

TRADITIONAL BARGAINING 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?