



CALL Continuing Education Committee and
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Present:

Buying Electronic Content: The Theory of Negotiating Capital

Negotiating contract to buy or license electronic content is quickly becoming one of an information professional's most important tasks. Yet even experienced e-content negotiators often fail to receive optimal value for their licensing expenditures because they have failed to learn how to play the game of negotiation. This seminar will help information professionals derive more value from their content expenditures.

- Date:** Wednesday, May 23, 2007
- Time :** Registration begins at 11:45 a.m.
Program: Noon – 1:15 p.m.
- Cost:** \$5.00
Make checks payable to Chicago Association of Law Libraries and bring to the door on the date of the program.
- Location:** John Marshall Law School
315 S. Plymouth
Room 1200
- Speaker:** K. Matthew Dames, founder and principal of Seso Group, LLC, and executive editor of Copycense (www.copycense.com)
- RSVP:** Please register with Julie Pabarja by May 16, 2007
e-mail: julie.pabarja@dlapiper.com **phone:** 312-849-8639

You are welcome to bring your own lunch and beverage.

No show policy: If you RSVP but then do not attend the program, you will still be responsible for the cost of the program.

This program is made possible by a grant from the
American Association of Law Libraries.