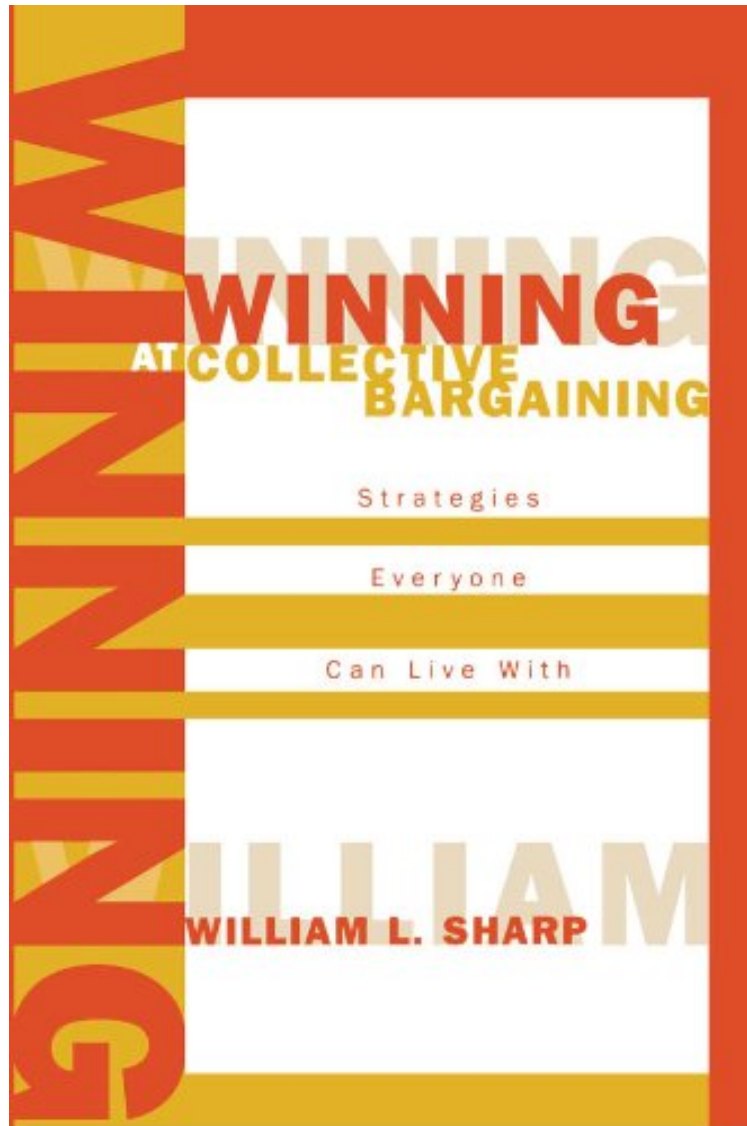


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Winning at Collective Bargaining: Strategies Everyone Can Live With

William L. Sharp

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William L. Sharp : Winning at Collective Bargaining: Strategies Everyone Can Live With before purchasing it in order to gauge whether or not it would be worth my time, and all praised Winning at Collective Bargaining: Strategies Everyone Can Live With:

0 of 0 people found the following review helpful. it does not provide useful advice and you should not buy it By Rodrigo Sanhueza Awful book, completely misleading title: it is the personal experience of a manager in the educational public system, it is not a general handbook regarding collective bargaining. It does not have any science

behind it, it does not provide useful advice and you should not buy it. 2 of 2 people found the following review helpful. Interesting book
By Hanagin If you're in the field of education, this is a useful read. I had Dr. Sharp in class, which made some of the book uninteresting to read as I had already heard the oral version of the story in class. The book, at least, is short and to the point. Dr. Sharp wastes little time in making his points and moving on. 2 of 3 people found the following review helpful. Wouldn't read it just for fun but...
By A. Tanner So I actually had Dr. Sharp as a professor so I feel like I have to review it he is a great professor. I think all teachers and anyone that is involved in a collective bargaining agreement should read this book because it gives a lot of insight into the process.

Whether you are a novice or a seasoned pro, the information and strategies outlined in this collective bargaining guide will enable you to come to the table and negotiate successfully. Comprehensive in scope, the text begins with an historical overview and discussion of state bargaining laws. Other chapters are devoted to describing the roles of the negotiators, the negotiation process and procedures, and creating win-win situations. Strikes and contract management are also addressed. End of chapter discussion questions along with helpful summaries and lists of resources for future reference contribute to the book's value as a text for graduate students enrolled in a course in Collective Bargaining or Personnel in Educational Administration. Practitioners, especially board members, superintendents, school attorneys, negotiators, and other school administrators will find the chapters containing practical and specific suggestions for successful negotiations to be beneficial.

...a resource that superintendents will find invaluable....provide(s) practical insights.... (School Administrator)
About the Author William L. Sharp is a professor of Educational Leadership at Ball State University, Muncie, Indiana.