

Breakout Session: Negotiating Publishing Contracts

June 6, 2017

Description

This session will prepare participants to negotiate publishing contracts and to educate colleagues on how to do the same. It is intended both for those negotiating as authors and for those negotiating on behalf of a publication. It will give particular attention to contract terms that impact open access. Participants will negotiate mock contracts for publication of an academic journal article. The group will reconvene to debrief those negotiations and to discuss facilitating similar workshops to educate colleagues at their institutions.

Materials

[Slide presentation](#)

Negotiation materials

- **Please do not look at these materials in advance; you will be assigned one of the roles during the workshop and should not view the other role's materials before or during the negotiation.**
- [Author's negotiation materials](#)
- [Editorial board member's negotiation materials](#)

Questions

This section of the document will be monitored during the workshop. If you have questions, please feel free to ask them here.