



STAGE 1 NEGOTIATING COURSE
MARCH 12 – 14 2024
CENTRAL BIRMINGHAM

Designed for UNISON representatives in WET, Energy, Community, and Private Contractors reps', it will help you to:

- Understand the stages of negotiating.
- Prepare a claim and negotiate it.
- Be a more effective team negotiator through practice.
- Be familiar with different styles of negotiating.

How much does it cost?

- There is no charge to individual members, however, there is a charge to the branch of £500 per delegate for the residential course, which includes accommodation, meals and refreshments. For delegates attending the training but not staying overnight the charge to the branch is £225.

Where is it held?

- The course venue will be held in central Birmingham, the exact location to be confirmed shortly.
- The course will start at 10.30 a.m. on Tuesday 12th March 2024 and finish no later than 1.00 p.m. on Thursday 14th March.

To apply, click on the link below:

<https://learning.unison.org.uk/events/negotiating-skills-march-2024/>

For enquiries email j.lewis@unison.co.uk