



CONSTRUCTION EMPLOYERS COORDINATING COUNCIL OF ONTARIO

6299 Airport Road, Suite 708
Mississauga, Ontario
L4V 1N4

Tel: (905) 677-6200
Fax: (905) 677-7634
wpeterson@cecco.org

To: ALL MEMBERS AND ASSOCIATE MEMBERS

Bulletin #08-17

Date: August 1, 2017

NEGOTIATIONS 101 SEMINAR

WHEN: Thursday, November 2, 2017

WHERE: Suite 102
6303 Airport Road
Mississauga, Ontario

TIME: 8:30 am – 11:30 am

ATTENDANCE: Two key bargaining individuals from each management EBA

DRAFT AGENDA: Key themes arising from previously held trade group meetings
Legal advice surrounding negotiations
Power point: Negotiation 101 (Basics of negotiation)
Sharing of positive past experiences
Discussion on moving forward

