

Intensive Collective Bargaining Workshop



Start: June 5, 2pm **Finish:** June 8, 12 noon

Location: Delta Whistler Village Suites

Super Early Bird Fee: **\$2,995** first 8 registrations

Early Bird Fee: **\$3,195** before March 31, 2016

Full Fee: **\$3,495**

(Includes hotel, all meals, materials)

POST-WORKSHOP SEMINAR IRRATIONAL PERSUASION

Wednesday **June 8, 2016** 1:00–4:30

Fee: **\$225**

Who should attend:

- Chief negotiators
- HR / LR professionals
- Managers
- Anyone involved in collective bargaining

What you will learn:

- managing timing & the timeline
- understand the other party's needs
- framing & anchoring the negotiation
- concessions: when & what
- strategic planning & positioning
- distinguish different types of outcomes
- managing the internal negotiation
- effective questioning skills & strategies
- managing environment and climate
- when to cooperate or compete

Workshop Leaders:

Gary Moser

Gary Moser has over 40 years of labour relations experience in the public and private sectors. He served as the Chief Negotiator for the BC Government, the Deputy Minister of Municipal Affairs, the CEO of the BC Public Sector Employers Council, and CEO of the Health Employers Association of BC. He now works as a Labour Relations consultant.

Neil C Patton

Neil Patton, the President of Pre-th!nk, is focused on improving clients' negotiation, and influencing outcomes. Pre-th!nk offers skills development in negotiation, influencing, persuasion, strategic planning, as well as negotiation services. Neil's 20 years of experience covers a wide variety of sectors: natural resources, procurement, health care, education, transportation, peacekeeping, and economic development.