**ACCEPTANCE**

**Definition**
Refers to one person’s compliance with the terms of an offer made by another. Acceptance is judged objectively, but can either be expressly stated or implied by the offeree's conduct. To form a binding contract, acceptance should be relayed in a manner authorized, requested, or at least reasonably expected by the offeror.

**Source**

**ADDENDUM**

**Definition**
Text that can alter the terms of the contract or go into greater detail; can provide an avenue for or recording how something appears at the time the contract was signed. An addendum does not modify substantial terms of the agreement.

**Related Terms**
exhibit; schedule

**Source**

**AGGREGATOR**

**Definition**
A company that brings together content from a wide variety of sources and offers access through their platform.

**Source**
AMENDMENT
Definition
Document that makes changes to an existing agreement; an update to a master license; can update a document without requiring the re-negotiation of the whole contract.
Source

AMORTIZATION
Definition
The reduction in value or gradually writing off of assets over time, esp. intangible assets such as goodwill or intellectual property rights.
Source

ANCHOR
Definition
A reference point.
Related Terms
anchoring; anchoring bias
Source

ANCHORING
Definition
The common tendency of giving undue weight to the first value or number put forth, and to then inadequately adjust from or counter the first value or number, or the “anchor.”
Related Terms
anchor; anchoring bias
Source

ANCHORING BIAS
Definition
A psychological phenomenon where people’s estimation of value is influenced by numerical examples that may be entirely arbitrary or have little to no correlation with the actual value.
Related Terms
anchor; anchoring
Source
https://www.law.cornell.edu/wex/anchor

ANNUAL REPORTS
Definition
A company's or organization's yearly report to shareholders or members, documenting its activities and finances in the previous financial year.

Related Terms
10-K; 20-F; Form 990

Source
https://doi.org/10.1093/OED/9746888716

API
Definition
Application Programming Interface: a way for different computer programs to talk to one another; often used to transfer data between programs.

Alternative Terms
Application Programming Interface

Source

APPLICABLE LAW
Definition
Agreement between the parties about where the resolution of a dispute about the license/contract will be held.

Alternative Terms
governing law; jurisdiction; venue

Source
https://www.law.cornell.edu/wex/governing_law

ARBITRATION
Definition
Resolution of a dispute using a neutral third party.

Source
https://doi.org/10.1093/OED/1968173899
AUDIT
Definition
The right to review the use of the licensed resource - including physical spaces, university network activity, or data, notes, and research on someone's computer.
Source

AUTHORITY
Definition
The official permission or right to act, often on behalf of another.
Source

AUTHORIZED USE
Definition
Use of information that is expressly allowed under a Licensing Agreement. May also be referred to as “Permitted Use.” A use that is not expressly identified as an authorized use may or may not result in a breach.
Alternative Terms
permitted use
Related Terms
restrictions
Source

AUTHORIZED USERS
Definition
Any person or entity designated in a licensing agreement who has permission to access or otherwise use the digital resources that is the subject matter of a licensing agreement. May also be referred to as “Permitted User.”
Alternative Terms
permitted user
Source
BARGAINING POWER
Definition
The relative ability of parties in an argumentative situation (such as bargaining, contract writing, or making an agreement) to exert influence over each other. If both parties are on an equal footing in a debate, then they will have equal bargaining power.
Related Terms
relative bargaining power; inequality of bargaining power
Source

BATNA
Definition
The fallback option if your negotiations fall through; what you'll do if the negotiation doesn't work out.
Alternative Terms
Best Alternative to Negotiated Agreement
Related Terms
reservation price
Source

BIPOC
Definition
Acronymn for the phrase Black, Indigenous, Person of Color.
Source

BURNOUT
Definition
Physical or emotional exhaustion, esp. caused by stress at work; depression, disillusionment.
Source

BUSINESS RELATIONSHIP
Definition
A relationship between a institution (business firm, non-profit, or government entity) selling a product or service to another institution and not directly to consumers.
Source
Macy, K.V. (2024, February 5) It's a business relationship [Video]. YouTube. https://youtu.be/Lq0l0KMiqvY
CAPACITY
Definition
In the context of contract law, the term “capacity” denotes a person's ability to satisfy the elements required for someone to enter binding contracts. For example, capacity rules often require a person to have reached a minimum age and to be of sound mind. A contract signed by a person lacking capacity may be void or voidable.

Source

CAPITAL EXPENDITURE
Definition
Money used by a company to purchase, upgrade, or maintain physical assets (e.g. machinery, tools, buildings, land).

Source

CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS FROM OPERATIONS
Definition
This is the increase or decrease from one financial period to the next of net assets without donor restrictions from operations.

Notes
When analyzing a non-profit to understand financial health this metric is an approximate equivalent to what is called the operating profit (EBIT) of a for-profit institution. It is the amount that is available to reinvest into the organization after paying variable and fixed costs.

Source

CLICKWRAP
Definition
A type of legal agreement used for software programs or online services, for which a user indicates acceptance by selecting a button or link before he or she is given access.

Related Terms
end user license agreement

Source
CONCESSION
Definition
What you are willing to give up in order to come to an agreement.
Source

CONFIDENTIALITY
Definition
The state of treating information as private and not for distribution beyond a mutually agreeable scope, or the agreement not to use such information other than for specifically identified purposes.
Related Terms
non disclosure agreement; confidentiality clause
Source

CONFIDENTIALITY CLAUSE
Definition
Also known as a non-disclosure agreement (NDA), safeguards sensitive information shared between parties during the contract’s duration. It prevents the disclosure, use, or dissemination of confidential data, trade secrets, or proprietary information to unauthorized individuals or third parties.
Alternative Terms
non disclosure agreement
Related Terms
confidentiality
Source

CONSIDERATION
Definition
A promise of something of value given by a promissor in exchange for something of value given by a promisee; and typically the thing of value is goods, money, or an act.
Source
**CONTRACT**

**Definition**
An agreement between parties, creating mutual obligations that are enforceable by law. The basic elements required for the agreement to be a legally enforceable contract are: mutual assent, expressed by a valid offer and acceptance; adequate consideration; capacity; and legality.

**Source**

**COST OF GOODS SOLD**

**Definition**
The variable direct costs that company has for producing their product, like hourly labor and materials.

**Source**

**COST PER USE**

**Definition**
Cost per use (CPU) analysis is a method to measure the investment value of a collection’s online resources by calculating the per unit price of a resource divided by the number of times the resource was used. CPU=price/usage

**Source**

**COUNTEROFFER**

**Definition**
Functions as both a rejection of an offer to enter into a contract, as well as a new offer that materially changes the terms of the original offer.

**Source**

**COURSE PACKS**

**Definition**
A collection of materials used in the classroom, distributed either in digital file format ("eReserves") or photocopied in book format or as class handouts.
Source

DEBT
Definition
Borrowed money, either between people, business, or banks, as well as a financial instrument used as leverage by corporations to borrow or purchase. It can be short term (e.g. loans) and long term in nature (e.g. bonds).

Alternative Terms
corporate debt

Source

DEBT-TO-EBITDA RATIO
Definition
Compares a company's total obligations to actual cash that the company brings in through operations. It reveals how capable a firm is of paying its debt and other liabilities if taxes and the expenses from depreciation and amortization are deferred. This ratio is calculated by adding total short term and long term debt and dividing by EBITDA.

Alternative Terms
debt/EBITDA, D/E

Related Terms
debt; EBITDA

Notes
Optimal D/E varies by industry but in general 2.0 is ideal. A high ratio (greater than 3.5) indicates a heavy debt load and is an indicator of poorer financial health.

Source

DEFINITIONS
Definition
The area of a license that defines specific terms for the context of that license.

Source
DEPRECIATION
Definition
Annual allowance made for the reduction in value caused by wear and tear of machinery, tools, fixtures, furniture, buildings and other physical items that a company uses.
Source
https://doi.org/10.1093/OED/3509401842

DISPUTE RESOLUTION
Definition
The means by which parties will resolve a dispute about the license/contract, should one arise.
Source
https://www.law.cornell.edu/wex/dispute_resolution

DIVIDEND
Definition
The share of money received periodically by stockholders in a company.
Source
https://doi.org/10.1093/OED/2601458818

EBIT
Definition
The money earned by a company after all of the variable and fixed expenses are subtracted from the net sales but before they pay taxes Operating profit (EBIT) = net sales - cost of good sold - operating expenses.
Alternative Terms
Earnings Before Interest and Tax Expense; operating profit
Related Terms
operating margin
Source

EBITDA
Definition
Calculated by adding depreciation and amortization expenses back to the operating margin (EBIT); an indicator of how much money a business has available to pay for long term debt.
Alternative Terms
Earnings Before Interest, Tax, Depreciation, and Amortization Expense
END USER LICENSE AGREEMENT
Definition
A legal contract between a software developer or vendor and the user of the software. It specifies in detail the rights and restrictions that apply to the software.

Related Terms
clickwrap

Source

ENFORCEABILITY
Definition
The character or quality of being enforceable.

Source

ENTIRE AGREEMENT
Definition
Contract clause that “states that the written contract document represents the entire understanding and agreement between the parties. It prevents any previous oral or written agreements from being considered as part of the contract.”

Alternative Terms
entire understanding

Source

ENTIRE UNDERSTANDING
Definition
Contract clause that “states that the written contract document represents the entire understanding and agreement between the parties. It prevents any previous oral or written agreements from being considered as part of the contract.”

Alternative Terms
entire agreement

Source
EXHIBIT
Definition
An attachment to a contract; A detailed and formal statement of particulars.
Related Terms
addendum; schedule
Source

FAIR USE DOCTRINE
Definition
A legal doctrine that promotes freedom of expression by permitting the unlicensed use of copyright-protected works in certain circumstances. Section 107 of the Copyright Act provides the statutory framework for determining whether something is a fair use and identifies certain types of uses—such as criticism, comment, news reporting, teaching, scholarship, and research—as examples of activities that may qualify as fair use. Section 107 calls for consideration of the four factors in evaluating a question of fair use.
Source

FERPA
Definition
A Federal law (20 U.S.C. § 1232g; 34 CFR Part 99) that protects the privacy of student education records. The law applies to all schools that receive funds under an applicable program of the U.S. Department of Education.
Alternative Terms
Family Educational Rights and Privacy Act
Source

FINAL NO
Definition
When no agreement can be found.
Related Terms
reset no; tactical no
Source

**FINANCIAL EXIGENCE**

**Definition**
Severe financial crisis that fundamentally compromises the academic integrity of the institution as a whole and cannot be alleviated by less drastic means.

**Source**

**FIRST MOVER ADVANTAGE**

**Definition**
The advantage gained by making initial offer in a negotiation because they are able to anchor starting point of the negotiation. If the seller makes the first offer the pricing will start higher and terms reflect the sellers interests, if the buyer makes the first offer the pricing is lower and reflect the buyers interests.

**Related Terms**
anchor; anchoring; anchoring bias; first offer

**Source**
Macy, K.V. (2024, February 5) *Playing the game* [Video]. YouTube. https://youtu.be/hXhfts00lwA

**FIRST OFFER**

**Definition**
The initial offer in a negotiation. Used to anchor the negotiation and should include everything you want.

**Related Terms**
anchor; anchoring; anchoring bias; first mover advantage

**Source**
Macy, K.V. (2024, February 5) *Playing the game* [Video]. YouTube. https://youtu.be/hXhfts00lwA

**FORCE MAJEURE**

**Definition**
Language included in a contract that addresses what can be done if something catastrophic happens and one party cannot fulfill their obligations.

**Source**
FORM 990
Definition
Forms 990 and 990-EZ are used by tax-exempt organizations, nonexempt charitable trusts, and section 527 political organizations to provide the IRS with the information required by law. An organization’s completed Form 990 or 990-EZ, and a section 501(c)(3) organization’s Form 990-T, Exempt Organization Business Income Tax Return, are generally available for public inspection as required by law.

Alternative Terms
990

Related Terms
Annual Reports

Source

FRAMING
Definition
Ways of phrasing offers or counter offers and alternatives that causes it to be viewed a certain way by the other party often in a positive or negative light.

Source

FREEDOM OF INFORMATION ACT
Definition
Provides the public the right to request access to records from any federal agency. It is often described as the law that keeps citizens in the know about their government. Federal agencies are required to disclose any information requested under the FOIA unless it falls under one of nine exemptions which protect interests such as personal privacy, national security, and law enforcement.

Source

GENERAL COUNSEL
Definition
The lawyer(s) who represent an institution and oversee all legal issues for that institution.

Source
**GOVERNING LAW**

**Definition**
Agreement between the parties about where the resolution of a dispute about the license/contract will be held.

**Alternative Terms**
apPLICABLE LAW; JURISDICTION; VENUE

**Source**
https://www.law.cornell.edu/wex/governing_law

**GROSS MARGIN**

**Definition**
The percentage of net sales a business makes after subtracting all the costs that are related to manufacturing and selling its products or services (cost of goods sold), such as labor and raw materials. Gross margin = gross profit / net sales.

**Alternative Terms**

**Related Terms**

**Notes**
Gross margin tells you the additional amount of revenue you can use to pay off all your other business expenses not in cost of goods sold and pay the owners/investors profits if you build additional units. It spreads the operating expense further across all units produced as long as you don’t need to increase capacity (increasing building and equipment expense). Ultimately the higher the Gross Profit the more capital (also known as money) the business retains. Gross margin always looks incredibly high because it doesn’t include any fixed operating costs that are required to run the business.

**Source**
https://www.investopedia.com/terms/g/grossmargin.asp

**GROSS PROFIT**

**Definition**
The dollar amount a business makes after subtracting all the costs that are related to manufacturing and selling its products or services (cost of goods sold), such as labor and raw materials.

**Source**
https://www.investopedia.com/terms/g/grossprofit.asp
GROSS SALES
Definition
What a company would make if customers paid list price for everything. It is taking units sold x list price. It does not factor in returns, discounts, or allowances which are common for the majority of sales.
Alternative Terms
gross revenue
Related Terms
net sales
Source

HARD NEGOTIATOR
Definition
A negotiator that is all about winning; views the other side as an adversary; demands concessions to maintain the relationship; applies pressure; and is distrustful of the other side.
Source

INDEMNIFICATION
Definition
A clause that requires one party to compensate the other for losses, damages, or liabilities incurred due to a breach of contract, negligence, or other specified events; helps protect parties from financial harm caused by contractual violations.
Source

INEQUALITY OF BARGAINING POWER
Definition
One party to a bargain, contract or agreement, has more and better alternatives than the other party. This results in one party having greater power than the other to choose not to take the deal and makes it more likely that this party will gain more favourable terms and grant them more negotiating power (as they are in a better position to reject the deal).
Alternative Terms
relative bargaining power
Related Terms
bargaining power
Source
*Inequality of bargaining power*. Wikipedia. (2023, August 27).

**INTERESTS**

**Definition**
The things that you are most concerned about in the context of a negotiation.

**Notes**
The values you support and the goals for your agreement.

**Source**
https://doi.org/10.1093/OED/7737508946

**INTERORGANIZATIONAL TRUST**

**Definition**
Collective trust an organization has toward a business partner.

**Source**
https://doi.org/10.1287/orsc.9.2.141

**INTERPERSONAL TRUST**

**Definition**
Trust that happens between an individual and a sales representative.

**Source**
https://doi.org/10.1287/orsc.9.2.141

**JURISDICTION**

**Definition**
Agreement between the parties about where the resolution of a dispute about the license/contract will be held.

**Alternative Terms**
applicable law; governing law; venue

**Source**
https://www.law.cornell.edu/wex/jurisdiction
LICENSE
Definition
Permission granted by a qualified authority permitting a licensee to do something that would otherwise be prohibited.

Source

LMS
Definition
A software application for the administration, documentation, tracking, reporting, automation, and delivery of educational courses, training programs, materials or learning and development programs.

Alternative Terms
Learning Management System

Source

MONOPOLY
Definition
The condition of having no competitor in one's trade or business.

Related Terms
oligopoly

Source

NDA
Definition
part of a contract between at least two parties that outlines confidential material, knowledge, or information that the parties wish to share with one another for certain purposes, but wish to restrict access to. [...] An NDA creates a confidential relationship between the parties, typically to protect any type of confidential and proprietary information or trade secrets.

Alternative Terms
Non-Disclosure Agreement

Source
NET ASSETS WITHOUT DONOR RESTRICTIONS

Definition
The part of the net assets of a non-profit that is not subject to donor-imposed restrictions and can be used for any general expense.

Source

NET INCOME

Definition
Dollar amount your business earns after deducting all costs including cost of good sold, operating expenses, interest, taxes, and non-operating expenses.

Related Terms
EBITDA

Notes
It is the income (earnings) generated after subtracting all costs. It can include specialized situations that are one-offs for a particular year. That is why it is recommended to look at EBITDA when to best evaluate performance of a company and across an industry.

Source
Macy, K.V. (2021) Librarian’s guide to understanding scholarly publisher financial data. [Document]. https://hdl.handle.net/1805/26256

NET SALES

Definition
Gross sales minus returns, discounts, and allowances. This is the actual revenue that is generated in a year. Returns = revenue returned to the buyer due to a defective product or service. Discounts are offered by the seller to the buyer in exchange for favorable terms. Allowances are a reduction in price due to a problem with the product or service.

Alternative Terms
net revenue

Notes
Gross sales is the revenue if you paid list price for everything! Net sales is what is important – since this is the real revenue generated.

Source

NON-DISCLOSURE AGREEMENTS

Definition
Part of a contract between at least two parties that outlines confidential material, knowledge, or information that the parties wish to share with one another for certain purposes, but wish to restrict
access to. [...] An NDA creates a confidential relationship between the parties, typically to protect any type of confidential and proprietary information or trade secrets.

**Alternative Terms**

NDA

**Source**


**NON-PROFIT**

**Definition**

A group organized for purposes other than generating profit and in which no part of the organization’s income is distributed to its members, directors, or officers.

**Source**


**OFFER**

**Definition**

What goods and/or services are being sold?; the part of contract negotiations where a party agrees to do or not do something in exchange for consideration.

**Source**


**OLIGOPOLY**

**Definition**

A market dominated by a small number of producers or sellers.

**Related Terms**

monopoly

**Source**


**OPEN ACCESS**

**Definition**

Free, immediate, online availability of research articles combined with the rights to use these articles fully in the digital environment.

**Source**

Open access. SPARC. (2021, November 17). [https://sparcopen.org/open-access/](https://sparcopen.org/open-access/)
OPERATING COSTS

Definition
Costs or expenses incurred in the upkeep or running of a business not attributable to individual products or items; e.g. rent, equipment, inventory costs, marketing, payroll, insurance, research & development.

Alternative Terms
operating expenses

Source

OPERATING MARGIN

Definition
The percentage of profit a company makes after paying all variable and fixed expenses but not taxes. Operating margin = EBIT / Net Sales.

Related Terms
EBIT; operating profit

Notes
Operating margin is an indicator of how effectively a company is at managing costs. Historically scholarly publishing has not passed along cost efficiencies that you would expect with digitization. This can be seen through the fact that profits have grown at rates faster than revenues (price increases).

Source

OPERATING PROFIT

Definition
The money earned by a company after all of the variable and fixed expenses are subtracted from the net sales before subtracting taxes. Operating profit (EBIT) = net sales - cost of good sold - operating expenses.

Alternative Terms
Earnings Before Interest and Tax Expense; EBIT

Related Terms
operating margin

Source
OVERHEAD
Definition
Costs or expenses incurred in the upkeep or running of a business not attributable to individual products or items; e.g. rent, equipment, inventory costs, marketing, payroll, insurance, research & development.
Source

OVERLAP ANALYSIS
Definition
Looking more closely at the content that might be accessible via multiple library resources.
Source

PERMITTED USE
Definition
Use of information that is expressly allowed under a Licensing Agreement. May also be referred to as “Authorized Use.” A use that is not expressly identified as an authorized use may or may not result in a breach.
Alternative Terms
authorized use
Related Terms
restrictions
Source

PERMITTED USER
Definition
Any person or entity designated in a licensing agreement who has permission to access or otherwise use the digital resources that is the subject matter of a licensing agreement. May also be referred to as “Authorized User.”
Alternative Terms
authorized user
Source
PERPETUAL ACCESS
Definition
Access to content after the subscription or other paid access has ended.
Alternative Terms
post-cancellation access
Source
Perpetual access. Wikipedia. (2023, November 17).
https://en.wikipedia.org/wiki/Perpetual_access

POSITIONAL
Definition
A form of negotiating that depends on the successive taking and giving up of positions; can be successful, but can also create places where the negotiation gets stuck because one party will not agree to any concessions. Positions can be about ideas, points, and identities. It can lead to inflexibility and supoptimal deals.
Notes
Position can be about trying to be friends, where you give up too much, as well as adversaries, which can make communication difficult.
Source

POST-CANCELLATION ACCESS
Definition
Access to content after the subscription or other paid access has ended.
Alternative Terms
perpetual access
Source
Perpetual access. Wikipedia. (2023, November 17).
https://en.wikipedia.org/wiki/Perpetual_access

PRICE SENSITIVITY
Definition
The extent to which buyers are sensitive (i.e. change their purchasing behavior) to price increases.
Source

PRICING
Definition
The setting of a price for goods, services, etc.; the overall level of prices so set.
Source


PRINCIPLED NEGOTIATOR

Definition
Where you work to strive for mutual gain during your negotiation by being focused on the interests of both parties.

Source

PRIVACY

Definition
The state or condition of being alone, undisturbed, or free from public attention, as a matter of choice or right; seclusion; freedom from interference or intrusion.

Source

PRIVATE COMPANY

Definition
A business that is not traded on public markets.

Source

PRIVATE EQUITY

Definition
1. Stock in a private company that does not offer stock to the general public.
2. This may refer to the ownership of a company or firm by an investment management company (private equity firm).

Alternative Terms
private equity firm

Source
PROCUREMENT
Definition
The office responsible for acquiring things for the institution; the office that is responsible for actually cutting the checks that pay the bills for an institution. May also be known as the Finance office, the accounting office, or similar.
Alternative Terms
finance office; accounting office

PUBLIC COMPANY
Definition
A company that is traded on a public stock exchange.
Source

RELATIVE BARGAINING POWER
Definition
One party to a bargain, contract or agreement, has more and better alternatives than the other party. This results in one party having greater power than the other to choose not to take the deal and makes it more likely that this party will gain more favourable terms and grant them more negotiating power (as they are in a better position to reject the deal).
Alternative Terms
inequality of bargaining power
Related Terms
bargaining power
Notes
During negotiation planning you want to ascertain how much relative bargaining power the library has through analyzing price sensitivity and determining your BATNA. Over time, using strategies such as increasing stakeholder buy-in you can improve your BATNA, therefore creating relative bargaining power.
Source

RESERVATION PRICE
Definition
Your bottom line, it’s the point in the negotiation where you can go either way, sign the deal or decide to walk away. It is the max a buyer is willing to pay.
Alternative Terms
reservation point
Related Terms
BATNA

Source

RESET NO
Definition
Can occur at any stage in the process. You “'move away from the table’ to improve your no-deal option and/or worsen that of the other side.” You plan to return to active negotiation after resetting up the deal so that it can be modified to achieve your own negotiation objectives and a more preferred deal.

Related Terms
tactical no; final no

Source

RESTRICTIONS
Definition
Something that restricts a person or thing; a limitation on action; a limiting condition or regulation.

Related Terms
authorize use; authorized users

Source

REVENUE
Definition
The money generated from normal business operations. It is also known as sales.

Alternative Terms
sales

Source

SALES
Definition
The money generated from normal business operations. It is also known as revenue.
Alternative Terms
revenue

Source

SCHEDULE
Definition
Document attached to a contract that provides necessary context for understanding and executing that contract (price list, title list, coverage dates, etc.).

Related Terms
exhibit; addendum

Source

SEVERABILITY
Definition
A provision in a contract or piece of legislation which states that if some of the terms are held to be illegal or otherwise unenforceable, the remainder should still apply.

Source

SIGNATORY AUTHORITY
Definition
The person who has the authority to sign a binding document on behalf of the institution.

Source

SOFT NEGOTIATOR
Definition
Wants to be viewed as friends and highly value agreement; more likely to concede things that they would rather not; tends to yield to pressure and trust too much.

Source
STALLING
Definition
Failing to respond to communications or otherwise extending the negotiation beyond what could be considered reasonable.

SURVEILLANCE
Definition
Watch or guard kept over a person, etc., esp. over a suspected person, a prisoner, or the like; often spying, supervision
Source

TACTICAL NO
Definition
“Turning down a proffered deal in hopes of generating a better offer.”
Related Terms
reset no; final no
Source

TEACHING NOTE
Definition
Additional information about a case study including discussion questions, background reading, analysis of the data, and/or learning objectives and teaching strategy for the case.
Source

TERM
Definition
A portion of time having definite limits; esp. a set or appointed period of office, imprisonment, investment, etc.; the length of time for which something lasts or is intended to last, duration. ALSO: A condition under which something may be done, settled, agreed, or granted; a stipulated requirement or limitation.
Source
TERMINATION
Definition
The action of putting an end to something or of bringing something to a close.
Source
https://doi.org/10.1093/OED/8370276813

TERMS AND CONDITIONS
Definition
The legal agreements between a service provider and a person who wants to use that service. The person must agree to abide by the terms of service in order to use the offered service.
Alternative Terms
terms of service; terms of use
Source

TERMS OF SERVICE
Definition
The legal agreements between a service provider and a person who wants to use that service. The person must agree to abide by the terms of service in order to use the offered service.
Alternative Terms
terms and conditions; terms of use
Source

TERMS OF USE
Definition
The legal agreements between a service provider and a person who wants to use that service. The person must agree to abide by the terms of service in order to use the offered service.
Alternative Terms
terms and conditions; terms of service
Source

TEXT AND DATA MINING
Definition
The electronic analysis of large amounts of copyright works that allows researchers to discover patterns, trends and other useful information that cannot be detected through usual ‘human’ reading; may lead to knowledge which can be found in the works being mined but not yet explicitly formulated.
Alternative Terms

TDM

Source
https://www.copyrightuser.org/understand/text-data-mining/

VENUE

Definition
Agreement between the parties about where the resolution of a dispute about the license/contract will be held.

Alternative Terms
applicable law; governing law; jurisdiction

Source
https://www.law.cornell.edu/wex/venue

VOCATIONAL AWE

Definition
"The set of ideas, values, and assumptions librarians have about themselves and the profession that result in beliefs that libraries as institutions are inherently good and sacred."

Source

ZOPA

Definition
The range where agreement can be found because the maximum the buyer is willing to pay is higher than the minimum the seller is willing to sell. Agreement can be negotiated anywhere in this range.

Alternative Terms
Zone of Possible Agreement

Notes
Try to predict during preparation but be willing to adjust as you learn more information during the active phase of the negotiation.

Source
http://www.beyondintractability.org/essay/zopa