

MHSLA Executive Board Meeting Agenda
January 15, 2013
10am
Michigan Library Consortium Conference Board Room
Lansing, MI

## **Present**

Sheila Bryant
Diane Gardner
Melanie Bednarski
Doris Blauet
Jill Turner
Leslie Burke
Mark MacEachern
Merle Rosenzweig
Mary Hanson
Ali Konieczny
Judy Schroeder
Connie Bongiorno

1. Call to order

Diane Gardner

Absences: Toni Janik, Andrea Kepsel, Marilyn Kostrzewski, Nadia Lalla, Ellen O'Donnell, Barbara Platts and Gayle Williams, Abe Wheeler, Mary Fitzpatrick, Bradley Long

Diane Gardner called the meeting to order at 10:11.

2. President's Remarks

Diane Gardner

No remarks.

3. Approval of minutes

Mark Mac Eachern

Leslie Burke makes a motion to approve the minutes. Merle Rosenzweig seconded. Motion passed.

4. Archivist's report

Alison Konieczny

See Appendix A for report.

## 5. Treasurer's report

Connie Bongiorno

See Appendix B for report.

**6.** Review of Committee Reports

**Standing Committees:** 

Audit Marilyn Kostrzewski – Absent

Diane Gardner told the Board that Marilyn Kostrzewski will work with Connie Bongiorno to do audit by spring.

Bylaws Mary Hanson

Nothing to report.

Communications Abe Wheeler – absent

Conference Planning Merle Rosenzweig

Nothing to report at this moment.

'13 Local Arrangements Judy Schroeder

See Appendix F for report. Judy Schroeder requested from the Board \$300 for room rental. Doris Blauet made a motion to approve the request. Leslie Burke seconded. Motion passed.

'13 Education Mary Fitzpatrick – Absent, See Report.

Diane Gardner presented Mary Fitzpatrick's report (Appendix C). Melanie Bednarski presented the current slate of CE offerings and Diane Gardner made a motion to approve the budget Mary Fitzpatrick put together (Appendix G). Doris Blauet made a motion to approve the budget, assuming an estimate for the 4<sup>th</sup> speaker be included. Leslie Burke seconded. Motion passed.

Diane Gardner presented the new MLA/GMR Webcast procedures (see Appendix D). Doris Blauet made a motion to approve the budget of \$1600 (see Appendix E) for the webcasts MHSLA funds. Melanie Bednarski seconded. Motion passed.

'14 Local Arrangements Sheila Bryant

Sheila Bryant told the Board that Local Arrangements has decided on Soaring Eagle for the upcoming conference. She mentioned that the smoking situation is much improved from prior experiences. The conference will run from Oct 15-17, 2014. See Appendix F for report.

'14 Education Andrea Kepsel – Absent

Membership

Doris Blauet

Doris Blauet gave Treasurer Connie Bongiorno an outstanding membership cheque. She will send renewal notices out in Spring. She will send Abe Wheeler relevant registration dates for the newsletter.

Nominating

Stephanie Swanberg – Absent

Stephanie Swanberg was absent, but Diane Gardner stated that the Committee is aware of their mission and deadlines.

Outreach and Advocacy

Melanie Bednarski

Melanie Bednarski turned over brochures to Local Arrangements 2013. She also located the MHSLA banner. Diane Gardner suggested that we reach out to past Local Arrangement & Education chairs for the missing committee binders. Diane Gardner also suggests that Committee chairs provide contact info for their members who are not MHSLA members.

Research

Diane Gardner

Diane Gardner stated that the MHSLA research project is a work in progress.

Resource Sharing

Jill Turner

Jill Turner will request funding for shipping costs at a future meeting.

Group Purchasing Subcommittee

Bradley Long (absent)

Jill Turner will follow up with Bradley Long about this group.

**Vendor Relations** 

Ali Konieczny, Toni Janik, and Leslie Burke currently comprise Vendor Relations. Chair to be determined.

## 7. Regional Group Reports:

**ERHSLA** 

Melanie Bednarski

Melanie mentioned that the group recently celebrated Doris Blauet's retirement and that she will soon call for an EHRSLA meeting.

GMR Regional Council

Barbara Platts – Absent

See Appendix H for report.

**MDMLG** 

Gayle Williams - Absent

M-MHSLA

Andrea Kepsel – Absent

Sheila Bryant reminded the Board that Bradley Long was recently elected as President, Susan Kendall as treasurer, and Andrea Kepsel as Secretary.

UPHSLC WMHSLA

Mary Hanson

Mary Hanson reported that she is now President. The group is focused on the 2014 conference.

## 8. Old Business

a. Vendor Relations Committee?

Jill Turner will connect with Bradley Long, the current VRC lead.

b. Pricing structures for StatRef.

The Board needs to come to a decision on the pricing structure by the May meeting.

c. Teleconferencing

Leslie Burke requests that we submit teleconferencing technology suggestions to her. She will continue to investigate these options with Abe Wheeler.

#### 9. New Business

- a. 2013 Conference Education Budget
- b. Other Committee Budgets

Jill Turner (Resource Sharing), Doris Blauet (Membership), and Connie Bongiorno (Treasurer) will request budgets in March.

c. Awards (Librarian of the Year, Lifetime Achievement..)

Diane Gardner: Keep the awards in mind and let people know that they are coming up. We plan to send out a notice about them in March and will hopefully have some to look at in May.

d. Connie Bongiorno promoted a job opening at her library.

## 10. Adjournment

Diane

Leslie Burke made motion to adjourn. Doris Blauet seconded. Meeting adjourned at 11:11.

## Appendix A

# Archivist's Report January 15, 2013

Password information for the MHSLA Archives has been forwarded to Doris Blauet. She indicated that she will send out this information in the near future.

Spring semester should allow me more opportunities to work on the archives. Because it is not currently possible to separate MHSLA photos from Ferris State University photos without adding in the keyword "MHSLA", perhaps a secondary password-protected photo archive site hosted on the MHSLA website may be desirable. *Open Source Digital Asset Management* ("a specialist site of Digital Asset Management News") offers a list of open source products, and 2 of interest for archiving photos include:

- 1. **Gallery 3**: http://gallery.menalto.com/
- 2. **Eprints:** http://www.eprints.org/

More products listed by *Open Source Digital Asset Management* can be found at: http://www.opensourcedigitalassetmanagement.org/reviews/available-open-source-dam/

*Gallery 3* appears especially interesting and would allow for the creation of photo albums. If a secondary photo archive is of interest to the board, further inquiries will be made with MHSLA webmasters regarding the feasibility of deploying/housing the selected photo archives on the MHSLA website. Suggestions for other password-protected photo archive sources are welcome.

Respectfully submitted,

Alison Konieczny

## **Appendix B**



Н

Bank of America, N.A. P.O. Box 25118 Tampa, FL 33622-5118

Page 1 of 3 Statement Period 12/01/12 through 12/31/12 B0 P PA 0A 54 00 Enclosures 0 Account Number 0058 5520 7246

ldedlebedledededddaedlldedaladadllaeddd MICHIGAN HEALTH SCIENCES LIBRARIES ASSOCIATION INC 1740 BASS LAKE RD TRAVERSE CITY, MI 49685-8198

Our Online Banking service allows you to check balances, track account activity and more.

With Online Banking you can also view up to 18 months of this statement online.

Enroll at www.bankofamerica.com/smallbusiness.

#### **Customer Service Information** www.bankofamerica.com

For additional information or service, you may call: 1.888.BUSINESS (1.888.287.4637)

Or you may write to:

Bank of America, N.A.
P.O. Box 25118
Tampa, FL 33622-5118

## **Deposit Accounts**

#### **Business Advantage Checking**

#### MICHIGAN HEALTH SCIENCES LIBRARIES ASSOCIATION INC

#### Your Account at a Glance

Account Number Statement Period Number of Deposits/Credi Number of Withdrawals/I Number of Deposited Iten	Debits 2	Statement Beginning Balance Amount of Deposits/Credits Amount of Withdrawals/Debits Statement Ending Balance	\$19,556.50 \$976.00 \$97.00 \$20,435.50
Number of Days in Cycle		Average Ledger Balance	\$20,093.04

#### **Deposits and Credits**

Date Posted	Amount (\$) Description	Bank Reference
12/14	976.00 Counter Credit	813000612090297

MICHIGAN HEALTH SCIENCES LIBRARIES ASSOCIATION INC

Page 2 of 3 Statement Period 12/01/12 through 12/31/12 B0 P PA 0A 54 Enclosures 0 Account Number 0058 5520 7246

#### Withdrawals and Debits Checks

Check Number	Amount (\$)	Date Posted	Bank Reference			
875	45.00	12/17	81300669261478	4		
			Of	her Debits		
Date Posted	Amount (\$)	D	escription			Bank Reference
12/27	52.00	52.00 Check Order00413 Des:Fee ID:U034759204 Indn:Michigan Health Scienc Co ID:0000000413 Ppd				902562007791059
Daily Ledger Balances						
Date	Balance (\$)		Date	Balance (\$)		
12/01 12/14	19,556.50 20,532.50		12/17 12/27	20,487.50 20,435.50		

0015872

## How To Balance Your Bank of America Account

FIRST, start with your Account Register/Checkbook:							
List your Account Register/Checkbook Balance here							
Subtract any service charges or other deductions not previously recorded that are listed on this statement							
Add any credits not previously recorded that are listed on this statement (for example interest)\$							
4. This is your NEW ACCOUNT REGISTER BALANCE\$							
NOW, with your Account Statement:							
List your Statement Ending Balance here			\$				
2. Add any deposits not shown on this stateme	nt		. \$				
		TOTAL	. \$				
<ol> <li>List and total all outstanding checks, ATM,</li> </ol>							
Checks, ATM, Check Card, Electronic Withdrawals	Checks, ATM, Check Card, Electronic Withdrawals	Checks, ATM, Check Ca Electronic Withdrawals	ard,				
Date/Check # Amount	Date/Check # Amount	Date/Check # Amo	ount				
		l ——— ——	<del></del>				
			<del></del>				
			<del></del>				
		l ——— ——					
			<del></del>				
4. TOTAL OF OUTSTANDING CHECKS, ATM, Check Card and other electronic withdrawals							
Subtract total outstanding checks, ATM, Check Card and other electronic withdrawals from Subtotal     This Balance should match your new Account Register Balance							
Upon receipt of your statement, differences, if any, should be reported to the bank promptly in writing and in accordance with provisions in your deposit agreement.							
IMPORTANT INFORMATION FOR BANK DEPOSIT ACCOUNTS							
Change of Address. Please call us at the telephone number listed on the front of this statement to tell us about a change of address.							
Deposit Agreement. When you opened your account, you received a deposit agreement and fee schedule and agreed that your account would be governed by the terms of these documents, as we may amend them from time to time. These documents are part of the contract for your deposit account and govern all transactions relating to your account, including all deposits and whaterawals. Copies of both the deposit agreement and fee schedule, which contain the current version of the terms and conditions of your account relationship, may be obtained at our banking centers.							
Electronic Transfers: In case of errors or questions about your electronic transfers If you think your statement or receipt is wrong or if you need more information about an electronic transfer (e.g., ATM transactions, direct deposits or withdrawells, point-of-sale transactions) on the statement or receipt, telephone or write us at the address and number listed on the front of this statement as soon as you can. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.							
<ul> <li>Tell us your name and account number.</li> <li>Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe there is an error or why you need more information.</li> </ul>							
* Tell us the dollar amount of the suspected error. For consumer accounts used primarily for personal, family or household purposes, we will investigate your complaint and will correct any error promptly. If we take more than 10 business days (10 calender days if you are a Massachusetts customer) (20 business days if you are a new customer, for electronic transfers occurring during the first 30 days after the first deposit is made to your account) to do this, we will recredit your account for the amount you think is in error, so that you will have use of the money during the time it takes us to complete our investigation.							
For other accounts, we investigate, and if we find we have made an error, we credit your account at the conclusion of our investigation.  Reporting Other Problems. You must examine your statement carefully and promptly. You are in the best position to discover errors and unauthorized transactions on your account. If you fail to notify us in writing of suspected problems or unauthorized transactions within the time periods specified in the deposit agreement (which periods are no more than 60 days after we make the statement available to you for, and you agree not to make a claim against us for the problems or unauthorized transactions.							

Direct Deposits. If you have arranged to have direct deposits made to your account at least once every 50 days from the same person or company, you may call us at the telephone number listed on the front of this statement to find out if the deposit was made as scheduled.

## Appendix C



MICHIGAN
HEALTH SCIENCES
LIBRARIES
ASSOCIATION
www.mhsla.org

Education Committee January 15, 2013

The Education Committee met after the November board meeting at MCLS in Lansing. Programming was discussed and from a list of possible classes assignments were made. During November and December the committee has been in touch with various speakers to get an estimate of costs which includes travel, honorariums, and lodging. The committee has a tentative program as well as budget to present for board approval. (See attached documents).

The Education chair has also been in contact with GMR concerning the MLA webcasts and issues from past years. A procedure to follow for webcast is presented for board approval. This procedure would end communication issues and provide a seamless and timely process for hosting webcasts. (Chair has already discussed this with the GMR Representative: Barb Platts). (See attached document)

Education Committee budget is being presented for board approval. This is a partial budget as there are still cost pending for speakers which we should have by the March meeting. Items to note: there is a line item for GMR webcasts, fees for LCD projectors has a line item but are included in the room cost this year, Friday facilitators, poster presenters and lightning round presenters will receive a token gift (this is a rough estimate in the budget).

## Appendix D

#### MLA/GMR Webcast Procedures

#### GMR Responsibilities:

- Contact MHSLA GMR Representative as soon as the webcast is confirmed; timeline: up
  to two-weeks before MLA announces the webcasts
- Verify the announcement matches MHSLA requirement: timeline: within days of the MLA announcement
- Send out sponsorship application announcements including (when appropriate) the MHSLA announcement; timeline: within days of the MLA application going live
- Forward all applications arriving at the GMR to MHSLA electronically; timeline: during the period of sponsorship, usually four to six weeks depending on MLA
- 5. Contact MLA with information on sponsored sites; timeline: one week after the GMR application deadline, usually at least one week before the MLA Early Bird deadline. Note: the GMR sends MLA information on all sponsored sites they are aware of so that MLA can easily update their sponsored website webpage.
- 6. Contact all applicants; timeline: at least one week before MLA Early Bird Deadline.

#### MHSLA Responsibilities:

- The MHSLA GMR Representative will be the contact person for MLA webcast, replacing the Education Chair. Due to past practice the Education Chair changes on a yearly basis while the GMR Representative does not so to provide continuity in communication among MHSLA members as well as the GMR, the GMR Representative becomes the contact person.
- The GMR Representative post on the MHSLA listserv announcements for upcoming MLA webcasts.
- The announcements from GMR will state that in Michigan sponsor applications should be sent to GMR Representative
- The GMR Representative will collect and forward all applications to the GMR so that the GMR can select the site(s) they will sponsor.
- The GMR will send all applications back including any that were sent to the GMR instead of the GMR Representative along with the information on the site(s) they will be sponsoring.
- 6. The board when possible will select two other sites in Michigan to fund for the webcasts, depending on timing this may have to be an email vote. Sites will be selected based on regional groups if more than two sites need to be funded. For example if Wayne and U of M request funding along with MSU we would award funding based on MDMLG and MMHSLA.
- 7. GMR Representative will make sure that information is forwarded to MSHLA Treasurer so that applications and funds can be sent to MLA in a timely manner. The funds have already been approved as part of the Education Budget so they do not require a further board vote.
- The sponsored sites/site coordinator will announce on MHSLA listserv information
  pertaining to attending the webcast at their locations; date, time, parking, location,
  directions, etc.

MHSLA Education 2013

			Budget			
EVENT	Speaker/Winner	Honorarium/Fees	Travel	Lodging	Incidentals	Total
KeyNote	Erika Oliver	\$4,000.00	0	0		\$4,000.00
Concurrent	Erika Oliver	0	0	0		0
Concurrent	Christian	0	0	0	0	0
CE Pt Satisfaction	Holly Burt	0	0	0		0
CE Senior Health	Samathi H	0		0	0	0
				264.5 Includes 15%		
CE Business Comm		0		\$600.00 room tax		\$864.50
				264.5 Incluedes 15%		
CE Business Comm		0	\$400.00	\$400.00 room tax		\$664.50
CE	TBA	TBA	TBA	TBA	TBA	
			200 miles rd trip * .565	396.75 Includes 15%		
Student Scholarship		\$325.00	\$325.00 \$113.00	room tax		\$783.00
			200 miles rd trip * .565	396.75 Includes 15%		
Student Scholarship		\$325.00 \$113.00	\$113.00	room tax		\$783.00
New Member				396.75 Includes 15%		
Scholarship		\$325.00 N/A	N/A	room tax		\$670.00
Second Member				396.75 Includes 15%		
Scholarship			N/A	room tax		\$396.75
Lightning Rds Gifts					\$120.00	\$120.00
Moderator Gifts					\$100.00	\$100.00
Poster Presenters					\$120.00	\$120.00
	Included in Room					
LCD Projectors	Cost	\$250.00				\$0.00
Laptops						
	White board included					
Dry Erase Boards	in room cost	\$30.00/ea				\$0.00
Flip Charts		\$10.00/ea				\$20.00
Microphones	2 rooms/3 days	\$40.00/ea				\$240.00
	Included in Room					
Screens	Cost	\$50.00/ea		•		\$0.00
Wireless remote	2 rooms/3 days	\$10.00/ea				\$60.00
Technology Assist		\$50.00/hr				\$50.00
	Not part of					
	conference					
GMR Telecast/2 ea.	expenses	\$395.00/ea			\$1,600.00	\$1,600.00
Subtotal						\$10,471.75

G:\Shared\MHSLA\Education 2013\Budget2013

## Appendix F

## Local Arrangements Committee Report January 14, 2013

The Local Arrangements Committee members are: Brett Powers Judy Schroeder Lois Dye

Fall meetings were held by the Local Arrangements Committee to review and recommend venues for the Special Event on October 17<sup>th</sup>, 2013 for the 2013 MHSLA Conference in Grand Rapids, MI. The following venues were considered:

Pierre Marquette Room (Kirkhof Center, Allendale campus, GVSU)

Regency Room (DeVos Center, Pew campus, GVSU)

Grand Rapids Public Museum (downtown Grand Rapids)

Grand Rapids Art Museum (downtown Grand Rapids)

Meijer Gardens (east side Grand Rapids)

The Bob (downtown Grand Rapids)

The Local Arrangements Committee is recommending The Bob in downtown Grand Rapids.

Guest Capacity: 180 people, contemporary setting

Room Rental: \$300.00

Food Spending Minimum: \$19.50 per person

Time Frame Reserved Privately: 5:00 PM to 11:00 PM

Meal Style: Any available, Butler, Buffet, Family or Appetizer, casual cocktail style searing or

traditional seated dining no additional fee

Catering: Gilmore Collection

The Committee will be considering options for the Welcome Reception soon. Holiday Inn or University Club (DeVos Center, GVSU)

Submitted by: Judy Schroeder

## CE's for the program that need board approval

#### Patient Safety Resource Seminar: Librarians on the Front Lines

Contact: Holly Burt <a href="mailto:haburt@uic.edu">haburt@uic.edu</a> and Other RML staff

Contact: 312-996-2464 Fax: 312-996-2226 - http://nnlm.gov/training/patientsafety/ - Midwest region

This interactive seminar focuses on ways librarians can become more involved in patient safety processes and activities - both within their institutions and organizations and in providing patient safety resources for health professionals, for administration and staff, and for patients and families. Topics include understanding the definitions and issues of patient safety; locating where patient safety practices and contacts exist within an institution; identifying appropriate resources; and library advocacy in the area of patient safety. These four hours of lecture, discussion and brainstorming help librarians in all fields become effective agents for improving patient safety. CHIS Level II approved.

CE Contact Hours: 2.5, 4 and 6 (online) • Face to Face, RML Offerings about Consumer Health, Outreach/Advocacy, Reference Resources & Services

Lecture, Slides, Discussion, Brainstorming, and Sharing/Self-disclosure.

#### **Business Communications: Library Style**

Contact: Marty Magee <mmagee@unmc.edu> and Barb Jones

Contact: 402-559-7076 Fax: 402-559-5482 - nnlm.gov/mcr - Midcontinental region Advocating for our libraries is an increasing part of any library position. Doing so successfully should incorporate not only focused business communication writing but also creativity and collaboration. How we express ourselves can be directly related to the funding we receive and how well our libraries are perceived as an integral part of the institution. Communication may be an overused word for an under-developed skill. Writing clear, concise communiques, including white papers, business plans, grant proposals and budget justifications, targeted on what the reader needs to know to make a decision is essential in today's fast-changing, bottom –line driven environment. Attendees should expect to be better informed about what constitutes efficient, effective communication vehicles, and how to create them.

CE Contact Hours: 4 • Face to Face about Management

Lecture, Slides, Learning Videotape, Discussion, Brainstorming, Sharing/Self-disclosure, Role Playing, Hands-on Exercises, and Case Study.

# Healthy Aging at Your Library: Connecting Older Adults to Health Information

This "train the trainer" class is designed to help librarians assist their older adult patrons find health information. Discover techniques for teaching older adults to use computers and to find health information on the Internet, learn what makes a website senior-friendly; plan library programs on senior health topics; and find out about some recommended health websites for older adults.

Objectives

Participants will:

Learn about the reasons it is important to better assist their older patrons

- Be able to evaluate health information resources based on usability issues that affect older adults
- Learn and practice techniques for teaching older adults to look for health information on the Internet
- Be able to research health information for older adults on online resources from the National Institutes of Health and other recommended websites

The forth CE has not been determined yet but we would like to offer something along the lines of the following class. We are looking into this since MDMLG offered a similar class at one of there sessions last year.

#### Tablets and e-Readers: Information at Your Fingertips

Contact: Emily Hurst <emily.hurst@exch.library.tmc.edu>

Contact: 713-799-7880 - http://nnlm.gov/training/fingertips/ - South Central region Mobile devices are fast becoming commonly used in education, communication, and for information retrieval. This class is designed to provide participants with hands-on learning opportunities using some of the most popular mobile devices including the iPad and Kindle e-reader. This class will provide an overview of other popular tablets and e-readers and how these devices are transforming education and learning. This class includes discussion and hand-on activities with tablets and e-readers. Hands-on activities will include exploration of mobile sites and apps from the National Library of Medicine as well as exploration of basic features of e-readers. Discussion of ways to use devices in outreach is also facilitated. A mobile device petting zoo will allow class attendees to see and use some of the most popular tablet and e-reader device options. In the two hour version of the class specific attention is given to tablet devices with discussion about the roles of e-readers in libraries.

CE Contact Hours: 2, 4 • Face to Face, Hands-on, RML Offerings about NLM Databases, Technology/Systems

Lecture, Demonstration, Slides, Discussion, and Hands-on Exercises.

#### Other possible topics:

## It's Delivery Time: Maximize your Message with Effective Nonverbal Delivery

Contact: Jennifer Martin <sykesberrys@umkc.edu>

Contact: 816-235-1874 - All region

Research shows that between  $6\overline{7}$  and 93 percent of all face-to-face communication is nonverbal. Yet, most of us use ample time shaping the content of what we deliver, and little time preparing the delivery of the message. Using the Three Mode Perceptual Model, this class provides a framework for understanding how others perceive us and the message we deliver. After learning the TMPM techniques, attendees will apply them to three circumstances in your work life: an instructional setting (ex., the beginning of a class), a formal presentation (ex., giving a paper), and an informal self-introduction (ex., elevator speech). Attendees will practice the nonverbal techniques for each type of presentation, so before the class please prepare a 90 second script for each of the professional circumstances.

CE Contact Hours: 4 • Face to Face, Hands-on - In-Person Class • about Leadership, Teaching/Instruction
Lecture, Demonstration, and Hands-on Exercises.

#### Redesigning Libraries for the 21st Century

Contact: Logan Ludwig <lludwig@lumc.edu>

Contact: 708-216-5303 Fax: 708-216-6772 - Midwest region

Course examines the issues and principles of technology space planning for new, remodeled, and renovated library space. Library design trends, technology trends, what makes a great place, service adjacencies are explored. Design of major spaces (public and staff areas, stacks, group study, classrooms, learning commons) and staff work redesigned workflow are outlined. Emerging technologies, the impact of electronic publishing on library space design, social and spatial boundaries and their implications for library design will be discussed. Other issues related to technology including furniture requirements, lighting and noise abatement challenges, sustainable design and signage issues are also explored. \*\*This course was evaluated at MLA '09 and scored an overall course grade of 3.857 on a 4.0 scale. The mean score for all evaluated courses taught at MLA '09 was 3.792 on a 4.0 scale.

CE Contact Hours: 6 • Face to Face about Management Lecture, Slides, Discussion, and Case Study.

# Librarians are from Venus, Vendors are from Mars: Strategies for developing respectful vendor relationships and strong contracts

Contact: Jim Honour <jhonour@uwyo.edu> and Camille Salmond

Contact: (307) 766-6537 Fax: (307) 766-2510 - http://nnlm.gov/mcr - Midcontinental region Participants will learn strategies on: how to work and communicate in a language that vendors understand; how to make sure you are being understood; and learn the fundamentals of getting the best contract for your institution that also meets the needs of the vendor. There will be opportunities for participants to prioritize issues, practice being assertive, and discuss strategic outcomes to various scenarios.

CE Contact Hours: 3 • e-Learning, Hands-on, Chapter Offerings about Collection Development, Electronic Resources, Management

Lecture, Discussion, Debate, Dialog, Brainstorming, Sharing/Self-disclosure, Simulation, Role Playing, Hands-on Exercises, and Case Study.