

Negotiating a Labor Contract: Finding the Style that Suits You

A post on Foley & Lardner's **Labor & Employment Law Perspectives** blog discusses negotiation styles for employers when the time comes for a new labor contract.

"There isn't a one-size-fits-all answer as to what works best," writes **Thomas C. Pence**. "Some people yell a lot and are very effective with it. Others try yelling and come off sounding cartoonish (never a good thing in negotiations). The best advice is to be true to yourself."

Pence advises contract negotiators to be self-assured and determined in arguing their positions.

Read the article.