

# LRS Negotiators' Workshop

**Collective Bargaining – Preparing for 2012 Now!**

**Date:** 20-21 October 2011

**Venue:** DITSELA, 24 Kruis Street, Cnr. Marshall Street,  
Johannesburg

**DRAFT PROGRAMME**

**DAY 1 - 20 October 2011**

Time	Topic	Further detail
09h00 – 09h15	Welcome, Introductions and Programme	Jenny Luck (DITSELA), Saliem Patel (LRS)
09h15 – 10h30	Bargaining 2011 - What did unions win in 2011?	Presentation with Plenary questions and discussion
10h30 – 11h00	TEA	
11h00 – 12h00	What did unions <u>not</u> win in 2011?	Group work 1. Contrast demands with the settlements 2. What was missing from our demands? 3. Advancing organisation Draw out lessons against basic framework for assessing strategic gains.
12h00 – 13h00	What did unions <u>not</u> win in 2011?	Report back from Groups
13h00 – 13h45	LUNCH	
13h45 – 14h45	What are the lessons we can draw from 2011?	Group work What have we learnt in terms of: 1. Employer strategies 2. Union preparedness 3. Mobilisation
14h45 – 15h45	What are the lessons we can draw from 2011?	Report back from Groups and discussion
15h45 – 16h15	TEA	
16h15 – 17h00	How widely learnt are lessons in the union?	Plenary

**DAY 2 - 21 October 2011**

Time	Topic	Further detail
09h00 – 09h15	Welcome and Recap	
09h15 – 10h30	Preparing for bargaining in 2012	Group work What are the challenges in these key areas: (a) organising (b) education and (c) research
10h30 – 11h00	TEA	
11h00 – 12h00	Towards a bargaining strategy for 2012	Report back from Groups and discussion
12h00 – 13h00	Towards a sustained process for developing women in trade unions	
13h00 – 13h30	Assessment & Closing	
	LUNCH	