



DePaul University
Labor Education Center

HOW TO NOT LEAVE MONEY ON THE TABLE: UNION SIDE CONTRACT COSTING

**WEDNESDAYS APRIL 23, 30, MAY 7, 14, 21
6:30-9PM AT OUR DOWNTOWN OFFICE**

OPTIONAL "EXCEL WARMUP" PRE-CLASS APRIL 21

Master the art of costing out detailed budget proposals to cover all elements of a union contract, which is a critical part of any contract campaign. Whether you're new to bargaining or a seasoned negotiator, this class will help you:

- ✦ Develop base costs for individuals & whole bargaining units
- ✦ Create, manipulate, & calculate detailed sets of budget proposals
- ✦ Avoid Impasse
- ✦ Explain costs & tradeoffs with members

This course is in our "Advanced Bargaining Certificate" which is designed for:

- Union Staff and Attorneys supporting contract negotiations
- Bargaining and Contract Action Team Members
- Union Members eager to participate in bargaining

✦ **STUDENTS MUST BRING A LAPTOP WITH EXCEL INSTALLED.**

REGISTER NOW