

Slides available at: [insert IR URL]

Preparing academic libraries to negotiate a sustainable future: the ONEAL project

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1.

What is the ONEAL project?

And why is it needed?



OER Materials to be Created

Asynchronous

Online learning modules teaching concepts and application.

Synchronous

Activities and discussion guides that can help groups learn together.

Case Studies

Fictionalized case studies that reflect academic library experiences that enable practicing negotiations. 3 parts:

- ⦿ Library POV
- ⦿ Vendor POV
- ⦿ Teaching note



Module Creation

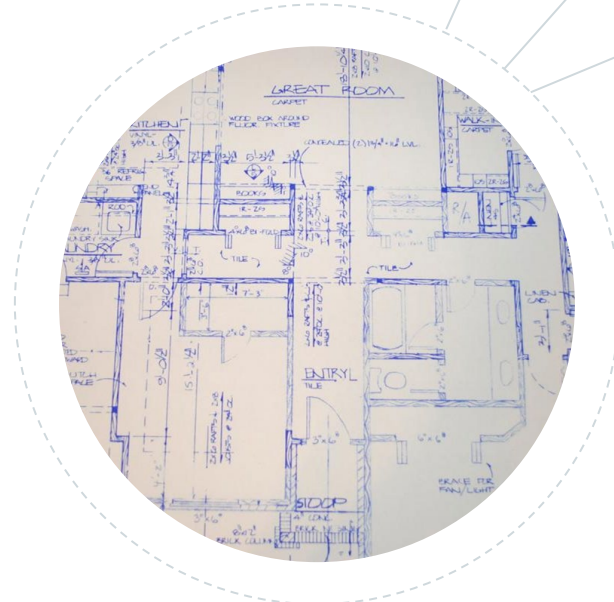
Content Delivery (Video, text, etc)

Resources

Assignment (Active Learning)

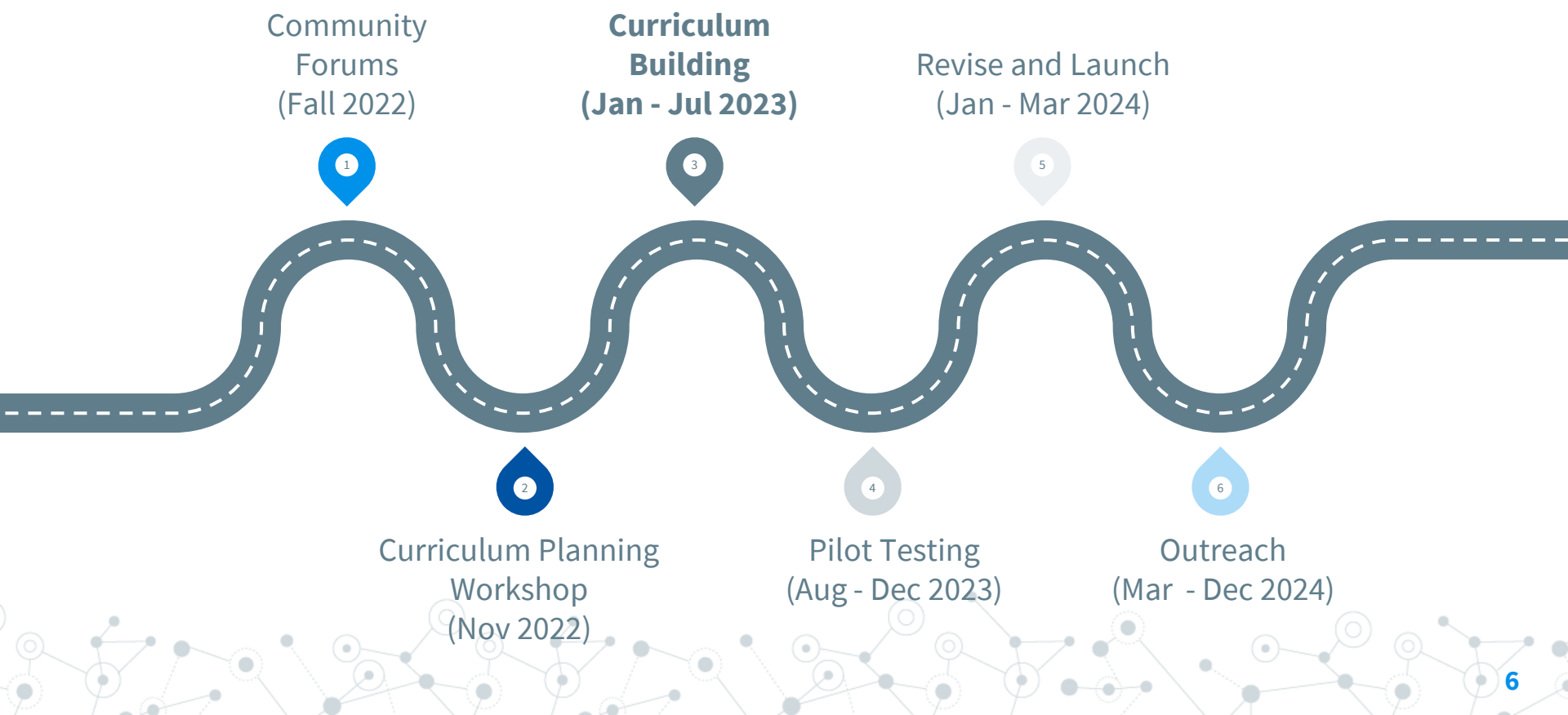
Application (Case Studies,
Interviews, Panel Discussions)

Assessment (Formative)





the ONEAL project Roadmap



to do :

- *Have a dance party*



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



2.

Key Insights

Community Forums Fall 2022



3.

Drafting the Curriculum



Learners will be able to:

- ⦿ 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.





Learners will be able to:

- ① Evaluate license clauses in order to understand their potential impact on the library and its user communities.
- ① 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.
- ① Explain license clauses (including alternatives to standard vendor language) that protect and advance library interests.



Learners will be able to:

- ① Describe current issues facing academic libraries how they relate to negotiating with third party vendors in order to provide guidance and leadership within their organizations.



Foundations

Creating a strong base for building



Introduction
to
Negotiations

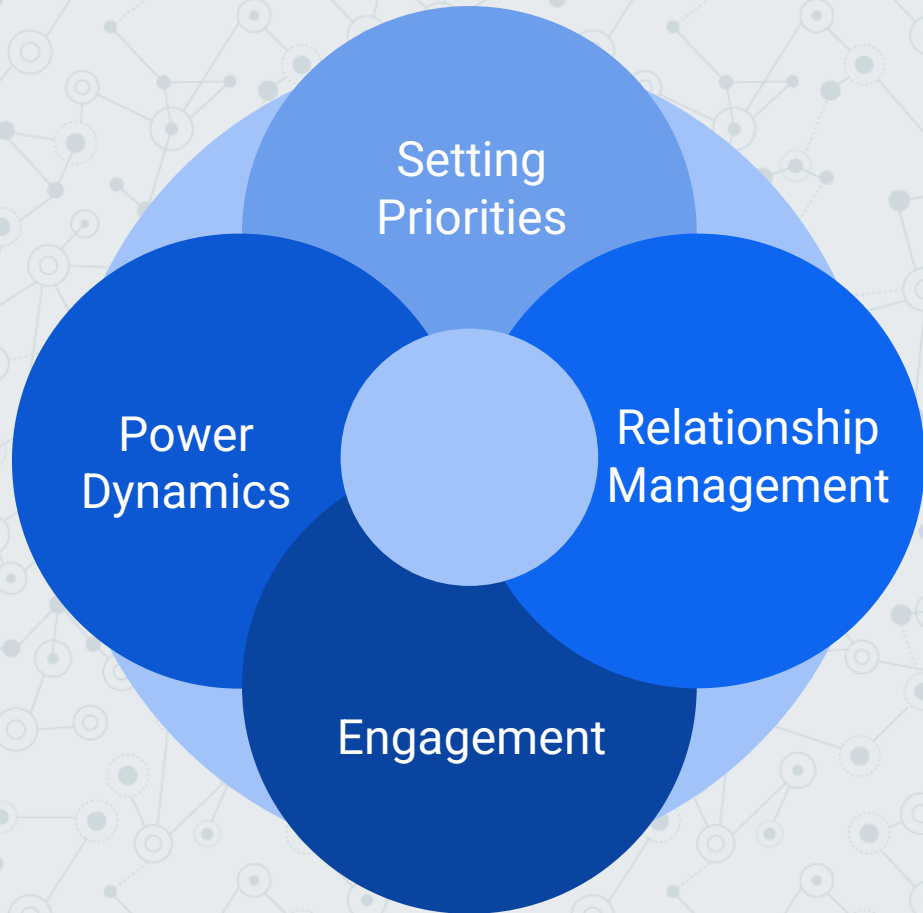
Contracts
and
Licensing

Strategy and
Planning



Strategies

Creates
structure for
your
negotiations



Setting
Priorities

Power
Dynamics

Relationship
Management

Engagement

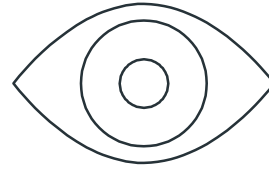


Issues

Designed to
change over
time and adapt
to current
conditions



Issues



Acquisitions
Models

Intersection
between
Licensing &
Technology



A background network diagram consisting of various nodes (circles) connected by lines. Some nodes are solid grey, some are hollow white, and some are dashed grey. The diagram is more dense on the left and right sides of the slide.

4.

**How can you get
involved?**



Help us elevate existing content!

Do you have tools, articles, etc. that you have created?





Help us create new content

Grant has funding to pay for the
creation of learning objects.



Look for call outs to be a pilot tester this summer!

The pilot test will run through the fall.



Image source:

<https://www.flickr.com/photos/136374834@N03/42512240460>



**Discussion
Now**
Ask questions
and share your
thoughts!

Credits

Special thanks to all the people who made and released these awesome resources for free:

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