



2019 Bargaining Skills Workshop

Track A

foundational skills and knowledge

Track B

deepening skills and knowledge

8:30 AM

Breakfast

8:50 AM

Introduction

Lance Andree, Porter Foster Rorick

Introduction

Buzz Porter, Porter Foster Rorick

9:00 AM

Bargaining Law 101

Leilani Fisher, Porter Foster Rorick
duty to bargain; mandatory subjects of bargaining; unfair labor practices

Bargaining Engineering 201

Buzz Porter, Porter Foster Rorick
bargaining structures that promote efficiency and success; bargaining prep

10:00 AM

Bargaining Engineering 101

Lorraine Wilson, Porter Foster Rorick
structures and processes for bargaining; record keeping tools; common lingo and acronyms

Bargaining Communications 201

Rachel Miller, Porter Foster Rorick
active listening, productive questioning and other successful communication tools

11:00 AM

Bargaining Psychology 101

Beth Porter, Renton School District
importance and use of active listening skills; taking conversations "From No to Yes"

Bargaining Law 201

Lance Andree, Porter Foster Rorick
salary compliance and legal parameters for compensation solutions for certs and classified

11:50 AM

Lunch

12:20 PM

2019 Legislative Outlook

Dan Steele, Washington Association of School Administrators

1:00 PM

Bargaining Philosophy 101

Buzz Porter, Porter Foster Rorick
recognizing default behaviors; "turn the other cheek" & "one-sided interest-based bargaining"

Interests-palooza

Rachel Miller, Porter Foster Rorick
differentiating issues, interests and position; framing and reframing issues

2:00 PM

Bargaining English 101

Michael Rorick, Porter Foster Rorick
Valerie Walker, Porter Foster Rorick
drafting contract language to maximize chances for settlement and minimize legal disputes

Options-palooza

Lance Andree, Porter Foster Rorick
tips and tools for generating options; methods for evaluating and winnowing options

3:00 PM

Bargaining Math 101

Lorraine Wilson, Porter Foster Rorick
overview of Washington school finance as it relates to collective bargaining

Getting Unstuck

Valerie Walker, Porter Foster Rorick
panel of Porter Foster Rorick attorneys
tools, tips and tricks for getting "unstuck" when you

