



The book was found

Negotiating A Labor Contract: A Management Handbook, Fourth Edition



Synopsis

If you are involved in labor contract negotiations, you need the handbook that gives you the winning strategies to meet the increasingly complex challenges involved in that process today: *Negotiating a Labor Contract: A Management Handbook, Fourth Edition*. Unlike its competitors, this practical and authoritative publication is neither a theoretical analysis nor a book of negotiating gimmicks claiming to be shortcuts to getting a contract. Rather, it is a step-by-step guide to all aspects of negotiations from assessing the bargaining climate to drafting the final contract document augmented with proven bargaining methods that have achieved successful results in today's bargaining climate. In between, it covers essential topics such as preparation for negotiations, presenting proposals and counterproposals, costing demands and offers, ways to avoid impasse, labor law issues, preparing for strikes, and working with mediators. Written by and for practicing negotiators, the Fourth Edition refines the previous edition to strike just the right balance between providing a cogent and concise analysis of all aspects of the actual negotiation and directing the reader to the key issues that need to be researched away from the bargaining table. In addition to giving you expert guidance, the book contains a substantial index, extensive check lists, and other charts and graphs to simplify your labor negotiations preparation and analysis. Many negotiators comment that labor negotiations look easy until faced with the prospect of an actual work stoppage. You can count on *Negotiating a Labor Contract: A Management Handbook, Fourth Edition* for the expert guidance needed to conduct negotiations like a pro when staring down the barrel of a strike.

Book Information

Hardcover: 680 pages

Publisher: BNA Books, A Division of Bureau of National Affairs; 4th edition (October 5, 2010)

Language: English

ISBN-10: 1570188165

ISBN-13: 978-1570188169

Product Dimensions: 9.1 x 6.1 x 1.7 inches

Shipping Weight: 2.2 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #355,150 in Books (See Top 100 in Books) #115 in Books > Law > Business

> Labor & Employment #343 in Books > Politics & Social Sciences > Politics & Government >

Specific Topics > Labor & Industrial Relations #346 in Books > Business & Money > Economics >

Labor & Industrial Relations

Customer Reviews

Book exceeded my expectations and was in excellent condition

[Download to continue reading...](#)

Negotiating a Labor Contract: A Management Handbook, Fourth Edition Construction Contract
Dispute and Claim Handbook, Introduction, and Division 01: A Primer on the Nature of Construction
Contract Disputes for Attorneys, ... (Construction Contract Dispute Handbook) The Magic
Circle....and More: A Practical Concept for Understanding Government Contract Cost Accounting
Applied in the Contract Management Process Negotiating on the Edge: North Korean Negotiating
Behavior (Cross-Cultural Negotiation Books) Negotiating with Giants: Get What You Want Against
the Odds Negotiating with Giants How to Plan, Contract, and Build Your Own Home, Fifth Edition:
Green Edition (How to Plan, Contract & Build Your Own Home) Understanding and Negotiating EPC
Contracts, Volume 2: Annotated Sample Contract Forms Secrets of Negotiating a Record Contract:
The Musician's Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book) How to get
every Contract Calculation question right on the PMP® Exam: 50+ PMP® Exam Prep Sample
Questions and Solutions on Contract Calculations ... Simplified Series of mini-e-books) (Volume 2)
How to get every Contract Calculation question right on the PMP® Exam: 50+ PMP® Exam Prep
Sample Questions and Solutions on Contract Calculations (PMP® ... Simplified Series of
mini-e-books Book 2) The Contract Series: The Contract; Hit & Miss; Change Up (Jeter Publishing)
Labor Economics and Labor Relations (11th Edition) Back Labor No More!!: What Every Woman
Should Know Before Labor Labor Economics: Introduction to Classic and the New Labor Economics
Labor and Employment Arbitration: An Annotated Bibliography 1991-1996 (Cornell Industrial and
Labor Relations Bibliography Series) Contract And Commercial Management (IACCM Series.
Business Management) Contract and Commercial Management - The Operational Guide (IACCM
Series. Business Management) Engineering Documentation Control Handbook, Fourth Edition:
Configuration Management and Product Lifecycle Management Negotiating Globally: How to
Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries (Jossey-Bass
Business & Management) SUMMARY: Never Split The Difference: Negotiating As If Your Life
Depended On It: by Chris Voss | The MW Summary Guide ((Negotiation & Mediation, Persuasion,
Sales Skills, Management & Leadership))

[Contact Us](#)

[DMCA](#)

Privacy

FAQ & Help