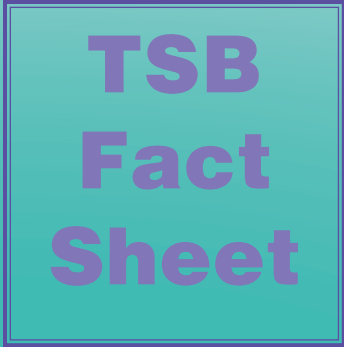


Target Specific Bargaining

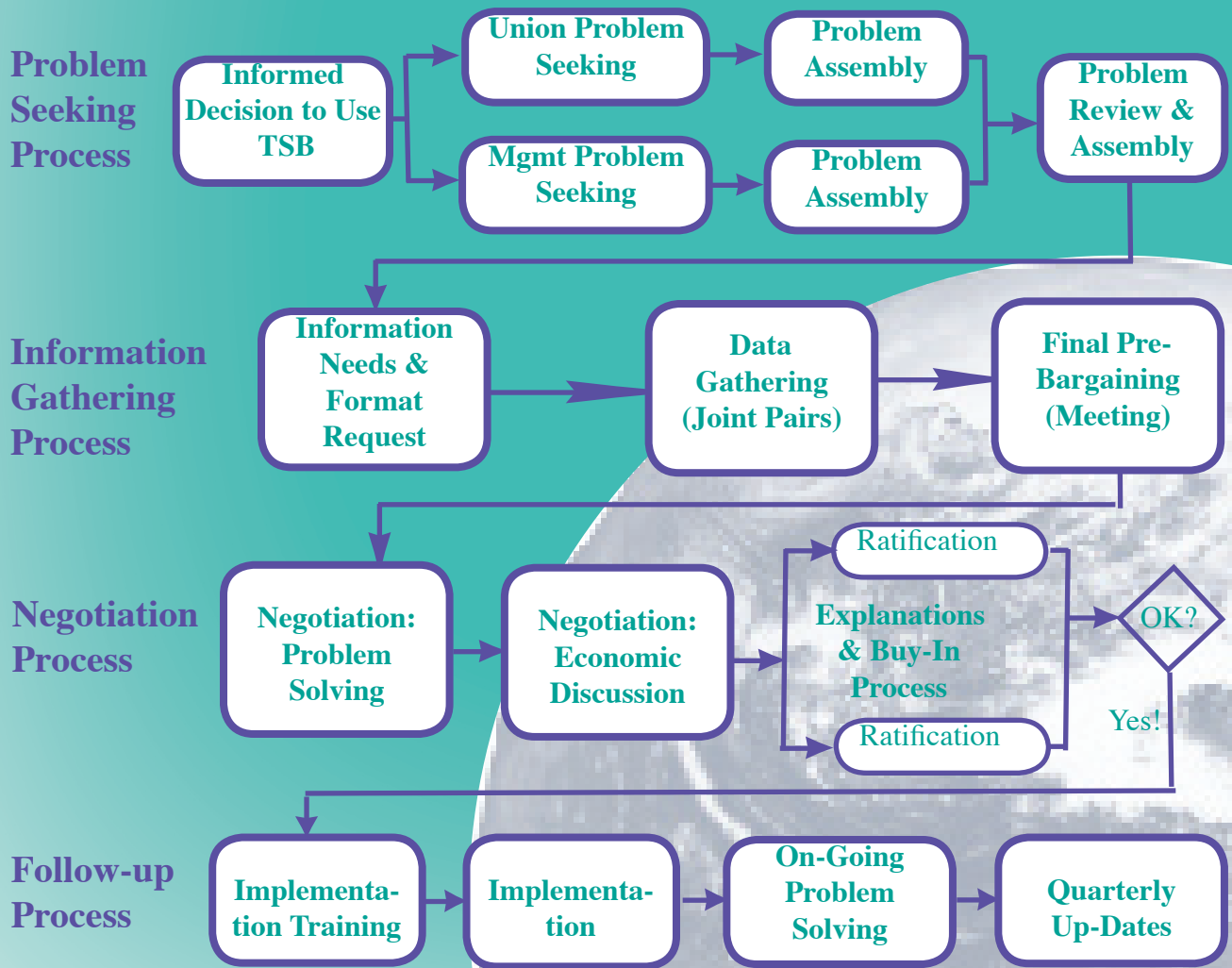
Target Specific Bargaining (TSB) is a collaborative bargaining process designed to overcome the most common shortcomings of traditional bargaining



BENEFITS:

- 1- Establishes continuity between bargaining & day-to-day relationships
- 2- Solves problems without trading positions
- 3- Builds the habit of making data-based decisions
- 4- Moves organizaions toward problem prevention vs. repair

PROCESS:



PERFORMANCE: TSB has been applied over 200 times with overwhelming success. Bargaining units have been as small as 5 and as large as 34,000. TSB has been proven in organizations ranging from manufacturing to food retailing to education to government.

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