

**Labor Negotiation Reflection**

Directions: Now that you've completed the labor negotiation, please take a few minutes to reflect on the exercise. Remember, we did this to help you begin to understand how collective bargaining, the premise upon which unions are founded, works.

1. What can you take away from this exercise? Did you learn anything about how unions or labor negotiations work?

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2. Look at the contract you have just negotiated. How satisfied are you with the new contract? In other words, how close did you get to your ideal contract? Explain.

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2. Which items did you win points for? (LIST)

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3. How do you feel about your team's performance in the negotiation? What is ONE thing you did well and ONE thing you could have done better?

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4. Consider the team who won. Why did they win? Explain HOW the contract you negotiated led to a win for this team. (i.e., Was it simply because they won most of their demands? Was it that they were more aggressive? Did they make better arguments? Explain.)

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