



# Negotiating Licences for Digital Resources

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## Description

With the increasing availability of digital resources, it is vital for those involved in purchasing them to get to grips with the complexities of contracts, costs and the relationships that exist between subscriber and publisher. "Negotiating Licences for Digital Resources" is a practical guide on how to get the best deal for online subscriptions. The processes outlined in this book can be applied to a wide range of electronic products, ranging from e-journals to multi-modular databases. There are practical tips and guidance on what to focus on during the course of the negotiation and, most importantly, what preparation is needed to ensure that you gather the necessary amount of information to achieve the best outcome. The text guides you logically through the stages of negotiation, from initial awareness of your organization's needs to making the contract more understandable, and offers advice on the skills and techniques of negotiation, whether in written or face-to-face scenarios. This book can act as a reference tool for experienced negotiators, or as a primer for those who have never before been involved in the process. It is essential reading for information professionals, knowledge managers, online resource buyers and procurement officers across all sectors, and will also be of interest to publishers, e-journal agents and vendors of online resources.

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1. Preparation 2. The contract 3. Negotiation 4. Staff development and communicating negotiation outcome 5. Conclusion 6. References and further reading Appendix 1. Frequently asked questions Appendix 2. Negotiation timeline Appendix 3. Personal negotiation experience.

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