



COLLECTIVE BARGAINING

April 28-30, 2026

8 am-5 pm

**Embassy by Hilton Monterey
Bay/Seaside**

**1441 Canyon Del Rey Blvd
Seaside, CA 93955**

WHO SHOULD ATTEND?

Anyone involved in negotiations or who would like to become more knowledgeable about the negotiation process.

COURSE FEES:

MEMBERS: \$325

NON-MEMBERS \$450

Cathy Knape

Training Coordinator

916-928-3777

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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-Milias-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!

www.porac.org/members/porac-institute/

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