



Negotiating a Labor Contract: A Management Handbook, Fourth Edition

Charles M. Cassel

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If you are involved in labor contract negotiations, you need the handbook that gives you the winning strategies to meet the increasingly complex challenges involved in that process today: *Negotiating a Labor Contract: A Management Handbook, Fourth Edition*. Unlike its competitors, this practical and authoritative publication is neither a theoretical analysis nor a book of negotiating gimmicks claiming to be shortcuts to getting a contract. Rather, it is a step-by-step guide to all aspects of negotiations from assessing the bargaining climate to drafting the final contract document augmented with proven bargaining methods that have achieved successful results in today's bargaining climate. In between, it covers essential topics such as preparation for negotiations, presenting proposals and counterproposals, costing demands and offers, ways to avoid impasse, labor law issues, preparing for strikes, and working with mediators. Written by and for practicing negotiators, the Fourth Edition refines the previous edition to strike just the right balance between providing a cogent and concise analysis of all aspects of the actual negotiation and directing the reader to the key issues that need to be researched away from the bargaining table. In addition to giving you expert guidance, the book contains a substantial index, extensive check lists, and other charts and graphs to simplify your labor negotiations preparation and analysis. Many negotiators comment that labor negotiations look easy until faced with the prospect of an actual work stoppage. You can count on *Negotiating a Labor Contract: A Management Handbook, Fourth Edition* for the expert guidance needed to conduct negotiations like a pro when staring down the barrel of a strike.

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