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chapter 9 vocab

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| **Across**  **1.** labor that requires advanced skills and education  **7.** labor that requires minimal specialized skills and education  **10.** demand that is determined by demand for another good or service  **12.** all nonmilitary people who are employed or unemployed  **13.** an unofficial, invisible barrier that prevents women and minorities from advancing in businesses dominated by white men  **15.** a measure that bans mandatory union membership  **16.** an organized work stoppage intended to force an employer to address union demands  **17.** someone in a professional or clerical job who earns a salary  **18.** a temporary or part-time job  **19.** the practice of negotiating labor contracts that keep unnecessary workers on a company's payroll  **20.** the theory that education increases productivity and results in higher wages | **Down**  **2.** the wage rate that produces neither an excess supply of workers nor an excess demand for workers in the labor market  **3.** the process in which union and company representatives meet to negotiate a new labor contract  **4.** someone who works in an industrial job, often in manufacturing, and who receives wages  **5.** an organization of workers that tries to improve working conditions, wages, benefits for its members  **6.** the theory that the completion of college indicates to employers that a job applicant is intellegent and hard-working  **8.** labor that requires no specialized skills, education, or training  **9.** value of output  **11.** a settlement technique in which a neutral mediator meets with each side to try to find a solution that both sides will accept  **14.** labor that requires minimal specialized skills and training |