

1. Record Nr.	UNISA996397593503316
Autore	Brooks Francis
Titolo	Barbarian cruelty [[electronic resource]] : being a true history of the distressed condition of the Christian captives under the tyranny of Mully Ishmael, Emperor of Morocco, and King of Fez and Macqueness in Barbary : in which is likewise given a particular account of his late wars with the Algerines, the manner of his pirates taking the Christians and others, his breach of faith with Christian princes, a description of his castles and guards, and the places where he keeps his women, his slaves and negroes : with a particular relation of the dangerous escape of the author and two English men more from thence, after a miserable slavery of ten years / / by Francis Brooks
Pubbl/distr/stampa	London, : Printed by J. Salusbury ... and H. Newman ..., 1693
Descrizione fisica	[3], vii-xxiv, 118, [2] p
Soggetti	Slavery - Africa Morocco History 1516-1830 Sources Africa, North History 1517-1882 Sources
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"Decemb. 8, 1692. Imprimatur, Edmund Bohun"--P. [1] Advertisements ([2] p.) at end. Reproduction of original in British Library.
Sommario/riassunto	eebo-0018

2. Record Nr.	UNISA996386956003316
Autore	Graziani Antonio Maria <1537-1611.>
Titolo	The history of the war of Cyprus [[electronic resource] /] / Written originally in Latin. With a new map of the island
Pubbl/distr/stampa	London, : Printed by J. Rawlins and sold by Randal Taylor, near Stationers-Hall, 1687
Descrizione fisica	[18], 370 [i.e. 382], [19] p. : ill., map
Altri autori (Persone)	MidgleyRobert <1655?-1723.> LusignanoStefano <1537-1590.>
Soggetti	Cyprian War, 1570-1571
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Translation by Robert Midgley of: <i>De bello Cyprio</i> . Cf. DNB. Attributed to Antonio Maria Graziani; previously also attributed to S. Lusignano. Cf. DNB; NUC pre-1956. Reproduction of original in Newberry Library. Includes index. Item at reel 389:13 imperfect: signature Cc2 has print missing in filmed copy. Pages 360-end of book photographed from Cambridge University Library copy and inserted at the end.
Sommario/riassunto	eebo-0101

3. Record Nr.	UNISALENT0991003967449707536
Autore	Hewitt, Douglas
Titolo	English fiction of the early modern period : 1890-1940 / Douglas Hewitt
Pubbl/distr/stampa	New York : Longman, 1988
ISBN	058249284X
Descrizione fisica	XI, 275 p. ; 22 cm
Collana	Longman literature in English series
Disciplina	823.912
Soggetti	Narrativa inglese - Storia e critica
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
4. Record Nr.	UNINA9910813642303321
Autore	Durrant Fiona
Titolo	Negotiating licences for digital resources / / Fiona Durrant [[electronic resource]]
Pubbl/distr/stampa	London : , : Facet, , 2006
ISBN	1-85604-981-7
Edizione	[1st ed.]
Descrizione fisica	1 online resource (xviii, 149 pages) : digital, PDF file(s)
Disciplina	346.4207
Soggetti	Acquisition of electronic information resources Libraries and electronic publishing License agreements
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Title from publisher's bibliographic system (viewed on 05 Jul 2018).
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Title page; Contents; Acknowledgements; Introduction; Who is this book for?; What is negotiation?; Why negotiate?; The aim of this book;

Complementary skills; Chapter 1 Preparation; What are the organization's needs?; A new subscription; Renewing a subscription; Understanding a product and how the organization intends to use it; Tender requirements; Agents; Quotes from the publisher; Budgetary issues; MFP (Most Favoured Position), WAP (Walk Away Position) and BATNA (Best Alternative to a Negotiated Agreement); Summary; References; Chapter 2 The contract; The aims of the contract The contract as a key part of the preparation processWho should read the contract?; Key sections of the contract; Standard contracts; Summary; References; Chapter 3 Negotiation; The method of communication; Bi-party, consortium and multi-party negotiations; The publisher and their products; The relationship between publisher and purchaser; Being assertive; Negotiating the price; The language of negotiation; Dealing with emotions; E-mail communications; Meetings; Internal negotiations; Areas for negotiation other than price; David and Goliath - coping with the powerful What if they refuse to negotiate?Summary; References; Chapter 4 Staff development and communicating negotiation outcome; Staff development; Statistics; Disseminating the results of negotiations; Recording the outcome of the negotiation; Summary; Reference; Chapter 5 Conclusion; Reference; References and further reading; Books; Websites; Appendix 1 Frequently asked questions; Appendix 2 Negotiation timeline; Contract length; Cancellation terms; Human resources; Other renewals; Budgetary data; Busy times of the year; Nice to do; Appendix 3 Personal negotiation experience Successful arguments or tacticsUnsuccessful arguments or tactics; Index

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#### Sommario/riassunto

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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