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Soggetti	Acquisitions (Libraries) Acquisition of electronic information resources Libraries and electronic publishing Library administration - Decision making Communication in library science Negotiation in business Electronic books.
Lingua di pubblicazione	Inglese
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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	""Cover""; ""Title Page""; ""Contents""; ""Foreword""; ""Introduction""; ""Chapter 1: Translating Negotiation Expertise for the Library World""; ""Chapter 2: Negotiation Advice From Library Leaders and Vendors""; ""Chapter 3: The Power and Pitfalls of Consortial Negotiation""; ""Chapter 4: Negotiating in Times of Economic Stress""; ""Chapter 5: Negotiating With Funding Sources and User Communities""; ""Chapter 6: Playing Hardball: When to Get Tough and When to Walk Away""; ""Chapter 7: Negotiating in the Era of Publisher Consolidation and the Big Deal"" ""Chapter 8: EResource Management, Workflows, and Standardization""""Chapter 9: Negotiating in the Age of Open Access, Open Source, and Free Internet Resources""; ""Appendix A: How to Research a Forthcoming Negotiation""; ""Appendix B: Useful Resources""; ""Appendix C: Sample Licensing and Negotiation

Checklists"; "Appendix D: Digital Tools, Netiquette, and Negotiation";  
"Appendix E: Theory in Practice: Understanding Communication";  
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