TRADITIONAL BARGAINING ROLES

**Role of a Bargaining Team**

- Assisting in formulating proposals/strategy
- Listening/taking notes
- Asking clarifying questions
- Explanation of proposals or which they are the “expert”
- Taking pulse of constituents
- Showing unity (watch body language)
- Being a team player

**Role of the Chief Spokesperson**

- Speaks for the team at the table
- Understand proposals sufficiently to explain them or delegate to someone who does
- Solicit input from team away from the table
- Participate in sidebars