

Brief Title: Enhancing Negotiation Skills in Library Acquisitions: Strategies for Effective Vendor Engagement

Abstract: Negotiation skills are critical for librarians involved in acquiring electronic resources in today's academic libraries. This table talk discussion invites librarians involved in electronic resources and acquisitions to share and explore real-world strategies for successful vendor negotiations. We'll cover how to prepare for negotiations, align institutional goals with vendor offerings, and use data to strengthen your position. This table talk provides us with an opportunity to share experiences as we dive into techniques for communication, relationship-building, and managing complex deals. We'll also touch on legal and licensing basics, consortia advantages, and share case examples of what's worked—and what hasn't.

1. What does a basic workflow of negotiation/contracting look like at your library? Does any step of your workflow present challenges? If so, what are those challenges?
2. Have you ever successfully used usage data or analytics to negotiate pricing or other contract terms? What have been some of the successful outcomes you've achieved?
3. What strategies have helped you build better long-term relationships with vendors?
4. Are there specific clauses or terms you keep an eye out for—or push back on—in licensing agreements? What are they? How successful have you been in rewording or replacing these terms?
5. How are current trends (i.e. open access, AI tools in databases, AI language in contract, budget constraints) affecting your negotiation strategies?