## Labor Negotiation Services RFP Questionnaire

## Please include with proposal

1. Please describe your preparation methodology with government agencies entering negotiations.

2. How do you effectively assess the impact of bargaining proposals with the entity you represent?

3. Describe a successful collective bargaining strategy, goal, or objective which you consistently apply.

4. Please describe the most complex negotiation that you have handled?

5. What do you believe is the single most important labor law or practice that affects labor-management relations and managing a public sector workforce?

6. Please describe your proficiency with preparing labor costs, memoranda of understanding and contractual clauses for collective bargaining agreements?

7. What is your experience with fact finding, impasse, and labor strikes? How did you handle and/or resolve each?