

OHIO ASSOCIATION OF CHIEFS OF POLICE PROUDLY PRESENTS:

Bargaining for Results: Achieving Agreement while Maintaining Flexibility for Management

September 14, 2021

Hilliard Safety Services Building
5171 Northwest Pkwy. ~ Hilliard, OH 43026

For registration and directions visit <https://oacp.org/training-schedule/>

TARGET AUDIENCE: Chiefs, Elected Officials, Human Resources, Finance, and anyone else directly or indirectly involved in negotiations on behalf of management.

Presenter:

Jonathan Downes, attorney, Zashin & Rich, LPA- one of Ohio's most experienced and successful public service contract negotiators.



This full-day workshop addresses the spectrum of negotiation matters, from the basics to the advanced. The Basics include the organizing for negotiations, to the impasse, procedures, and implementation. The more Advanced issues include drafting effective provisions, protecting management rights, and structuring the negotiation presentations and the reasons for proposals.

The money is the easy part– the precise contract language is the challenge. Techniques and advanced negotiation strategies will also be explored.

Mr. Downes will also address lessons learned from the last great recession and how to bargain and work with unions for resolution while providing management the flexibility to respond to operational and economic challenges.

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

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 FEE:

\$140 Members
\$125 CLEE
\$195 Non-Members

Note: Dress is business casual

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