

1. Record Nr.	UNINA9910812587703321
Autore	Ashmore Beth <1976->
Titolo	The librarian's guide to negotiation : winning strategies for the digital age // Beth Ashmore, Jill E. Grogg, and Jeff Weddle
Pubbl/distr/stampa	Medford, New Jersey : , : Information Today, Inc., , [2012] 2012
ISBN	1-280-12990-5 9786613533692 1-57387-053-6
Descrizione fisica	1 online resource (xi, 260 pages)
Collana	Gale eBooks
Disciplina	021
Soggetti	Acquisitions (Libraries) Acquisition of electronic information resources Libraries and electronic publishing Library administration - Decision making Communication in library science Negotiation in business
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
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"";
""Bibliography""; ""About the Authors""; ""Index""

Sommario/riassunto

This practical guide by three experienced librarian-negotiators provides an in-depth look at negotiation in theory and practice, tactics and strategies of top negotiators, techniques for overcoming emotional responses to conflict, examples of successful outcomes and deals gone awry, and the importance of negotiating expertise to libraries and library careers.
