

Dealing with publishing contracts

- 1** When writing for a journal or book publisher, ensure you receive a contract.
- 2** First, read the contract line by line and try to work out the meaning of each clause.
- 3** Next, read it again to try to see it as a whole. How do clauses relate to each other?
- 4** Use the following guide questions to help you review the contract:
 - who will do what, by when?
 - who will own or control what?
 - who will pay whom for what, by when?
 - what risks or liabilities can you discern?
- 5** Seek to negotiate a better deal:
 - remain courteous;
 - be persistent;
 - negotiate on more than one point at a time.
- 6** After signing a contract, ensure that any subsequent amendments (for example, to delivery date) are formalised in writing.
- 7** Avoid assuming that the above advice, though offered in good faith, is optimal for you – after all, we're not lawyers and we don't know your circumstances. In any case, consider seeking further advice – for example, from (a) a lawyer, (b) your employer's contracts, legal, or IP specialist, (c) a professional association or (d) a literary agent. Further information is provided overleaf.

This resource is published as the ninth in the Writing Protocols series.

frontinus.org.uk



Resources

The Society of Authors: www.societyofauthors.org

Association of Authors' Agents (UK): agentsassoc.co.uk

Association of Authors' Representatives (US): aaronline.org

Mark Elmslie & Simon Portman, *Intellectual property* (Chandos, 2006)

About Frontinus

We help engineers with pitches, presentations, papers, reports, documents, and publications.

Our services include:

- consultancy
- training and mentoring
- editing and writing
- publishing

Anthony Haynes & Karen Haynes

Directors

frontinus.org.uk

info@frontinus.org.uk

Tel. +44 (0)1638 663456



Frontinus Ltd is a limited company (no. 6777037) registered in England.