

ORALL NEWSLETTER

OHIO REGIONAL ASSOCIATION OF LAW LIBRARIES

SEPTEMBER 2007

VOLUME 2007, NUMBER 3

President's Column – Miriam Ann Murphy

MANY HATS

Like ORALL, I periodically suffer from an identity crisis of sorts. You may recall that our regional organization, the Ohio Regional Association of Law Libraries - which represents law librarians from Ohio, Indiana and Northern Kentucky - considered a name change to reflect geographic diversity. We had several options (my personal favorite OINK didn't make the final list) but in the end decided to stick with the tried and true ORALL.

Titles are important because they characterize who we are and what we do. Because of the multi-faceted nature of our job descriptions as law librarians, we can pick and choose how we represent ourselves in a variety of situations.

The Librarian: We perform the basic institutional functions all libraries do. I keep up on the best methods to circulate materials, deal with public patrons, and try to provide a comfortable environment. On customs forms, my passport and tax return I want to appear as innocuous as possible so I chose the

title "librarian." I also use it in social situations if I want to start conversations about how much the other person likes to read.

The Law Librarian: Legal reference and instruction is so highly specialized that I use this title mostly among colleagues. No one else seems to understand what we are or what we do.

The Teacher: I teach one full-time class and parts of three other classes each semester. When school is ready to start and I lament about having to face

...continued on page 4

In This Issue...

President's Column	1
ORALL Officers	3
AALL – 25 Years	4
AALL – World Cat	5
AALL – Negotiation 101	8
ORALL/NE Annual Meeting	10

Introducing Westlaw Business
➤ powered by GSI



Know here.
Know now.
No waiting.

Whether you're researching No Action letters or looking for precedent agreements, you need to do it quickly. Westlaw Business, the new platform powered by GSI®, combines relevant transactional and legal guidance with practice-specific tools to help you get the answers you need – all in one place, all at one time. **Westlaw Business. Now you know.**

Go to westlawbusiness.com
or call 1-800-669-1154.

© 2007 West, a Thomson business L-331634/7-07

THOMSON
★
WEST

Westlaw Business
powered by GSI

ORALL

Ohio Regional Association of Law Libraries

Miriam A. Murphy, President

Indiana University School of Law -- Indianapolis

Michael Whiteman, Vice President

Salmon P. Chase College of Law

Lisa Peters, Secretary

Case Western Reserve University School of Law

Thomas Hanley, Treasurer

University of Dayton School of Law

Kyle Passmore, Exec. Board

University of Akron School of Law

Ken S. Kozlowski, Exec. Board

Supreme Court of Ohio Law Library

Kathy Sasala, Exec. Board

Cleveland Law Library

ORALL Officers

317-274-1928 mimurphy@iupui.edu

859-572-5717 whiteman@nku.edu

216-368-2793 lisa.peters@case.edu

937-229-2444 hanley@udayton.edu

330-972-6352 pkyle@uakron.edu

614-387-9666 kozlowsk@sconet.state.oh.us

216-861-5070 ksasala@clelaw.lib.oh.us

Membership

Members: 311

Dues: \$15 per year

Non-member subscriptions: \$10 per year

Contact: Thomas Hanley, Zimmerman Law Library

University of Dayton School of Law

300 College Park, Dayton OH 45469

937-229-2444, hanley@udayton.edu

Newsletter

The ORALL Newsletter is the official publication of the Ohio Regional Association of Law Libraries. Published quarterly in March, June, September, and December.

Editor: Susan Elliott, Zimmerman Law Library
Univ. of Dayton Schl. of Law, Dayton, OH 45469,
937-229-2313, elliott@udayton.edu

Send address changes to:

Thomas Hanley, Zimmerman Law Library University
of Dayton School of Law
300 College Park, Dayton OH 45469
937-229-2444, hanley@udayton.edu

Unsolicited contributions are encouraged;
contributions submitted for publication are subject to
editorial review. For extra copies, contact the editor.

Deadlines for submissions: Feb. 15, May 15, Aug. 15,
and Nov. 15

Advertising (per issue) : \$150 for full page, \$90 for
half page, \$55 for quarter page, and \$35 for eighth
page.

Profile

ORALL is a 4-state chapter of the American Association of Law Libraries [Ohio, Indiana, Kentucky, Michigan]. It was formed in 1949 "to further the development and usefulness of law libraries and to stimulate a spirit of mutual helpfulness among law libraries of this region." An annual conference is held each fall. ORALL publishes or sponsors the following publications: *Core Legal Collection* [bibliographies for Ohio, Indiana, Kentucky, Michigan], ORALL Membership Directory, ORALL Newsletter, Ohio Legal Resources Annotated Bibliography & Guide 3rd.

President's Column continued from front page

the classroom rigor again, people assume I am a public school teacher. I don't try to explain the differences. When the local bookstore chain has their teacher appreciation discount weekend I make sure to visit and don't explain to them either.

The Faculty Member: I went through the process of submitting a dossier and securing tenure. Is the law school or legal community aware that I have done this? Probably not. This is a title only those in greater campus community require or understand.

The Human Resources Officer: Much of my time is dedicated to the human resources aspects of running a library. So at a recent training conference when they asked for those who did human resources work – I raised my hand. The presenter was then convinced that I was a staff person in a HR department. He proceeded to lecture about his in-depth knowledge of the law. He had read actual cases and he informed us that labor law was common law because it came from England. Because I was already labeled 'HR,' I had no credibility to challenge his inaccurate statements.

The Administrator: As Associate Director I get to plan, budget, coordinate, arrange, encourage, report, document, and perform all the other tasks that keep the library on task. Administrators are generally not popular, so I only use this title for online surveys and credit applications.

The University Employee: This is the vaguest of all titles but it generally means I have a good steady job in town. When I give directions, I use this one as my credentials that I know my way around downtown and campus.

The Lawyer: This is title I use the least as I am not licensed to practice in Indiana and I certainly don't want our pro-se patrons thinking I am a free advice attorney. However, there are certain personal business situations when it is convenient for me to have the other party be aware of my legal credentials.

The President: Last, but not least, is my role as your ORALL President. I have been honored to use this title, but the real honors go to all the wonderful members who have worked so hard during the last year to keep the organization going.

There are many other less formal titles – computer technician, strategic planner, mediator, architect, repair person, graphic designer, trainer, janitor, chauffeur, colleague, mentor, and a host of others – all of which I assume at one point or another. No wonder law librarians may sometimes have an identity crisis because of the roles we assume and all the hats we wear, but it will never be because we have nothing to do.

* * *



AALL Annual Meeting

A 25-YEAR RETROSPECTIVE

**By Carol Bredemyer, Asst. Director for Faculty Services
Chase College of Law Library**

Twenty five years ago I attended my first AALL Annual Meeting in Detroit, Michigan. AALL was a lot smaller then. The entire meeting, including the Exhibit Hall, was in one hotel. The final program booklet was significantly smaller and had no ads. The Opening Reception was not a vendor-sponsored event and not intended to be a meal; most people went out to dinner afterward. The previous New Orleans meeting (1991) was one of the last to be held entirely in a hotel. Since 1993 we have always used convention centers. AALL had just hired its first Executive Director.

This year's AALL meeting was the first with a shortened schedule (one less day). There was no Association Luncheon and only one Business Meeting. It was not the schedule most members were used to, but the schedule has changed over the years. The cheap stay-over-Saturday airfares led to more Saturday and Sunday activities. In the early 1980s, there were substantive programs scheduled in the evening. (Yes, some of us remember AALL before there was a West Party!).

AALL offers more leadership training for chapter presidents, SIS chairs, and committee chairs. CONELL, the program for new members, has been improved over the years with features such as small group sit-downs with Executive Board members and Speed Networking.

Years ago, vendor relationships were very different. There were many smaller publishers. LEXIS was the new kid on the block. Now many of those smaller publishers are part of the LEXIS or Thomson conglomerates. Publishers hosted late evening hospitality suites in the hotels. As LEXIS and West (now Thomson) grew larger, so have the events they sponsor.

There are still many things about the AALL Annual Meeting that haven't changed. There are still great programs to attend – forcing us to choose between two or more excellent topics in some time slots. The people of AALL are still wonderful colleagues and the networking opportunities are still there. There are many more of these colleagues now. New law schools are springing up across the country and more and more law firms have realized the value of hiring librarians – and sending them to AALL.

As an association of members whose professional lives are constantly changing, AALL has had to change also. Staff members have been hired to take on duties that could only have been dreamed of at one time. We have gone from having a member-produced newsletter to having a professional editor at Headquarters to having a magazine, *AALL Spectrum*, and then hiring a member as Editorial Director to coordinate the content. AALLNET has also been a major communication tool for the membership as well as committee listservs. *Law Library Journal* still remains the vehicle for scholarly articles, but much of the association business content is being moved to AALLNET. New faces are now on board to edit *LLJ* and *AALL Spectrum*, as well as an Editorial Director for AALLNET.

If you're a veteran member like me, you can look at how your library used to do things when you started and look at how they do (or don't) do them now. Technology has changed the way we work and the way our patrons work. E-mail has changed how we do a lot of business. None of it can totally replace face to face contact and conversation for learning and networking. It's hard to duplicate that post-conference high after a podcast or webinar. I thank ORALL for supporting my attendance at AALL this year.

* * *



AALL Annual Meeting
COLLECTION ANALYSIS MADE EASY:
OCLC'S WORLDCAT COLLECTION ANALYSIS SERVICE
By Karen A. Nuckolls
University of Kentucky

This program consisted of several presentations about how several libraries have utilized the WorldCat analysis tool with their collections.

Glenda Lammers, OCLC Global Product Manager, opened the program with a general presentation on OCLC's product. WorldCat Collection Analysis is an automated collection management decision support tool, a tool to perform ongoing analysis of your library's collection, and an online service, integrated with OCLC's WorldCat. You can view your collection by subject, publication date, language, format and audience level. You can compare your collection with your peer institutions as well as to all of WorldCat, and you can also produce detailed reports and graphs of your collection. It is based on your holdings in WorldCat, and supports LC, Dewey and NLM classification schemes. Among other things, WorldCat Collection Analysis can help substantiate how your library does need additional funding for materials. ILL analysis enhancement was added in Nov. 2006, and in August 2007 aspects of FRBR will be applied. Circulation data will also be inputted so that a library can track the circulation of a title.

Georgia Briscoe, Association Director & Head of Technical Services at University of Colorado Law Library, discussed how their library was able to use "WCA" as they were preparing to move into a new building. When the Desert States Law Library Consortium (of which they are a member), purchased WCA, suddenly it was an affordable tool to use to analyze their 680,000 volumes before the move. Director Barbara Brintliff agreed. It was used to find "holes" in the library's collection, and to compare with similar schools with more money.

The library created a simple procedure, and staff shared the workload. A subject approach was used, with each librarian being responsible for a subject. As a result, collection strengths and

weaknesses were confirmed; the international law area was filled in; and the library now knows of other subject areas where an increase of titles is needed. Breaking down by legal subject headings is a challenge, as the law category is too broad. Other areas such as “human rights” can be buried in other subject headings. Better subject refinement is needed before it really becomes a useful tool for law libraries. However, Georgia concluded that WCA is a great product with lots of value and potential.

Billie Jo Kaufmann, Director of American University Law Library, spoke about WCA from an administrative viewpoint: “The product is what the product is.” American was one of the first to acquire WCA. Further training was added. Gaps existed in their collection due to new programs, faculty, etc. They chose schools in a “comparison mode.” The charts and graphs are good for donors to see. Technical Services caught on to the product quicker than Public Services, and were a big help in training others. One definitely needs time to play and test it first. Now there are good listservs and tutorials as well as users to help. She admits that they haven’t used it as well as they should: you need to create a project. American will use continually, as programs, etc. change. It has great promise.

Teresa C. Stanton, Reference Librarian for Foreign and Comparative Law at UC-Berkeley School of Law, spoke of her experiences with WorldCat while at the Triangle Research Libraries Network in North Carolina. In October of 2005, “TRLN” joined with the Association of Southeastern Research Libraries and the Florida Center for Library Automation to purchase a one-year WorldCat license from OCLC. The task group first replicated the 1992 study of the TRLN collections as a whole. The results showed that more than 71 percent of the aggregate TRLN collection was unique to a single institution and only 2 percent of the OCLC records analyzed overlapped at all four institutions. When North Carolina Central U records were removed from the 2006 study, the results indicated that 8 percent of the records overlapped at the other three universities, while unique holdings accounted for 70 percent of the records—almost the same proportion as the 1992 study.

The 2006 OCLC-WCA project documented the consortium’s continuing effectiveness in building and providing access to some of the richest and most comprehensive library collections in the United States. While WCA is ideal for general comparisons between libraries or groups of libraries, differences in cataloging practices over the years mean multiple OCLC records for identical items. Therefore, the analysis tends to over report uniqueness and under report overlap. Subject categories are too broad, and the service relies on extracts taken from WorldCat once per quarter so analysis results are rarely up-to-date.

* * *



AALL Annual Meeting
New Challenges Demand New Skills:
Negotiation 101 for Librarians
Maureen Anderson
University of Dayton School of Law

Librarians are the oldest information professionals. Today, in the information age, the field is growing rapidly. As it changes and evolves, well-developed advocacy skills will be crucial for librarians to conduct business, and to promote themselves, their libraries and their profession. Negotiation is a necessary part of almost any librarian's desired skill set.

New Challenges Demand New Skills: Negotiation 101 for Librarians was a program offered at AALL 2007 that helped librarians identify and develop the skills necessary to achieve win-win solutions in their professional lives.

Lorraine Busby, Associate University Librarian at the University of Western Ontario, delivered an interesting and informative speech to a packed lecture hall. Her interests in the business relationships between libraries and vendors who serve post-secondary institutions and her extensive experience in academic libraries made her the perfect choice to discuss the fine art of negotiation.

Lorraine emphasized that negotiation is a way of doing business akin to a game. It is not one person naming a term and the other accepting, or a form of persuasion. She compared negotiation to the game Monopoly. The goal is to win. Everyone needs to believe that it is possible to win. The players are neither good nor bad, and if one player "kills" the other, the game ends.

Before negotiating, it is vital to know what you want. For example, do not negotiate with a vendor unless a decision has been made to acquire the product. It wouldn't matter what the price is if you do not want the product. During the negotiation, ask for what you want. Don't assume that the other party will know, and don't assume that anything is not negotiable. In many ways, the money drives the decision. When it comes to price, aim high; you can always trade down. On smaller priced products, it generally is not worth the time and effort to negotiate discounts.

It is important to establish a relationship with vendor representatives. The need for information provides the excuse to develop good will and good faith. Don't be afraid to ask questions, but be sure to listen to the answers and use good eye contact. Let them know that you have heard, understood and are interested. Do not interrupt. In the interest of fairness, disclose information (to some extent), i.e. how much you want to spend, your institution's priorities, and why you want this product or service.

When making purchasing decisions it is useful to have a basic understanding of the information economy. Ask for the list price of products. What is the maximum price that anyone would pay? It is useful to know a vendor's fiscal year when negotiating. Sales representatives have quotas to meet and may be more apt to bargain at certain points in their company's fiscal year. There may also be year end pressure to meet projected sales goals. Offer to promote the product to consortia or other libraries to get a group discount.

Create a plan before entering the negotiation process. Be as specific as possible. Simply saying that you want the "best deal" is not enough. Lorraine gave several examples of things that are negotiable, including payment terms (split payments, prepay, or delay payments), a cap on renewal prices (lock in at original price), training support and customized service, or catalog records.

Basic communication skills play a key role. Clear understanding is needed. Don't be afraid to ask questions. Plan, direct and control the discussion by using open ended questions. Silence is a very powerful negotiation tool. Don't get mad and attack or criticize. Do not threaten. If negotiations are not going well, bump the issues up to your boss or try to reach an agreement on other issues and leave the contentious ones until the end. Don't do anything that would reflect badly on you or your institution . . . look for the win-win. Ask yourself, "Is it more important to be "right" or to get what you want?"

Lorraine recommends that everyone find her own style and an approach that works for her. And, don't be afraid to ask for what you want; negotiation is only possible when someone asks for something.

On a personal note, I thank ORALL for supporting my attendance at AALL this year. It was wonderful to see old friends and meet new ones. Nothing can replace the opportunity to meet face to face with colleagues. I enjoyed the opportunity to learn and network in New Orleans.

* * *



**ORALL / Northeast Regional Law Libraries Meeting
NE2007: LIBRARIES WITHOUT BORDERS II**
October 17-20, 2007 Toronto
www.librarieswithoutborders.net

The program is the focus of any professional development activity, and NE2007 promises a program that will enlighten, educate and challenge you. A preliminary program is now available on the meeting's website (www.librarieswithoutborders.net) to whet your appetite.

The keynote speaker at NE2007 will be [Michael Ignatieff](#), internationally renowned as an academic, journalist, commentator, intellectual, and specialist in human rights and international affairs. Mr. Ignatieff is currently Member of Parliament for the Toronto riding of Etobicoke-Lakeshore and Deputy Leader of the Liberal Party of Canada.



"Why don't I get easy questions any more?", a panel featuring senior reference librarians from a variety of institutions (including our own Jeannette Bosschart), will discuss changing client needs, the proliferation of sources and implications for staffing the reference desk.

The substantive law stream *Law without borders* offers practical sessions on legal research using Canadian and American tools and sources, and in-depth presentations on topics such as international arbitration and same-sex marriage. The globalization of law is reflected in a number of sessions which deal with cross-border issues in private equity, copyright, insolvency and securities regulation. TALL will be sponsoring a session by Brian Greenspan on cross-border white-collar crime, which is a timely topic of late.

There will also be opportunities to discuss issues in education, recruitment to the profession, and chances to add to our own skill set in sessions on the negotiation of licenses, competitive intelligence and professional self-evaluation.

An impressive slate of speakers has been lined up – you'll be hearing from leaders in the legal profession, visionary librarians who are pushing the boundaries of their organizations, and representatives from a variety of other legal and non-legal activities. William Patry (copyright), Vicki Whitmell (leadership), Claire Germain (educator), Sabrina Pacifici (Internet 2.0 visionary), Rebecca Jansen and Catherine Baird of Librarians Without Borders have all agreed to present.

Connie has set up a conference blog (<http://librarieswithoutborders.wordpress.com/>) – why not have a look and see what's coming up? Offer your ideas on things to see and do – we're expecting quite a lot of company from across Canada and the U.S!



ORALL / Northeast Regional Law Libraries Meeting
SPECIAL AGENDA NOTE FOR ORALL MEMBERS
Mike Whiteman

If you are attending the NE2007 meeting there has been a change in the lunch meeting plans. This week the folks at NE2007 informed me that they have changed the schedule of the conference. Now there will be two hours open for lunch on Friday including a buffet lunch for all attendees.

So the Saturday Lunch is being **cancelled** and now we will meet for lunch and hold the business meeting on Friday during the noon-2:00 p.m. slot. Word will be forthcoming on which room be used, but the logistics would basically look like this:

- 1) Go to buffet, get your food, then proceed to the room set aside for ORALL members.
- 2) No number 2.

ORALL / Northeast Regional Law Libraries Meeting
SOCIAL EVENTS

The challenge of encapsulating in four nights all Toronto has to offer is a great one indeed! Toronto is a truly multicultural city and you can literally eat and shop your way around the world without leaving the city boundaries. We have an abundance of theatre, concerts, museums, galleries and sporting events. The planned Social Events are within walking distance of the conference hotel, or are a very short cab or transit ride away. The city is a great walking city, but we also have a great transportation system, making it very easy to get around.

Wednesday, Oct. 17 -- Opening Reception

The Opening Reception of NE 2007 will be held on the evening of Wednesday, October, 17th, 2007, in the [Legislative Building at Queen's Park](#), the site of the Legislative Assembly of the Province of Ontario.

Thursday, Oct. 18

Thursday night will offer a choice of a Theater Night, Dutch Treat Dinners and tours of law firm libraries hosted by members of the **Toronto Association of Law Libraries**.

Friday, Oct. 19 -- Free time

Friday night will be a free night, to allow you to take advantage of the many tours of Toronto, or maybe head over to the historic [Distillery District](#), or perhaps to catch up on some shopping at the Eaton Center, which is attached to the conference hotel.

Saturday, Oct. 20 -- Closing Banquet

Our Closing Banquet will be held in the Grand Ballroom of the Marriott Hotel, our conference hotel.



* * *