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Understanding the Psychology of the Bargaining Table

Association of California School Administrators Personnel &
Negotiation Symposium
San Diego, CA
September 24, 2025

Although statutes, case law, and workshops commonly address the various legal parameters underlying school districts' duty to bargain, the basics of the psychology of bargaining are typically not considered. Dr. Jack Lipton, Chair of Burke, Williams & Sorensen's Education Law Group, who is an attorney with a Ph.D. in Psychology, will team up with John Yeh, an experienced labor negotiator, to go beyond the traditional workshop parameters to discuss practical approaches to negotiations informed by the psychological aspects of human behavior, as well as using psychology to respond effectively to union bargaining tactics.