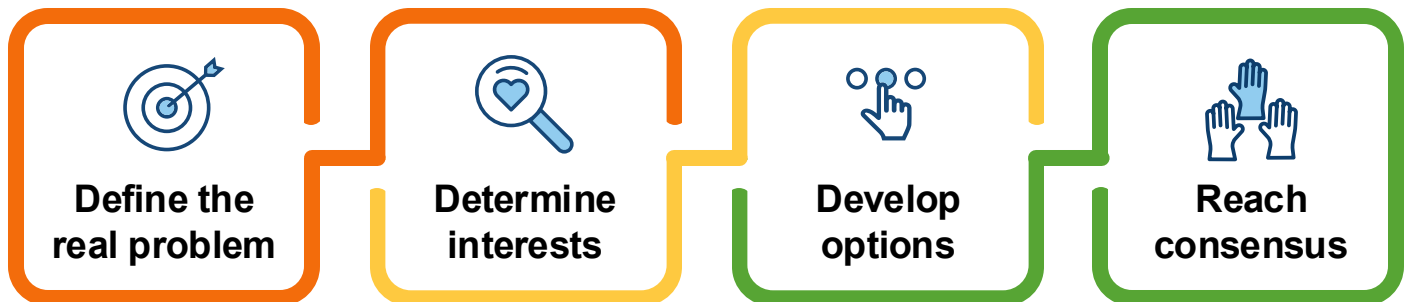


Interest-based problem solving: What it is, why it matters

During national bargaining, labor and management use this collaborative approach to find win-win solutions.

**How we bargain is just as important as what we bargain for.
Working together with this powerful tool, management and unions:**



How do we know we've reached consensus?

- ☒ Has everyone been heard?
- ☒ Can we live with the solution, even if it's not our first choice?
- ☒ Will we support the solution even after we've left the room?



Build better relationships. Find better solutions. Provide the best care.

 Watch this [animated video](#) to learn more about Alliance national bargaining.