

## **Praise for *The Librarian's Guide to Negotiation***

“*The Librarian's Guide to Negotiation* offers an excellent overview and a rich set of tools for the working librarian. Never has a guide of this type been needed so much by so many of us.”

—Rick Anderson, J. Willard  
Marriot Library, University of Utah

“*The Librarian's Guide to Negotiation* is an essential title to read for anyone working with acquisitions, collection management, or electronic resources in a library. . . . The book concisely and thoroughly outlines all the aspects of resource and service negotiation in the 21st century. It is also a great primer for subject librarians to read to understand what it takes to purchase institutional access to electronic resources.”

—Jill Emery, collection development  
librarian, Portland State University

“Most library schools don't focus on the business side of our profession, so this book should be required reading for any 21st century information professional.”

—James Wiser, assistant director,  
Statewide California Electronic  
Library Consortium (SCELC)

“Covers negotiation in a variety of settings—license terms, strategies, funding, resource pricing, job duties, and more!”

—Carol Ann Borchert, coordinator for serials,  
University of South Florida Libraries

“*The Librarian's Guide to Negotiation* serves as a guide and toolkit for both new librarians and experienced library professionals seeking to improve their negotiation skills—skills that are critical to the work we do today and for the future of librarianship.”

—Bonnie Tijerina, founder and  
president of electronic resources  
& libraries (ER&L), LLC

“This book is a great introduction to an important aspect of librarianship. Its practical account of successful negotiations in the library setting is at once perceptive, engaging, and broadly applicable.”

—Patrick L. Carr, head of electronic & continuing  
resource acquisitions, East Carolina University

“Full of pragmatic pointers and library-centric illustrations, you’ll discover you don’t have to love conflict to learn to love negotiating.”

—Selden Lamoureux, eresource librarian,  
SDLinforms

“*Finally* an invaluable book that expertly fills a gap in the professional literature, on a subject that is rarely discussed in graduate courses. It should be required reading for all MLS students *and* practicing librarians!”

— Anne E. McKee, MLS, program officer  
for resource sharing, Greater Western Library Alliance

“An excellent resource geared for public and academic librarians alike, this work illuminates the art and science of negotiation, applicable broadly to include negotiating licensing terms, workflow, digital projects, or salaries. With emphasis on preparedness, the text arms the aspiring librarian-negotiator with practical advice from industry experts and with solid knowledge about effective communication and key issues in the profession.”

—Connie Stovall, assistant director  
for collection management, Virginia Tech