



Fair, safe and productive workplaces

Labour

The Federal Mediation and Conciliation Service *presents:*

Interest Based Negotiation Workshop

JOIN US IN EDMONTON, ALBERTA

Collective bargaining has become more challenging than ever. Are you able to maximize opportunities and minimize risk at the negotiating table? Is your labour relationship an asset or a barrier to effective collective bargaining?

Conducted by experienced FMCS mediators, this interactive workshop will focus on interest based negotiation and how to ensure the best possible outcomes at the bargaining table and in the workplace. You will learn strategies to implement best practices and have an opportunity to interact with union and management negotiators from a variety of sectors.

***** More workshop details below *****

This workshop is being offered **free of charge** and only in English with no simultaneous interpretation.

Registration is on a first-come, first-served basis to representatives in Federally-regulated workplaces.

Register today using the registration form below!
Please forward registration to steve.samosinski@labour-travail.gc.ca
or ica.kazamer@labour-travail.gc.ca. You may also fax to 403-292-6761.

Need further information?
Call FMCS Northwestern Region—Steve Samosinski—403-990-5755

Tuesday, April 18 and
Wednesday, April 19, 2017

Optional Third Day (Bargaining simulation)

Thursday, April 20, 2017

Workshop hours: 9:30am to 4:15pm

Four Points by Sheraton Edmonton

Gateway

10010 12th Avenue SW, Edmonton, Alberta

780-801-4000

Room Block FMCS April 2017

**Optional
Third Day!
Collective
Bargaining
Practice**

**Free
Parking
available**

**Need a
Hotel Room?**

**Special Event price at
\$134 + tx/night**

TOPICS WILL INCLUDE:

Day 1 – April 18

- Causes of Conflict
- Elements of Negotiation
- Labour Relations Approaches
- The Interest Based Negotiation Process
- Steps of Interest Based Negotiation

Day 2 – April 19

- Consensus Decision Making
- Conflict Styles
- Strategies to Improve Communication

Day 3 – April 20

- Practical Applications of Negotiation Skills and Techniques

All three days will be highly interactive!

WHO SHOULD ATTEND?

- Union and Employer Negotiators
- Negotiating committee members
- Labour Relations Officers and Union Representatives
- Anyone involved in the collective bargaining process
- Anyone involved in administering a collective agreement
- Anyone with an interest in labour relations processes

PLEASE PROVIDE THIS FOLLOWING INFORMATION WHEN YOU REGISTER:

I plan to attend:

- Day 1 and Day 2 only (April 18 and 19); or All three days (April 18, 19, and 20)

Name:

Telephone:

Organization:

E-mail address:

Please provide this information to: steve.samosinski@labour-travail.gc.ca or
ica.kazamer@labour-travail.gc.ca