

# COLLECTIVE BARGAINING



REGISTER NOW



**Marriott San Diego / La Jolla  
4240 La Jolla Village Dr.  
La Jolla, CA 92037**

**October 13-15, 2026  
8am-5pm**

**This 24-hour course has been updated to cover topics from our basic collective bargaining class, as well as our advanced course.**

**We'll be providing an overview of the entire bargaining process, legal analysis of laws, including Meyers-Miliias-Brown, analysis of positional and hard/soft bargaining, interest-based bargaining, basic contract costing, and the grievance and arbitration process. The course will also cover fiscal emergencies, municipal bankruptcy, and how to develop an agreement based on monetary AND no cost items that meet the needs of YOUR members and the city/county.**

**This course is intensive, demanding, and requires students to commit to attending the entire course. It will help to prepare you to negotiate with the best!**

**COURSE FEE**  
\$325  
MEMBERS  
\$450  
NON-  
MEMBERS