



“Collective Bargaining Simulation”

**Renaissance Orlando Airport Hotel Center, 5445 Forbes Place,
Orlando, Florida 32812, Phone: 407.240.1000**

SEMINAR SCHEDULE

7:30 a.m. – 8:30 a.m.	Registration/Breakfast
8:30 a.m. – 8:45 a.m.	Introductions/Orientation
8:45 a.m. – 10:00 a.m.	Now what do I do? The Do’s and Don’ts of Collective Bargaining- - Costing Discussion
10:00 a.m. – 10:50 a.m.	Initial Bargaining Preparation (Management/Union Teams Separately)
10:50 a.m. – 11:00 a.m.	Working Break
11:00 a.m. – 12:00 noon	Bargaining Session Commences
12:00 Noon – 1:00 p.m.	Working Luncheon (Continue Bargaining or use as a Caucus Break)
1:00 p.m. - 2:45 p.m.	Bargaining Session Continues
2:45 p.m. – 3:00 p.m.	Prepare for Debriefing and Break
3:00 p.m. – 3:30 p.m.	Debriefing – Summary of Tentative Agreement
3:30 p.m. – 4:00 p.m.	Participants/Facilitator Presentations and Discussion
4:00 p.m. – 5:00 p.m.	Examination

NOTE: Refreshments will be provided at various times throughout the day. There are no scheduled breaks. Breaks will be left to the discretion of the teams, such as caucus times that will be discussed at orientation. There will be a working lunch.

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