

# Selected Negotiations Fundamentals for the Beginner or the Experienced Bargainer

**ACSA Negotiators' Symposium**
San Diego

This session will cover some of the essential and fundamental bargaining rules and tools that are often forgotten or ignored, including: 1) knowing when you have to bargain and when you don't; 2) providing timely and effective notice and opportunity to bargain; 3) securing parameters from your Board and preparing for negotiations; 4) responding to information requests efficiently and effectively; and 5) implementing effective impasse strategies.

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