



S'more skills for everyone

Addressing scale and access in negotiation education by developing an OER

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Your project team

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What is ONEAL?

Creating OER to teach negotiation skills to academic library workers who work with vendors.





Why this issue?

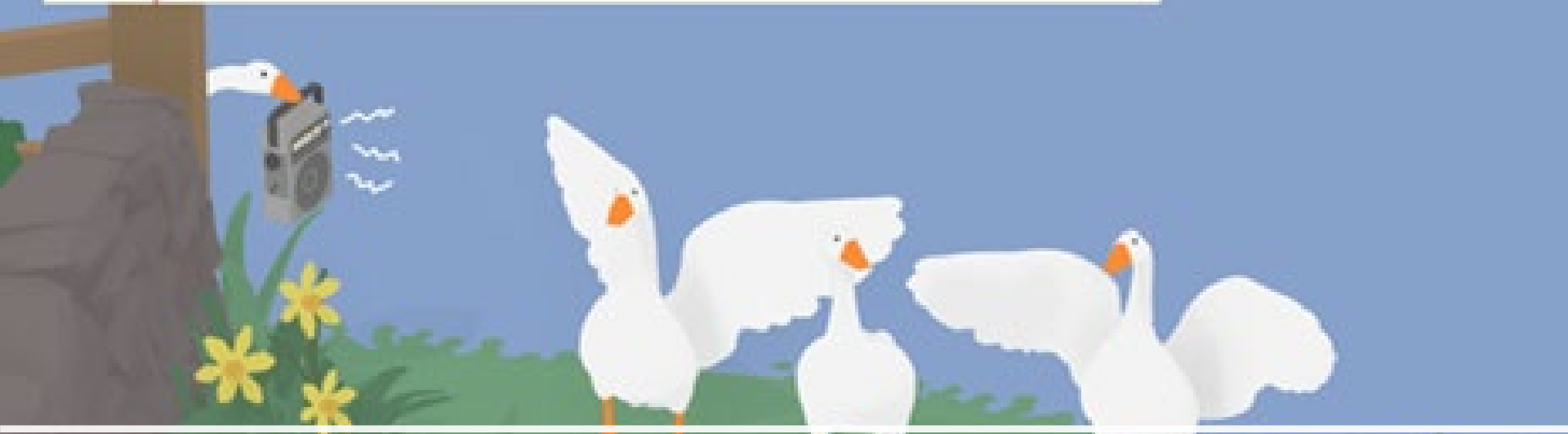
Professional development should be available to everyone.

Yes, we should negotiate!



to do :

- Have a dance party*



Nothing *about* the community *without* the community!



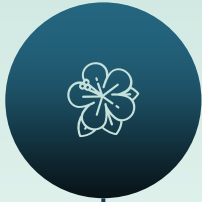
Forum themes

Stuff from community





Three modules of content



Foundations

glossaries, licensing and contracts, preparation, intro to principled negotiations



Strategies

project management, identifying and leveraging power



Issues

emerging purchasing models, intersection of technology and contracts



Learning Objectives

Analyze their library's position within negotiations.

Apply best practices in principled negotiation when planning and conducting complex negotiations with library vendors.

Optimize available options during negotiations by forming strategies to be used during negotiation and building coalitions of support.



Learning Objectives

Evaluate license clauses in order to understand their potential impact on the library and its user communities.

Identify clauses that are in or out of alignment with the library's interests and be able to explain why to vendors and other stakeholders.

Explain license clauses (including alternatives to standard vendor language) that protect and advance library interests.



Learning Objectives

Describe current issues facing academic libraries and how they relate to negotiating with vendors in order to provide guidance and leadership within their organizations.



Campfire Time!





THANKS!



Questions, comments,
stories, and solidarity to:
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