

Reimagining Bargaining



*Building Our Union and
Winning on the Issues
Important to Our Students,
Members and Communities*

Saturday, December 1, 2018

AGENDA

8:00 – 9:00 am	Registration and Breakfast	Promenade
9:00 – 10:15 am	Opening Session	Grand Ballroom
10:15 – 10:30 am	Break	Promenade
10:30 – 11:45 am	Track- Session 1 of 3	Ashland, Commons 1, Middlesex, Carlisle (See track room assignments below)
11:45 am – 12:45 pm	Lunch	Grand Ballroom
12:45 – 2:00 pm	Track- Session 2 of 3	Stay in the same breakout room
2:00 – 2:15 pm	Break	Lower Level, Outside of Breakout Rooms
2:15 – 3:30 pm	Track- Session 3 of 3	Stay in the same breakout room
3:30 – 4:00 pm	Closing	Grand Ballroom

Tracks:

Deepening Open Bargaining

Ashland

This track explores how we can open our negotiations, include members throughout the process and stand in solidarity to win stronger contracts. It will feature inspiring stories, reflections and lessons learned from MTA locals that have engaged in open bargaining. We will also share how to implement open bargaining best practices, including ratifying bargaining platforms, inviting members to the table and building solidarity between bargaining units.

Recommended Audience: Negotiating team members

Reimagining Contract Campaigns

Commons 1

What you win at the bargaining table is directly related to what you do away from it. To win stronger contracts, our members need to lead campaigns, stand together and take action in support of negotiations. This track focuses on how to conduct a contract campaign that works in tandem with your strategy at the table. It will cover contract action teams, how negotiations and contract action teams work together, how to develop a campaign strategy using power mapping, and how to engage in escalating contract actions that are creative and unite members.

Recommended Audience: Contract Action Team members and any member who wants to support Negotiations

(over)

Bargaining for the Common Good

Middlesex

This track explores how we can be bolder and broader in our contract negotiations and engage in inspiring Common Good campaigns that connect members more deeply with their union and communities. This track will discuss what we mean by the Common Good; the theory, strategy and seven key elements behind a Common Good campaign; and concrete steps for implementing one. This track will also provide inspiring examples of Common Good demands, including demands related to student, housing and racial justice issues. MTA locals will share their experiences with these campaigns.

Recommended Audience: Recommended for all

The Bargaining Summit “Tasting Menu”

Carlisle

This track is for participants who want to learn about each of the negotiation strategies above. It will include three shorter workshops on open bargaining, contract campaigns and Bargaining for the Common Good. This is for those who want a broad exposure to ideas and strategies for how to build our power to win in negotiations.

Recommended Audience: Newcomers- those who have not attended a previous bargaining summit