
Conrad Bowling

FMCS

Follow this and additional works at: https://thekeep.eiu.edu/jcba

Part of the Collective Bargaining Commons, and the Higher Education Commons

Recommended Citation
DOI: https://doi.org/10.58188/1941-8043.1612
Available at: https://thekeep.eiu.edu/jcba/vol0/iss11/53
NEGOTIATION PROPOSAL WORKSHEET

1. Draft your proposal.

2. What are the supporting facts/information for your proposal (Business, Customer, & membership needs/desire, past problems/grievances, etc.)?

3. Explain your proposal (i.e. what it does, how it would work).

4. What will be the impact (positive or negative) on the other party’s interests or positions & how would you address them?

5. Do you need additional information to make a decision on this proposal?

6. What is your best back-up proposal?