

## **Negotiators' Symposium**

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**Date :** Jan 23, 2019 - 08:00 AM

**Event URL :** <http://www.sfbayeventslist.com/events/negotiators-symposium-jan-2019-1527690840>

**Organizer :** ACSA

**Venue :**

**Location :** Westin San Diego,  
San Diego, CA, US, ZIP: 10001

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## **Negotiators' Symposium**

This three-day event with its mix of interactive and workshop sessions, presented by practitioners, consultants and attorneys, will offer information and provide insight into the issues and laws that confront HR departments.

New in 2018: Pre-Conference gathering of lead negotiators, bargaining team members and communication directors. Led by experienced negotiators, this intense six-hour workshop provides an opportunity to hone negotiations skills and develop best practices and strategies for successful negotiations. Topics will include:

Understanding current politics of your district

Establishing best climate for negotiations

Assessing district needs and impact of CBAs: improving programs and educational quality through negotiations

Building your negotiations team and preparation for bargaining

At the table: what now

Negotiation processes, methods and strategies (Including IBB, traditional, modified IBB)

When you don't reach agreement: Impasse and fact-finding

Communications during negotiations: Can we say that? Can they say that?

Symposium registration fees include:

Attendance to all educational activities, Wednesday through Friday  
Continental breakfast, lunch and reception on Wednesday and Thursday  
Full breakfast on Friday  
Pre-Conference registration includes:

Conference materials and lunch on Tuesday

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**Event Categories :**