The Negotiator's Guide Strategies to inspire, organise & represent workers.

Contents

- 1 Introduction to the Negotiators Guide
- 8 Chapter 1: An introduction to negotiations
- 42 Chapter 2:

Recruitment & organising A background to bargaining

- **46** Chapter 3: Solidarity & coalitions
- **52** Chapter 4: Using the law to support bargaining strategies
- **92** Chapter 5: A framework for negotiating conditions at work





132	Chapter 6: An Introduction to wage bargaining
148	Chapter 7: Bargaining for gender equity
166	Chapter 8: Workplace rights belong to everyone
182	Chapter 9: Negotiating retrenchment
226	Chapter 10: Trade unions negotiating in value chains
237	Chapter 11: Negotiating the future of work
265	Bibliography