# Rep Induction Programme

workbook



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# My tasks

### A checklist for new union reps

Drop your senior workplace rep a line to introduce yourself	
Complete the 7 eBites that form the rep induction programme	
Book in time with your local Accord officer and review your action plan	
Obtain a list of members in your workplace from Accord HQ	
Update your noticeboard in your workplace – for remote workers we have digital posters	
Let members in your workplace know that you're their rep	
Agree a regular catch-up with your manager to talk about how things are in your workplace	
Complete your first health & safety inspection	
Start having conversations with members and potential members about the union	

# **Action plan**

### This is my plan of action

Thinking about everything covered in the eBites, what actions do you need to take? And thinking of the support you need, what actions do you need to take with different people?

My commitme	ents		
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(ey actions I'I	l be taking		
Key actions I'I	l be taking		

# Action plan continued

### Collaborating

Your Accord officer	
Your manager / senior manager	
Other reps	
Accord HQ	
Members	

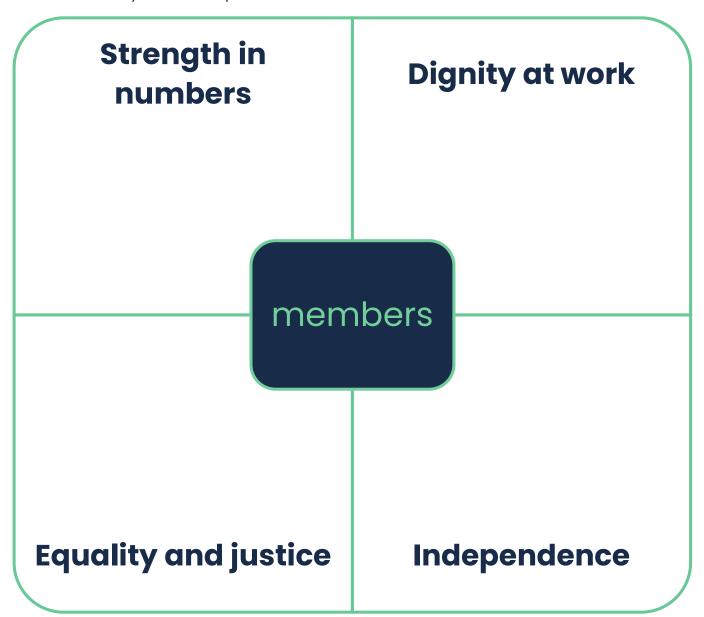
### **Notes**

# **History notes**

### **Accord values**

#### Values in action

The values of Accord for the basis of how we work together for the good of our members. Living by these values will allow you to present yourself as a role model to members and the business. Thinking about these 4 areas, what do you think you can do, or what behaviours can you show, to put these values into action?



# Jargon buster

### **Glossary of abbreviations**

ACAS	
AGS	
Associate	
BAME	
BAU	
DLR	
GDPR	
Groups	
GS	
H&S	
HWA	
LGBT+	
MAG	
PEC	
RGM	
SEC	
TUC	
Union Time	

# What the union does

#### The benefits of unions

What do union's do?	
•	•
•	•
•	•
•	•
Why join a union?	
•	•
•	•
•	•
•	•
•	•
Accord's successes	
•	•
•	•
•	•
•	•
•	•
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•	•

# **Testimonial notes**

Use this s	pace to	make note	S
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### Your stories

### Make a note of stories you can use

The story of why I joined Accord:
A story about member support:
A story about a membership benefit:
A story about an Accord campaign:

### **What Accord does**

### **About representation**

# Representation

#### **Collective**

- •

#### **Individual**

# Rep videos

# My role

### What I'll be doing

Th	The activities of a union rep		
•	File an online casework report after supporting a member	•	
•		•	
•		•	
•		•	
•		•	

#### Three important issues in my workplace

•

•

•

#### What support do I need?

My Accord officer is:

•

•

What facility time will I need to carry out my duties?

# Listening exercise


# Data protection

### **Match the descriptions**

On the right you'll find descriptions relating to the handling of data. Match them with the correct item on the left.

correct item on the left.		
Data breach	A	A password that contains a mix of letters, numbers, and special characters. It can't easily be guessed.
Data processor	В	Permission from an individual to use their data for specific purposes such as email updates.
Sensitive information	C	A request from an individual for data that we hold on them, including how we use that data.
Retention	D	Information that has greater legal protection such as race or trade union membership.
Consent	E	The loss of a device, data disclosed to someone that it shouldn't have been, or data left unattended.
Secure password	F	The UK legislation that ensures individuals and their data are protected and incorporates GDPR.
DSAR	G	The amount of time required to keep certain pieces of data. We must only keep data for as long as is necessary.
Data Protection Act	Н	Processes personal data on behalf of the data controller. Can be a third- party external to the organisation.

# Notes - Data security

Use this spa	ce to	make	notes
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## Conversations

### **Making conversations count**

Wha	t does a bad discussion look like?	
Wha	t might make for a better discussion?	

# Retaining members

### What can I do to help?

Why members might consider leaving Accord?		
•	•	
•	•	
•	•	
•	•	
What can you do to prevent them gettin	ng to this point?	
•	•	
•	•	
•	•	
•	•	
What actions are you going to take?		
What actions are you going to take?	•	
What actions are you going to take? •	•	
What actions are you going to take?  • •	•	
What actions are you going to take?  •  •  •	• • •	
What actions are you going to take?  • • • • Where can I go for support?	• • •	
•	• • •	
•	• • • • • •	
•	• • • • • • • •	

# **Objection handling**

Objections	Useful response

### It's time to talk

### Having meaningful conversations

My five key messages/statements
1.
2.
3.
4.
5.

Challenges	How to overcome them

## Communication

### **Communicating effectively**

What does effective communication look like?
•
•
•
•

Barriers	How to overcome them

# Engagement

# Building engagement

### My areas of focus

I'll build engagement in my workplace by:
What methods do you plan on using, and for what purposes?
Are there any obvious areas to tackle?
How can I tackle these?

# Safety concerns

### What are the risks in your workplace?

The obvious					
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	Non-traditional				
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	•	•			
	•	•			
	•	•			
	Do you know who to report concerns to?				
The responsible manager is.					
	The responsible manager is.				

# Health & safety

# CCCOrc