

## Negotiating licences for digital resources

Durrant, Fiona, author

Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=116782&lokasi=lokal>

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### Abstrak

A practical guide on how to get the best deal for online subscriptions. The processes outlined in this book can be applied to a range of electronic products, ranging from e-journals to multi-modular databases. This text guides you through the stages of negotiation, and offers advice on the skills and techniques of negotiation.