

Europa GROW – Organisers Forum Brussels, 21-22 February 2012

Objective: to provide a forum to exchange innovative ideas, organising and recruitment success stories, effective campaign experiences and strategies to GROW unions in Europe.

We will bring together practitioners, strategists and organizers throughout Europe to examine and discuss best practices, innovative ideas and organising and recruitment strategies that have led to the growth of unions in Europe.

The objective is to bring together our expertise and experience, to learn from each other and to act collectively to find and apply the most effective strategies for growth and increased bargaining power.

The Europa GROW forum will focus on:

- Strategic research models and sector organising strategies
- Successful strategies for recruitment, internal growth, access and induction strategies
- Building activism and membership growth through collective bargaining and issue campaigns
- Change to organise
- Organising in Central and Eastern Europe

AGENDA

Tuesday 21st February

Morning

Opening Remarks

Oliver Roethig – RS UNI Europa

Overview: Declining union density and bargaining coverage in Europe and changing the way we organise.

Christy Hoffman – DGS UNI Global

The Global Perspective

Session 1

Building power through strategic research, sector analysis and targeting

- Presentation: Jack Clarke - UNITE UK

Q & A - strategic research and targeting, setting priorities

Session 2

Changing to Organise

- Presentation: Joe Cunningham - SIPTU Ireland
 - Presentation: Nina Kulberg/Anna Jormin – Unionen
- Q & A – Changing to Organise

Afternoon

Session 3

Building power through systematic recruitment and induction

- Presentation : Angelo diCristo – Fabi Italy
- Presentation: Karin Jungerhem - Handels

Workshop on internal growth, recruitment, access and induction
What are the successful models for systematic recruitment?

Wednesday 22nd February

Morning

Session 4

Growth through collective bargaining campaigns and issue campaigns

- Presentation: Mari Matens - FNV Bondgenoten
- Presentation: Oliver Dicher - Ver.di
- Presentation: Jean Michel Dupire – CGT

Workshop on growth through collective bargaining and issue campaigns
How can we use collective bargaining campaigns and issue campaigns to organise and recruit new members?

Afternoon

Session 5

Developing strategies to support multi-sectoral campaigns and organising for growth in Eastern Europe

- Vasilica Gogescu – FSCOMERT Romania
- Marko Palada – HST Croatia

Workshop on developing strategies to build power and growth in Eastern Europe

Conclusions