

Why ONEAL?

Transcript

Hello. The original project team for the ONEAL project wanted to quickly introduce ourselves and tell you why we got involved with ONEAL. I'm Katharine. I'm Scarlet. I'm Courtney. Just to really get going, I'm going to talk about myself. I'm Katharine Macy and I'm the collection assessment librarian, as well as a liaison to business and economics for Indiana University Indianapolis, formerly known as IUPUI. In my prior life, worked a variety of roles, including sales and finance. I've sat on both sides of the negotiation, preparing and executing negotiations. When I started working in libraries about a decade ago, I came to see how little training we actually get in negotiating. Oftentimes it is taught on the job while we're also doing so much other work that's not related to negotiations. Meanwhile, we're dealing with salespeople who get much more formalized training because it is the majority of their job. I really saw this gap and I started developing some training and doing conferences and webinars on negotiation training around 2020. With the encouragement of colleagues and partners, I decided to take this work that I had been doing and I wanted to expand it by creating open educational resources for all library workers to be able to use to develop the skill set. As I started thinking about the project, I came up with the idea of ONEAL (Open Negotiation Education for Academic Libraries) And I wanted to put together a project team that would augment what I brought and help us create the best resources possible. I reached out to Scarlet, who I knew through the SPARC Negotiation Community of Practice, because she brings work on contracts and licensing and a strength there that I don't have as well as she's doing such important work around values-based decision making and collection management. Then Courtney I had actually met through going to conferences and she brought a perspective of working for a smaller institution and knowing that, Scarlet and I are at larger institutions, we needed to make sure we had that voice present in the project team so that way we can make something that's useful for many institutions. Now, I'm going to let Scarlet and Courtney introduce themselves. I'm Scarlet Galvan. I'm a collection strategist librarian [at Grand Valley State University]. That work encompasses so many different skill sets that when Katharine reached out to see if I would be interested in joining the project team, I immediately said yes, because my training in terms of reading contracts and licenses is mostly informal. My experience watching people negotiate was exclusively on the job. If I had not had those experiences and options modeled to me, I would not know that that was an option. Part of my work in terms of the contracts and licensing is bringing in a lot of those different kinds of experiences so that you can have a more equitable relationship. So that our institutions can have more equitable relationships regardless of what our goals happen to be. We're not necessarily always being met at the table with those goals, values, thoughts in mind. It's the job of the salesperson to sell, right? But it's our job to make sure that we're stewarding resources, responsibly, managing access to our users data. Making sure that when we put pen to paper to agree to these, kind of to agree in the context of contracts and licensing, that we're coming from a place that's really well situated in our values as library workers and through our institutional mission and values. When I got that email, I was just really excited to work with this team to represent a lot of different kinds of experiences through ONEAL. We're glad you're here. I am Courtney Fuson. I am the asset management librarian [at Belmont University] And I am here in part because as Katharine said, we met at conferences. And she was doing a lot of work that I was interested in when it comes to database measuring information, collection assessment, and things like that. So we had talked about that fairly extensively. Scarlet and I know each other from various online interactions. I have long admired both of them, actually, Scarlet for her values based work and Katharine for her work in assessment and negotiation and things like that. So much like Scarlet. When I got the email to join this project, I was pretty excited because I am one of those who

learned all of this on the job. Because I'm at a small institution. I was the only resources librarian that this institution had had. At that point, I didn't have very many folks to look at and watch, go through the negotiating process for a lot of things. I wasn't really aware of what I should be looking for in contracts and licenses, and things that I should be negotiating in contracts and licenses. That's part of my hope for this project, is that it provides that background information and training and helps folks to understand what it is that they should be doing and what it is that they can do. Even at smaller institutions or at larger institutions as part of a larger group, just to help all librarians and library workers with that gap in education. I'm reaching back to my former self and providing that education because that is now an option that I have. That's why I'm here. Courtney, you said what you do, where do you work? I worked at Belmont University in Nashville, Tennessee. Awesome. We just wanted to welcome you and just tell you about ourselves and why we got involved with this. Please feel free, I think you could contact any of us if you ever have questions or you want to get involved with the project. Welcome and we hope you find this useful. Thank you.