

Contents

| | |
|---|-----|
| List of Tables | vii |
| List of Figures | ix |
| Acknowledgements | xi |
| List of Abbreviations | xv |
| CHAPTER 1 | |
| Introduction | I |
| CHAPTER 2 | |
| Theoretical Framework and Research Methodology | 19 |
| CHAPTER 3 | |
| The Structural Context for European Company-Level Bargaining | 59 |
| CHAPTER 4 | |
| Company Case Studies | 101 |
| 4.1 An EWC as Pioneer of European Negotiations: The Case of Ford | 102 |
| 4.2 German EWC Leadership as the Motor Force of European Bargaining: The Case of Daimler | 118 |
| 4.3 Recognizing a Union Veto on European Company Agreements: The Case of John Deere | 132 |
| 4.4 Rejecting a Union Veto on European Company Agreements: The Case of ABB | 147 |

| | | |
|-----------|---|-----|
| 4.5 | Strict Implementation of the EMF Procedure: The Case of Areva | 161 |
| 4.6 | EMF Exercises Sole Bargaining Authority: The Case of ArcelorMittal | 173 |
| 4.7 | Growing Formal Union Recognition in the Negotiating Process: The Case of EADS | 184 |
| 4.8 | Global Union Intervention in Negotiating an International Framework Agreement: The Case of Mahle | 200 |
| 4.9 | European-Level Bargaining at a German Chemical Company: The Case of Bayer | 208 |
| 4.10 | European-Level Bargaining in an Italian Bank: The Case of UniCredit | 215 |
| CHAPTER 5 | | |
| | Transnational Bargaining in Metalworking: A Quantitative Analysis | 223 |
| CHAPTER 6 | | |
| | European Company Bargaining: Results and Prospects | 255 |
| | Bibliography | 299 |
| | Index | 311 |