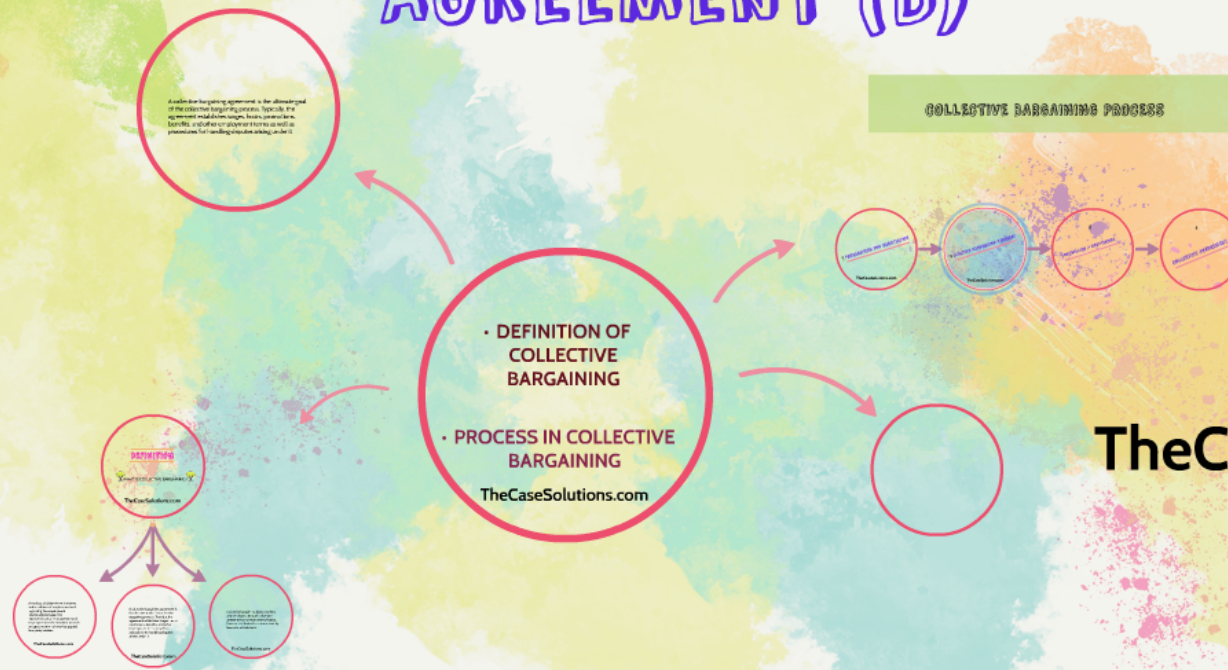
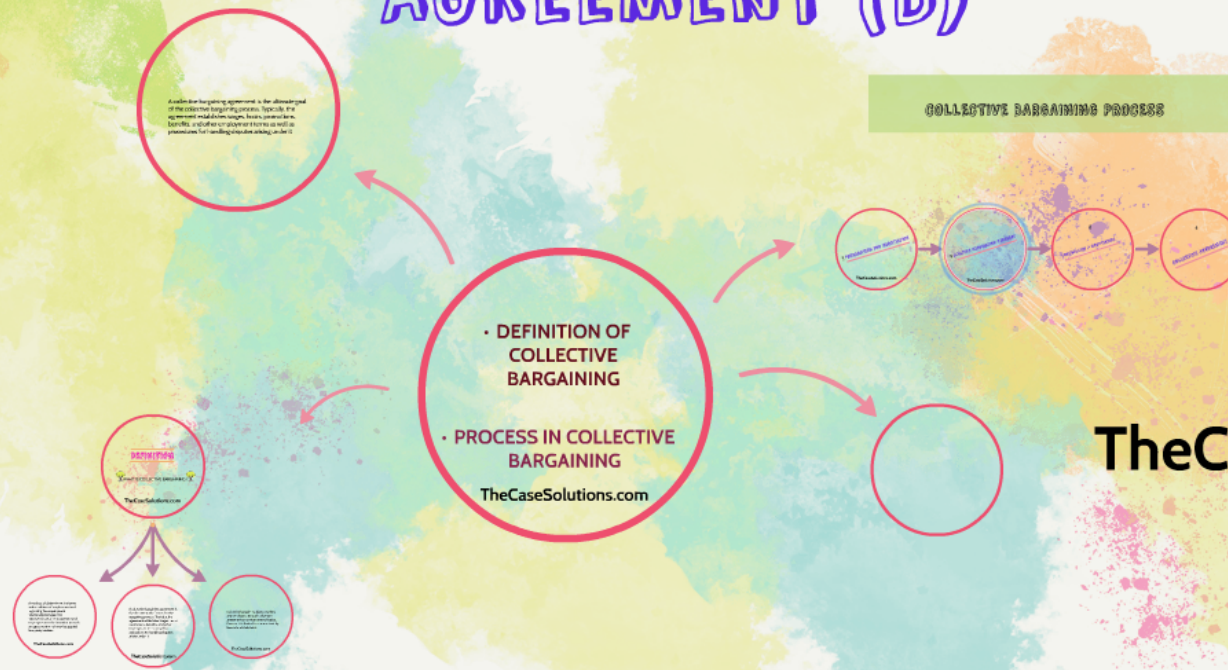


VOLKSWAGEN NAVARRA, 8TH COLLECTIVE AGREEMENT (B)




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- **DEFINITION OF COLLECTIVE BARGAINING**
 - **PROCESS IN COLLECTIVE BARGAINING**

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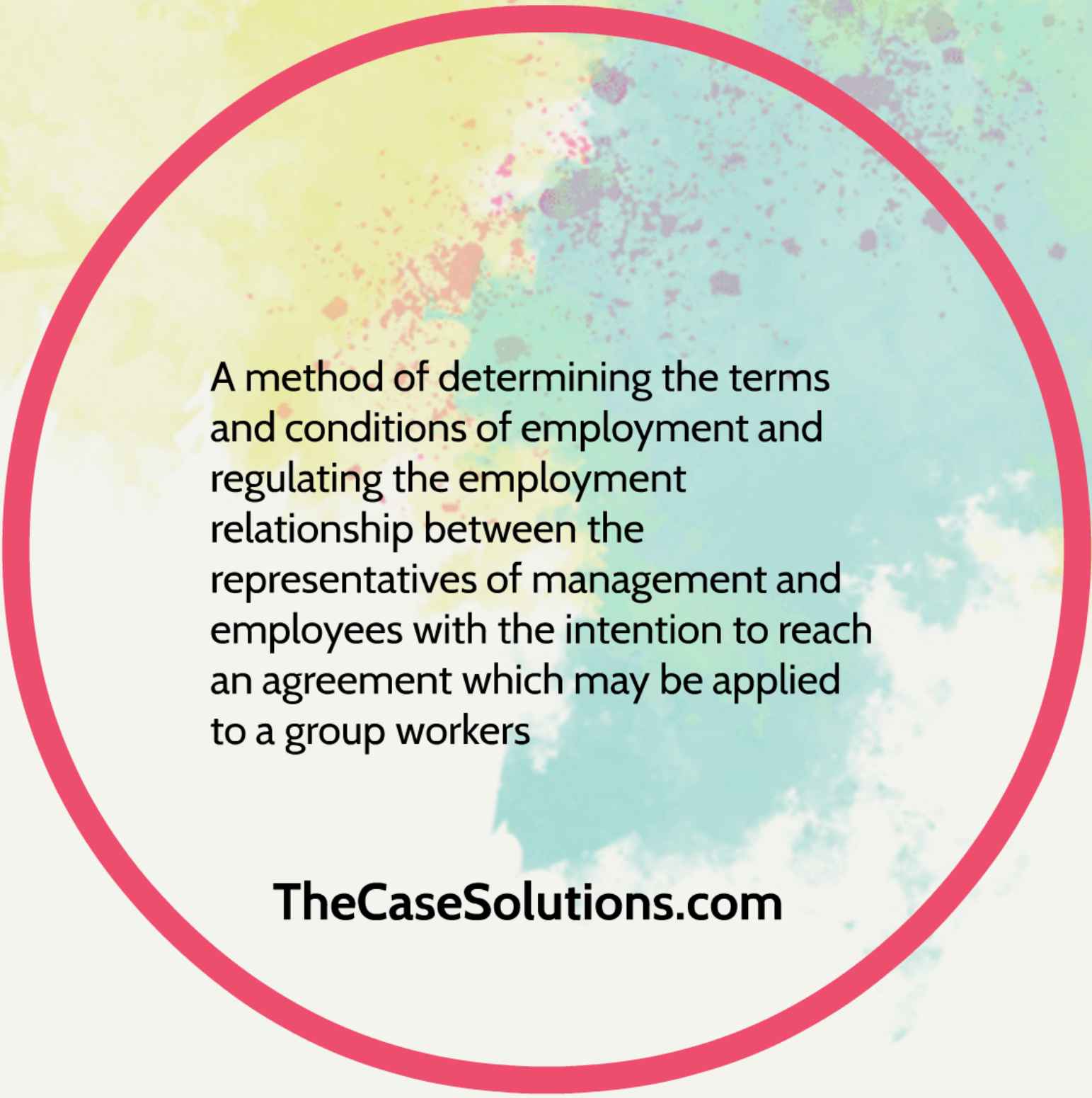
DEFINITION



WHAT IS COLLECTIVE BARGAINING ?




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A method of determining the terms and conditions of employment and regulating the employment relationship between the representatives of management and employees with the intention to reach an agreement which may be applied to a group workers

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A collective bargaining agreement is the ultimate goal of the collective bargaining process. Typically, the agreement establishes wages, hours, promotions, benefits, and other employment terms as well as procedures for handling disputes arising under it

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Collective bargaining allows workers and employers to reach voluntary agreement on a wide range of topics. Even so, it is limited to some extent by federal and state laws.

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1 PREPARATION FOR NEGOTIATION

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2 BUILDING NEGOTIATION STRATEGY

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