Tools demonstrated in the Café included:

- **Case Analysis Research Assistant—CARA** (Pablo Arredondo, Casetext, Inc.)
- **Clio** (Jason Zarin, University of Richmond School of Law)
- **Elucidat** (Becka Rich, Nova Southeastern Shepard Broad College of Law)
- **Grammarly** (Scott Uhl, University of Minnesota Law School)
- **Kahoot!** (Katie Hanscke and Janeen Williams, North Carolina Central University School of Law)
- **LibWizard** (Eliza Fink, Lincoln Memorial University Duncan School of Law)
- **Neota Logic** (Jesse Bowman, Northwestern University Pritzker School of Law)
- **Oral History Metadata Synchronizer** (Kris Turner, University of Wisconsin Law School)
- **ORCID** (Christine George, University of Buffalo Law School)
- **Perma.cc and Page Vault** (Deborah Ginsberg and Clare Willis, Chicago-Kent College of Law)
- **Popplet** (Jenny Zook, University of Wisconsin Law School)
- **Scanner Pro 7** (Catherine Biondo, Northeastern University School of Law)
- **Slack** (Kenton Brice, University of Oklahoma College of Law)
- **UX Tools** (Sara Pic, Law Library of Louisiana)

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**Cindy Hirsch**

**Negotiate with Confidence**

**Speaker:** Alan Boudreau, Northern Illinois University College of Law

"Negotiate with Confidence" taught attendees to (1) identify key strategies and skills needed to negotiate, and (2) how to work with tools and techniques. Librarians are uniquely qualified in four basic skills—research, planning, creativity, and curiosity—giving us an advantage in negotiations.

Many people approach negotiation expecting to divide the pie, assuming an even split. Instead we were encouraged to consider the parties’ needs and interests in advance. Negotiation is a discussion aimed at agreement. Two myths are associated with negotiation skills. First, that negotiation is an innate talent and second, that negotiations result in winners and losers.

Before entering negotiations it is critical to plan:

- Consider what might be your best alternative to a negotiated agreement ("BATNA"). Determining your BATNA recognizes that you may leave negotiations without an agreement.
- Repeat Steps 1 and 2 for the other side. This step requires research and may help you identify missing information and questions to ask. Use this to start negotiating.

We tried an exercise in identifying five needs/interests, possible outcomes, including BATNA, for our "side" and then applying the exercise to the other "side." When you have identified the other side’s needs and interests, you can appeal to what the person reacts to, which is not necessarily negative or positive. Thus, how you frame things is critical.