

OHIO ASSOCIATION OF CHIEFS OF POLICE PROUDLY PRESENTS:

Union Contract Negotiations: Basics, Strategies, and Current Issues and Trends for Law Enforcement

October 29, 2024 (Tuesday)

(In-person and livestream available)

Hilliard Joint Safety Services Building
Hilliard, Ohio

TARGET AUDIENCE: Chiefs, Command Staff, Human Resources
Administrators, City and County Administrators, and Legal Counsel.

Presenter:

- Jonathan Downes, attorney, Zashin & Rich

Topics Covered Include:

- Negotiating legacy contracts
- Auditing a labor agreement
- Negotiations Process: Preparing to negotiate; successful tactics and techniques; the art of listening; getting the process moving at the table; writing effective clauses; and costing labor agreements.
- Employer tactics and how to handle Union pressure tactics to come to an agreement.
- How to NOT bargain against yourself but move the process towards an agreement.
- Selecting the right Negotiations Team
- Understanding the Union Team
- Preparation to Negotiate
- Learn How to Listen
- Understand the Tactics & Techniques of Negotiation
- Learn the Do's & Don'ts of Negotiation
- Find out What the Union's Priorities Are?
- How to Cost Out the Labor Agreement
- Developing a Final Package – last best offer
- Plus, numerous more Strategies and Processes

ITEMS TO NOTE:

- Registration begins at 8:30 am. Program starts at 9:00 am and concludes at 4:00 pm.

Note: Space is limited - Register early to secure your seat!

Email or Fax Registration form to:

Renea Collins, Program Coordinator
OACP Education
renea.collins@oacp.org
614-761-0330 phone
614-761-9509 fax

REGISTRATION:

\$225 Members

\$200 CLEE

\$265 Non-Members

*Note: Dress is business
casual*

Fee includes presentation
and materials. Lunch is on
your own.

CPT Credit approved.