



The
Trillium
Group
Conflict Management Experts

NEGOTIATION TRAINING FOR ENTERPRISE BARGAINING AND GOOD FAITH BARGAINING SITUATIONS

What is it?	Application of interest based negotiation model to unionized and other workplace environments subject to Enterprise or other agreements and regulatory frameworks
For Whom?	Managers and union representatives, bargaining agents, others in similar roles; suitable for worker and management representatives from same organization in simultaneous joint sessions
Length	1-3 days standard programs, can be combined with ongoing support and assessment of bargaining situations and outcomes
Outcomes	Develops organizational and personal capacities, helps groups develop common language and approach to negotiation and decision making without undermining organisational structure; assists with analysis and problem solving skills
Features	Highly interactive, can be integrated with Negotiation and Advanced Negotiation Training modules into comprehensive program for group or organization

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