

Recommended Resources

Getting Started with Negotiations

- Macy, K.V., Pike, C., & Ameen, M. (2021, May 4). Negotiations 101: How to conduct principled negotiations for library resources. [Online Presentation]. ACRL/SPARC Workshop. <https://hdl.handle.net/1805/25821> [PRESENTATION SLIDES, NEGOTIATION PREPARATION WORKSHEET, CASE STUDIES TO PRACTICE]
- Macy, K.V. (2021, July 29) Determining BATNA: Analyzing the value of packages & a la carte purchasing [Presentation]. ACRL/SPARC Negotiation 201 Series. Online. <https://hdl.handle.net/1805/26297>
- Macy, K.V. (2021, July 13) Zone of possible agreement: Researching & predicting publishers' positions [Presentation]. ACRL/SPARC Negotiation 201 Series. Online. <https://hdl.handle.net/1805/26257>

Negotiation Best Practices – Deeper Dive

- Brett, J. M. (2014). Negotiating globally: how to negotiate deals, resolve disputes, and make decisions across cultural boundaries. Third edition. San Francisco, CA: Jossey-Bass
- Crawford, A. R. (2008). Licensing and Negotiations for Electronic Content. *Resource Sharing & Information Networks*, 19(1/2), 15–38. <https://doi.org/10.1080/07377790802498523>
- de Jong, M. (2009). Good negotiations: Strategies for negotiating vendor contracts. *The Bottom Line; Bradford*, 22(2), 37–41. <http://dx.doi.org/10.1108/08880450910982602>
- Dygert, C., & Barrett, H. (2016). Building Your Licensing and Negotiation Skills Toolkit. *The Serials Librarian*, 70(1–4), 333–342. <https://doi.org/10.1080/0361526X.2016.1157008>
- Fisher, R., Ury, W., & Patton, B. (1991). *Getting to Yes: Negotiating Agreement Without Giving In* (2nd ed.). New York: Houghton Mifflin Company. [CLASSIC!]
- Spangler, B. (2003). Zone of Possible Agreement (ZOPA). In *Beyond Intractability*. Retrieved from <http://www.beyondintractability.org/essay/zopa>
- Thompson, L. (2013). *The truth about negotiations*. New Jersey: Pearson Education. [FAVORITE REFERENCE]

Negotiations & Libraries

- Emrani, E., Moradi-Salari, A., & Jamali, H. R. (2010). Usage Data, E-journal Selection, and Negotiations: An Iranian Consortium Experience. *Serials Review*, 36(2), 86–92. <https://doi.org/10.1016/j.serrev.2010.03.004>
- Flowers, J. L. (2003). Negotiations with library materials vendors: Preparation and tips. *The Bottom Line*, 16(3), 100–105. <https://doi.org/10.1108/08880450310488012>
- Fogden, F. (2010). Piggy in the Middle: Negotiation Techniques for the Librarian Caught Between a Finance Director and a Lawyer. *Legal Information Management*, 10(1), 66–69. <https://doi.org/10.1017/S1472669610000095>

Gruenberg, M. (2014). Both Sides Now: Vendors and Librarians -- Managing the Negotiation Process with Library Vendors. *Against the Grain*, 26(6), 84–85. <https://doi.org/10.7771/2380-176X.6979>

Macy, K. V., Petsche, K. F., & Baich, T. Building a Leadership Pipeline for Proactive E-Resource Negotiations. *Electronic Resources & Libraries*, March 8-11, 2021. <http://hdl.handle.net/1805/25297> [IUPUI's FORMATION OF RESOUCCE NEGOTIATION WORKING GROUP]

Negotiating with scholarly journal publishers: A toolkit from the University of California <https://osc.universityofcalifornia.edu/open-access-at-uc/publisher-negotiations/negotiating-with-scholarly-journal-publishers-a-toolkit/>

SPARC Strategies for Effectively Engaging with Stakeholders <https://sparcopen.org/our-work/negotiation-resources/strategies-for-effectively-engaging-stakeholders-in-negotiations/>

Negotiations within Consortia

O’Gara, G., & Osterman, A. C. (2019). Negotiating on Our Terms: Harnessing the Collective Power of the Consortium to Transform the Journal Subscription Model. *Collection Management*, 44(2–4), 176–194. <https://doi.org/10.1080/01462679.2018.1564716> [Open copy available at: <https://vivalib.org/sustainablepricing>] [VIVA CASE STUDY ABOUT FIRST MOVER STRATEGY]

O’Gara, G., Duncan, C., Lener, E., Blanton-Kent, B., Osterman, A., Durrant, S., Armstrong, A., Donovan, G., & Remhof, T. (2020). Flipping the Model: A Values-Based Consortial Approach to Journal Negotiations. *Charleston Library Conference*. <https://docs.lib.purdue.edu/charleston/2018/collectiondevelopment/24> [Open copy available at: <https://vivalib.org/sustainablepricing>] [More on the VIVA CASE]

Osterman, A. C., Rondeau, S., Bowdoin, J., O’Gara, G. M., & Pape, J. (2020). The Impact of Big Deal Breaks on Library Consortia: An Exploratory Case Study. *The Serials Librarian*, 79(1–2), 153–162. <https://doi.org/10.1080/0361526X.2020.1740855>

Analyzing Collections & Relative Bargaining Power

Macy, K.V. (2018). Information creates relative bargaining power in vendor negotiations. *The Bottom Line*, 31(2), 137-149. <https://doi.org/10.1108/BL-12-2017-0033> [Open Access Copy at: <http://hdl.handle.net/1805/16544>] [USING COLLECTION ANALYSIS TO UNDERSTAND PRICE SENSITIVITY]

Macy, K. V. and Baich, T. Holistic e-resource analysis to support changing acquisition models. *Electronic Resources & Libraries Conference*, Austin, TX, March 3-6, 2019. <http://hdl.handle.net/1805/18524>

SPARC Landscape Analysis <https://sparcopen.org/our-work/landscape-analysis/> [ECONOMIC ANALYSIS OF SCHOLARLY PUBLISHING]
2021 Update <https://sparcopen.org/our-work/landscape-analysis/2021-update/>

SPARC Big Deals Knowledge Base <https://sparcopen.org/our-work/big-deal-knowledge-base/> [BIG DEAL TRACKER, CONTRACTS LIBRARY, CANCELLATION TRACKING, FURTHER GUIDANCE]

SPARC Data Analysis for Negotiation <https://sparcopen.org/our-work/negotiation-resources/data-analysis/>

SPARC Recommendations for Providing Alternative Access After a Big Deal Cancellation
<https://sparcopen.org/our-work/negotiation-resources/alternative-access/>