



## **Gaining Authority and Working with the Board of Education in Negotiations**

*Wednesday, February 21, 2018  
10:00 a.m. – 12:00 noon  
Santa Clara County Office of Education  
1290 Ridder Drive  
San Jose, California  
Milpitas Room  
2<sup>nd</sup> Floor, North Building, Room 203*

**This is a no cost workshop presented by School Employers Association of California (SEAC) for the Districts in Santa Clara County**

### **What is the Content?**

This two-hour workshop will be presented by Ruben Ingram, Executive Director, School Employers Association of California (SEAC) and will highlight the following:

- The Authority of the School Board
- The Role of the Superintendent in Bargaining
- The District Negotiating Team
- Preparing the Board for Negotiations
- The Public Hearing
- Developing the District's Proposals
- Analyzing the Union's Proposals
- Reaching Tentative Agreement

### **Who Should Attend?**

Superintendents and District Management Negotiating Team Members

**Please register at [www.seacal.org](http://www.seacal.org)**