

### **3. Who represents the Board during negotiations?**

- **Composition of the Board's Negotiation Team**
  - Three to four Board members assigned by the Board president during the annual reorganization meeting in January
  - Professional negotiator
  - Superintendent/Business Administrator (advisors)
  
- **Role of Negotiation Team**
  - Conduct research and prepare Board's proposal
  - Negotiate with union
  - Sign tentative agreement (Memorandum of Agreement)
  
- **Full Board**
  - Set direction for the process and outcome of negotiations
  - Establish parameters for a settlement
  - Vote to ratify or reject a Memorandum of Agreement