditions of employment. Summaries and checklists guide you through the process smoothly as you learn to:

-recognize strengths and weaknesses
-find your best strike and no-strike alternatives
-avoid impasse
-use third-party mediation, and more

Coverage includes both traditional and win-win negotiations in union-employer situations ranging from manufacturing to the retail, service, and local government sectors. Whether you are on the bargaining committee for the first time or have years of experience, you will gain from the author's no-nonsense approach to efficient organization, planning, and negotiation

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