



SMART
CUSTOM TECHNOLOGY
automating the mundane

Practical Approach To Wage Negotiations

Training Workshop

Prerequisites: basic understanding of the Labour Relations Act.
1 day workshop.



Practical Approach To Wage Negotiations

Collective bargaining has become the bane of many employer. The very thought of negotiations can cause much stress and frustration.

Employers also worry about the time and productivity that will be lost if workers go on strike should they not manage to reach an agreement with the union timelessly.

This program is designed to enable key managers to understand the important and effective means of negotiating and collective bargaining within South Africa.

COURSE OVERVIEW

- Defining the concepts of negotiating and collective bargaining.
- Preparation for wage negotiations.
- Analysis and costing of demands.
- Costing framework for negotiations.
- Bargaining tactics and the company's stance.
- Drafting and Communicating agreements.
- Practical exercises and labour Statistics.

ASSESSMENT

- A full colour manual
- Templates for the required sections

BENEFITS

Senior personnel will leave armed with tried and tested methods of handling wage negotiations. Delegates will obtain the knowledge and understanding of different negotiating strategies and how to apply them to various situations. Delegates will be empowered with confidence to hold their own around the negotiating table.

WHO SHOULD ATTEND

- Directors
- Executive Managers
- Senior HR Personnel
- Senior Managers