

MTA BARGAINING CERTIFICATE PROGRAM

Bargaining units across the state are undergoing major transformations to build power and demand more for educators, students, and our communities. Local unions are enhancing traditional bargaining strategies, inviting more members into the process, running escalating contract campaigns, forming bargaining councils, and moving past “bread and butter” issues to Bargain for the Common Good. The Bargaining Certificate program is an excellent opportunity for members to prepare to lead in this vital work.

PROGRAM REQUIREMENTS

The Bargaining Certificate program consists of 24 hours of instruction. It includes two core courses and four electives:

Bargaining Foundations (Core)

This survey course provides an overview of the collective bargaining process and discusses best practices related to preparing for bargaining, the role of bargaining teams, developing bargaining platforms and proposals, table techniques, and more...

Democratized Bargaining (Core)

This course focuses on how locals organize to build power in negotiations. It discusses contract campaigns, the role of Contract Action Teams, expanded and open bargaining, bargaining councils, and more...

Participants also choose **four elective courses** based on their interests and needs!

Register for the Bargaining Certificate at:
www.massteacher.org/bargainingcertificate
Questions? Email bargaining@massteacher.org

Core Courses

Bargaining
Fundamentals

Democratized
Bargaining

Elective Offerings

Economics of
Bargaining

Bargaining for the
Common Good

Contract Language
Lab

Contract Campaigns

ESP Bargaining Issues

Economics of Higher
Ed Bargaining

Advanced
Negotiations Theory

Bargaining Health
Care

Bargaining Leave
Provisions

Power Mapping

...and more!

Register for the Bargaining Certificate Program

Scan this QR code to register online or visit:



2026 Summer Conference Course Offerings July 26-29

You must register at: massteacher.org/summer

Sunday, July 26

Contract Language Lab

Monday, July 27

Advanced Negotiations Theory and Practice
Bargaining Foundations
Building a Contract Action Team
Economics of Bargaining I
Navigating Municipal Health Insurance
Resources to Support Negotiations for PreK-12

Tuesday, July 28

Bargaining Leave Provisions
Bargaining the Future: Artificial Intelligence (AI) in Educator Contracts
Communication Strategies that Build Power
Changes in Working Conditions and Impact Bargaining
Creative Tactics and Strategic Actions: Going Beyond Petitions & Standouts
Democratized Bargaining
Economics of Bargaining II: Understanding and Restructuring Salary Schedules
Grievance Training
Municipal and School Finance

Wednesday, July 29

Good Information = Good Strategy: Strategic Research for Negotiations
Negotiations for a Safe Work Environment
Union Rights 101
Winning Strong Contracts in Challenging Times