



Canadian Union of Postal Workers

**UNI-CUPW Training on Strengthening Collective Bargaining
Power in APRO
September 21-22, 2025
Bangkok, Thailand**

Day 1. Building Power in Negotiations

9:00 - 9:30 Introduction

- Names, union, Think about your first job. what's one thing you wish you and your coworkers could have changed there?
- Ground rules & Objectives

9:30 – 10:30 Winning in Negotiations

- What is the formula?
- Why are numbers matter

10:30 – 10:40 Break

10:40 – 12:30 Sense or Urgency

- Role of the leaders
- Group Discussion

12:30 – 2:00 LUNCH

2:00 – 3:15 What are the goals of each Bargaining Campaign?

- Group exercise

3:15 – 3:25 Break

3:25 – 5:00 Dissecting a Campaign

- Goal
- Structure
- Action

Day 2. From Demands to Action

9:00 – 9:15 Recap

9:15 – 10:30 Shaping our demands & Lifting our voices

- Group exercise
- Building a Survey

10:30 – 10:40 Break

10:40 – 12:00 Organizing Conversation/ Identifying and recruiting leaders

- Anger, Hope, Plan
- Role Play

12:30 – 2:00 LUNCH

2:00 – 2:45 Strategy, taking Action:

- Building a Campaign Timeline
- Group Exercise

2:45 – 3:30 Opening Negotiations

- What to expect
- What is your role?
- Group exercise

3:30 – 3:40 Break

3:40 – 5:00 Group exercise

- Next steps
- Evaluations