

New Edition! Contract Bargaining Handbook for Local Union Leaders, Second Edition

By **Maurice B. Better**; **Second Edition** revised by **Kenneth May**



The nuts-and-bolts handbook on bargaining for pay, fringes, and other terms and conditions of employment.

This is the union leader and union attorney's essential handbook on bargaining in sectors ranging from manufacturing to retail, service, and local government. It includes step-by-step checklists to guide you through the process.

Contract Bargaining Handbook for Local Union Leaders, Second Edition describes the tools and tactics that set the most effective locals apart from the rest. The **Handbook's** no-nonsense instructions, summaries, and checklists provide a step-by-step roadmap to guide union representatives through the bargaining process. Coverage includes both traditional and win-win negotiating techniques, all with an eye to enabling you to recognize **strengths and weaknesses**, find your best **strike** and **no-strike alternatives**, and **avoid impasse**.

Highlights of the **Second Edition** include:

- Suggestions for contract proposals in health, safety, and individual rights
- Internet resources that provide must-have information
- How to file charges and communicate with federal agencies in the electronic age
- Updated discussion on the use of spreadsheets in bargaining
- Revised commentary on the use of strikes and other pressure tactics
- New section on litigation strategies

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About the Author

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