DRAFT PROGRAM FOR ORGANIZING AND CAMPAIGNING WORKSHOP

DAY ONE

9:00AM    Introductions (30 minutes)
9:30AM    I. Why Organize? (Brainstorm ideas - reach consensus on 4-5 Ideas) (30 minutes)
10:00AM   II. What is our campaign experience? (Each union prepares a template) (30 minutes):
          • Description of target
          • Reason(s) for selection
          • Organizing method used
          • Results obtained (what happened?)
          • Main lessons learned
10:30AM   BREAK (15 minutes)
10:45AM   (Each union presents template; discussion) (20 minutes each)
12:30PM   LUNCH
III. Principles & methods of organizing & campaigning (90 minutes)

(Facilitated discussion leading to consensus on following points):

Organizing plan-components:

• Research industry, firms
• Assign resources – staff, equipment, funds
• Strategy – methods, timeline, benchmarks, decision points
  Objective: build a solid organization of majority of workers
• Identify, recruit, train leaders
• Form organizing committee with clear responsibilities
• Map and chart workforce – plan to win mass support

2:45PM BREAK

3:00PM IV. Power structure analysis (90 minutes)

(Facilitated discussion leading to consensus on following points): Legal system considerations

• Must meet legal requirements
• Must not depend on legal system
• Firm relationships
• Clients
• Suppliers
• Industry, competitors (associations, Chamber of Commerce, etc.)
• Markets
Solidarity support network and pressure opportunities

4:30PM Review of day’s subjects – Evaluation of day one
DAY TWO

9:00AM   V. Presentation and discussion of case study: company X (TBC)  
Organizing plan (Facilitated discussion) (90 minutes)  
  • Research and select target  
  • Resources: TBC  
  • Strategy: Recruit leaders, win support of majority  
  • International pressure opportunities

10:30AM   BREAK (15 minutes)

10:45AM   Implementation of plan (Facilitated discussion) (90 minutes)  
  • Recruit, train leaders  
  • Strike – spontaneous action  
  • Repression  
  • Response – organizing, pressure  
  • Limits of legal system  
  • Solidarity support network

12:15PM   LUNCH (75 minutes with brief talk by Rob Johnston)

1:30PM   VI. Discussion of different countries, different strategies (Small groups composed of unions from each different country – Each group to develop a plan using template) (75 Minutes):  
  • Research, target selection criteria  
  • Strategy and organizing methods  
  • Power structure analysis  
  • Pressure opportunities  
  • Solidarity support network
• Timeline

2:45PM BREAK (15 minutes)
3:00PM Countries groups present plan – general discussion (90 minutes)
4:30PM Evaluation of workshop
5:00PM Close