



2009 FISCAL ASPECTS OF NEGOTIATIONS ONLINE WORKSHOP

Introductory
price of \$49 until
December 31, 2009

OFFERED ONLINE ONLY

PRESENTED BY RON BENNETT, PRESIDENT AND CEO; JOHN GRAY, VICE PRESIDENT;
AND MAUREEN EVANS, ASSOCIATE VICE PRESIDENT

ABOUT THE WORKSHOP

Many districts are struggling with collective bargaining issues this year, but they also face very tight travel and professional development budgets. Some months ago, in anticipation of this situation, School Services of California, Inc., (SSC) made a commitment to change the mode of delivery on some of its foundational workshops. The “Fiscal Aspects of Negotiations” workshop, which we have presented in a face-to-face format for more than 20 years, has been completed and is now available as a 100% online offering.

This workshop focuses on how to weave your way through the labyrinth of fiscal and program pitfalls that plague collective bargaining agreements. Working your way through the fiscal issues at the negotiating table is the cornerstone of any positive settlement, and this workshop focuses on management’s tools for successful fiscal conclusions.

The curriculum is planned so that it has new ideas for the experienced negotiator, as well as training for the newest participant on the management side of the table.

This “Fiscal Aspects of Negotiations” presentation is delivered by three experienced veterans of the negotiating table. Ron Bennett, President and CEO of SSC, has negotiated hundreds of collective bargaining agreements, been through numerous factfindings, and assisted in resolving several teacher strike situations. John Gray, SSC’s Vice President, has settled numerous difficult negotiations and dozens of factfindings. Maureen Evans, SSC’s Associate Vice President, has presented at many factfindings and has participated in at-the-table negotiations. Their comments, stories, and curriculum make this workshop a must for every superintendent, chief business official, chief negotiator, chief human resources officer, and member of the district negotiating team.

Demonstration and Cost of Workshop:

The cost of the workshop is \$99, but from now until December 31, 2009, the introductory price is only \$49.

We encourage you to view a demonstration of the workshop on our website. The demo includes an introduction to the workshop and an actual lesson from the workshop. Go to www.sscal.com/workshops/online.cfm for the demonstration.

WORKSHOP TOPICS

- Pricing proposals and translating the costs into table language
- Understanding the key aspects of the Educational Employment Relations Act
- Negotiating health benefits when costs go through the roof
- The role of the chief business official in negotiations—what’s a fair expectation
- Negotiation pitfalls and management mistakes
- Preparing for negotiations, mediation, factfinding, and the conflicts of impasse
- Responding to the legal obligations for financial disclosure and certification by K-12 school districts

Access/Registration Instructions:

To access the workshop, you’ll need an SSC account. If you don’t already have one, go to www.sscal.com/login.cfm?action=assign and enter your district e-mail address. You’ll then receive a password, which will allow access to the client-only portions of our website.

Register for the workshop online at www.sscal.com/registration.cfm?action=reg&workshop=99.

After registering, a link to the workshop will be e-mailed to you and will be available on your MySSC page. Then you can watch it at your leisure. You can also access the workshop directly by going to www.sscal.com/workshops/online.cfm?workshop=99.