

STRATEGIC ANALYSIS

1. Priorities/Choices
2. Goals (Coalition, National Bargaining, Local Bargaining)
3. Governance/Legal Structure/Legal Pre-Requisites; Fail Safes)
4. Operational Structure/Division of Responsibilities
5. Scope of Bargaining (at all levels)
6. Strategies
7. Tactics
8. Timing
9. External Themes/Communications
10. Internal Themes/Communications
11. Resources
12. Discipline
13. Community Interplay
14. Member Empowerment/Mobilization
15. Legal Options
16. Closing the Deal (Nationally, Locally)
17. Ratification