

# Bargaining Basics



Equip your organisation's representatives with the skills, knowledge and capability to bargain effectively

## DURATION

Full day – In Person

## SUITABLE FOR

Leaders and human resource professionals involved in enterprise bargaining

## PRICING

### CALENDAR COURSES:

	AMMA member	Non-member
Full day	\$500	\$700

### CUSTOMISED TRAINING:

*Pricing is subject to requirements such as company specific materials and travel.*

### NOTE:

*Training dates are subject to enrolments and change.*

[www.amma.org.au](http://www.amma.org.au)

## PROGRAM OVERVIEW

Enterprise bargaining can be a daunting experience, particularly for those new to the process or who are required to bargain irregularly.

Bargaining for an Enterprise Agreement is a key business process that will influence many human resources and employment relations processes for a number of years, including in relation to key issues such as remuneration, workplace change and termination of employment. It is therefore essential that those at the table for your organisation are equipped with the knowledge and skills to bargain effectively.

This course combines both theoretical and practical aspects to ensure participants not only have a strong understanding of the bargaining process and the legal frameworks that govern it, but also develop the communication, influencing and negotiation skills to be able to obtain the best outcomes for your organisation.

## LEARNING OUTCOMES

On completion of this course participants will:

- Be able to identify the steps for preparing to bargain
- Understand the bargaining parameters under the *Fair Work Act 2009*
- Be familiar with influencing techniques that can be used at, and outside of, the bargaining table
- Understand effective communication techniques

## WHY AMMA

AMMA consultants have unrivalled knowledge, experience and expertise in Employment & Industrial Relations in the Australian Resources and Energy sector. Our consultants not only have extensive knowledge of the legislative framework governing Enterprise Bargaining but also have been at the table to represent organisations across the industry. This knowledge and experience is used as a foundation for this course.

Materials are highly practical and tailored to include content specific to your organisation and industry to ensure the most relevant information is provided to participants. Role plays and case studies are utilised to ensure participants can practically apply content.

AMMA materials are built on experience in designing training packages for, and with, the energy and resources sector.

## TRAINING LOCATIONS

AMMA holds this course in person across Australia and can arrange customised training in all areas, including regular tours of regional Australia.