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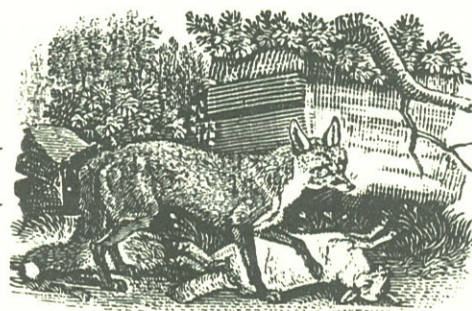
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Acquiring Minds Want To Know

by Joyce L. Ogburn (Yale University Library)



As you all know, educational opportunities in acquisitions are few. So please read this column!

The fourth **ALCTS Business of Acquisitions Institute** will be held in Richmond at Virginia Commonwealth University **June 3-4, 1993**. These institutes are designed to teach a basic understanding of the complex function of acquiring materials for libraries to beginning acquisitions librarians or professionals who are responsible for acquisitions activities at some level. The Richmond Institute will retain much of the structure of the preceding institutes, including sessions (panels, lectures, discussions) for the entire group, combined with focus sessions for small groups. Attendees will be given choices among the focus sessions.

But the curriculum for this year has been completely redesigned. After reviewing the success of the last institute and the comments offered by the participants, the committee for the 1993 Institute decided that instead of rearranging or changing parts of the curriculum, that the whole curriculum should be rethought and should offer the four basic components of acquisitions.

The new curriculum will focus on the following aspects: 1) the acquisitions environment (in the profession and the library); 2) budgets, finances, and fiscal responsibility; 3) procurement, vendor evaluation, and contractual arrangements; and 4) acquisitions management.

The organization of the 1993 Institute will also vary slightly in accordance with the new curriculum and its goals. It was decided that every session should provide a lecture for all participants which would offer an introduction to the topic. Focus sessions would follow

some general sessions, allowing for more detailed instruction.

The committee wanted to be sure that all participants shared in the basic information, while offering a choice of focus sessions most germane to their individual interests.

In addition to traditional acquisitions topics (procuring serials, managing acquisitions budgets, and the like), the focus sessions will cover timely topics such as understanding the basics of license agreements and contracts, competitive procurement, and auditing and audit trails.

To offer something different yet practical, the session on using vendors will include a sample negotiation session between a librarian and vendor. This promises to be fun AND enlightening.

Once again **Karen Muller** will deliver the keynote speech, providing a framework for the Institute by talking about the basics of publishing, by offering some statistics about libraries and publishing, and by focusing on the business aspects of acquisitions. The Institute also will showcase such stellar talents as **Karen Schmidt** (editor of *Understanding the Business of Library Acquisitions*) **Carol Hawks** (editor of *Library Acquisitions: Practice and Theory*), **Carol Chamberlain** (current chair of the Acquisitions Section of ALCTS), **Caroline Early** (chair-elect of the Acquisitions Section), and **Marcia Tuttle** (editor of the *Newsletter on Serials Pricing Issues*). Among the faculty will be many other acquisitions authorities.

The attendees will receive a notebook that guides them through the sessions, and will include handouts, bibliographies, samples, charts, and other useful information. The notebook is designed to be taken away and to

offer support to participants after they return to their libraries.

Brochures advertising the Institute will be available from ALCTS in February. If you would like information about how to register, or do not receive a brochure in the mail, please contact **Yvonne McLean** at the ALCTS Office in Chicago at 800-545-2433 (ALCTS ext. 5053) or BITNET U58294@UICVM. I am quite willing to entertain any other questions you might have about the Institute and its purpose.

Send yourself, send your professionals, send your paraprofessionals. Previous Institutes have had participants from all over the country, with backgrounds as managers, new librarians, library assistants, no acquisitions experience, and extensive acquisitions experience. The Institute is designed for the more neophyte acquisitions person, but can offer as well a good refresher or new framework for seasoned veterans.

The Richmond site was chosen for its accessibility (through Amtrak, major airlines, and I-64 and I-95) and the diverse tourist activities available. Richmond and the surrounding area is a major tourist beat, with Williamsburg, Charlottesville, and beaches within easy travel distance. The VCU accommodations will be EXTREMELY reasonable. A reception is planned for the beautiful Virginia Museum of Fine Arts, one of the best state museums in the country. (Did you know they have one of the most complete collections of Fabergé eggs and jewelry?)

Do not miss this educational opportunity. Institutes are offered every TWO years. To borrow a phrase from Katina Strauch, "Y'all come!"