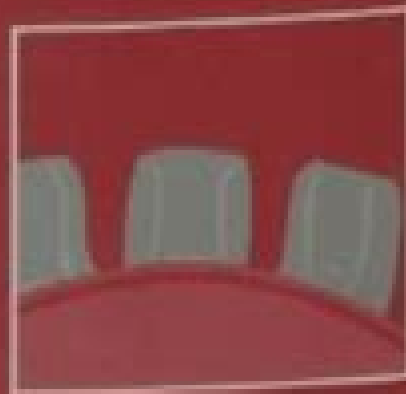


# Labor Agreement Negotiations

Second Edition



LEAD BOOK 

Raymond L. Hilgert ■ Sterling H. Schoen

04/08/2013

# Labor Agreement Negotiations

**Bruce Morse**



## **Labor Agreement Negotiations:**

**Labor Agreement Negotiations** Raymond L. Hilgert, Sterling Harry Schoen, 1953      **Labor Agreement in Negotiation and Arbitration** Arnold Zack, Richard I. Bloch, 1983 This book uses hypothetical and actual arbitration cases to analyze collective bargaining agreements clause by clause and to evaluate and suggest solutions to common problems arising under the agreements      **Negotiating a Labor Contract** Charles S. Loughran, 1984 This book describes all aspects of collective bargaining from a management perspective The work discusses how to develop objectives draft contract language cost demands make offers and counter offers and resolve impasse points in negotiations      The Collective Labor Agreement Elias Lieberman, 1939      *The Collective Bargaining Agreement* Fred Witney, 1957      **How to Negotiate the Labor Agreement** Bruce Morse, 1963      **Collective Bargaining in the Federal Sector** Labor Relations Training Center (U.S.), 1977      *How to Negotiate the Labor Agreement* Bruce Morse, 1977      *A Negotiations Notebook* R. Wayne Estes, 1980      **Collective Bargaining** Selwyn H. Torff, 1953      **Effectuating the Labor Contract Through Arbitration** George William Taylor, 1949      108-1 Hearings: Departments of Transportation and Treasury, and Independent Agencies Appropriations for 2004, Part 4, May 6, 2003, \*, 2003      Labor Agreement Negotiations Hilgert,      *The Chief Negotiator* Frederick L. Falater, 2004-06-01 This is the first and only book ever written showing the actual negotiation of a labor agreement This story places you at the bargaining table attending every negotiation meeting from the first to the surprise ending Few people know how wages and salaries are determined Why do people doing the same job but at different companies receive different wages Why do some companies give better frings benefits as insurance or vacation timeoff Do Labor Agreements affect non union plants and salaries and executive compensation For the first time an insider speaks out and explains how the system works You learn how to negotiate from a Chief Negotiator No college teaches how to The story is based on actual events It is a fast paced rollicking story with interesting side roads Since the story affects the lives of 10 000 employees and indirectly the lives of the 80 000 Atwater Industries employees The story characters talk of the events they live in during 1963 The story is well told and clearly told You will see the standards and morals of 1963 are reflected in the story s characters Come Join us at the bargaining table      **Negotiating With Agility** Kathy Beyerchen, 2023-06-29 At last a concise practical guide that shows managers how to create agility at the bargaining table through thoughtful planning and preparation in the weeks months and years before formal negotiations begin and how to do that on top of your regular full time job Agility in labor agreement negotiations is the ability to recognize and respond in the moment to threats and opportunities both anticipated and unexpected Agility gives you the confidence to talk with a party you may or may not be able to trust and have a conversation the outcome of which will significantly impact your company and future collective bargaining agreements Agility allows you to pivot      **The Practice of Collective Bargaining** James P. Begin, Edwin Fletcher Beal, 1989      **Labor-management Seminar I**, 1979      **Personnel Literature**, 1984      **Employee Benefits in**

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Smith, Leroy S. Merrifield, Donald P. Rothschild, 1970

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