

Collective Bargaining Agreement (CBA)

Istanbul (Turkey)

26 - 30 July 2026

UK Traininig

PARTNER



Collective Bargaining Agreement (CBA)

Code: OG28 From: 26 - 30 July 2026 City: Istanbul (Turkey) Fees: 4600 Pound

Introduction

Collective Bargaining Agreements CBA play a crucial role in labor relations, ensuring a balanced and structured negotiation process between employers and labor unions. This course is designed for professionals in labor relations, human resources, and organizational management, providing a comprehensive understanding of CBA principles, legal frameworks, negotiation strategies, and dispute-resolution techniques.

Through case studies and hands-on exercises, participants will gain practical skills to navigate complex labor negotiations, resolve conflicts, and ensure compliance with labor laws while fostering long-term labor peace and constructive workplace relationships.

Course Objectives

By the end of this course, participants will be able to:

- Understand what a Collective Bargaining Agreement is and its importance in labor relations.
- Recognize the legal framework governing collective bargaining and compliance requirements.
- Identify key components and standard clauses in CBA contracts.
- Develop negotiation techniques to create fair and sustainable agreements.
- Address conflicts and disputes that may arise during the bargaining process.
- Ensure full compliance with labor laws and regulatory obligations.
- Implement strategies to foster constructive and long-term labor relations.

Course Outlines

Day 1: Introduction to Collective Bargaining Agreements

- What is Collective Bargaining? Definition, significance, and benefits.
- Historical Context: Evolution of labor unions and collective bargaining.
- Legal Framework: Key laws and regulations governing CBAs e.g., NLRA, Labor Code.



- Key Players: Roles of employers, labor unions, and government bodies in negotiations.
- Labor Market Dynamics: Economic and social considerations in collective bargaining.

Day 2: Preparing for Collective Bargaining Negotiations

- Importance of Preparation: Laying the foundation for successful negotiations.
- Identifying Needs and Interests: Aligning stakeholder objectives.
- Building a Negotiation Team: Assigning roles and responsibilities.
- Strategic Planning: Defining clear bargaining goals.
- Learning from Past CBAs: Insights from previous agreements.
- Ethical and Legal Considerations: Best practices for fair negotiations.

Day 3: Negotiation Strategies and Techniques

- Effective Communication Skills: Ensuring clarity and mutual understanding.
- Negotiation Styles: Collaborative vs. competitive bargaining approaches.
- Win-Win Strategies: Crafting agreements that benefit all parties.
- Breaking Deadlocks: Techniques for overcoming negotiation impasses.
- Creative Problem-Solving: Finding innovative solutions for bargaining challenges.
- Stress Management: Maintaining composure under negotiation pressure.

Day 4: Key Elements of a Collective Bargaining Agreement

- Wages and Benefits: Negotiating salaries, bonuses, and insurance packages.
- Working Conditions: Addressing work hours, leave policies, and workplace safety.
- Employee Rights: Handling grievances, disciplinary actions, and job security.
- Union and Management Responsibilities: Establishing oversight and compliance roles.
- Agreement Duration and Renewal: Structuring CBAs for long-term sustainability.
- Global Influence: The impact of international labor standards and globalization on CBAs.



Day 5: Conflict Resolution and Long-Term Labor Relations

- Dispute Resolution Mechanisms: Mediation, arbitration, and direct negotiation.
- Handling Agreement Violations: Addressing breaches of CBA terms.
- Building Positive Labor Relations: Sustaining collaboration post-negotiation.
- The Role of Unions in Workplace Harmony: Enhancing cooperation and productivity.
- Implementing CBAs: Monitoring and evaluating agreement outcomes for compliance and efficiency.

Why Attend This Course: Wins & Losses!

- Gain a comprehensive understanding of collective bargaining and negotiation strategies.
- Master negotiation techniques to draft and implement effective CBAs.
- Develop expertise in resolving labor disputes professionally.
- Ensure legal compliance with labor laws and protect stakeholder interests.
- Enhance workplace stability through well-structured labor agreements.
- Strengthen your knowledge of best practices in collective bargaining negotiations.

Conclusion

Collective bargaining has become an essential tool in creating a fair and sustainable workplace environment. Through effective preparation, strategic negotiation, and legal compliance, labor relations can be strengthened, ensuring workforce stability and long-term peace.

Join this comprehensive course today to gain the expertise needed for successful labor negotiations and the development of equitable and sustainable CBAs!



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut



Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

