

# Negotiation

## FIN-PUR-5.3



### About This Policy

Effective Date:

02-18-1992

Last Updated:

07-26-2016

Responsible University Office:

University Procurement Services

Responsible University Administrator:

Vice President and Chief Financial Officer

Policy Contact:

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### Scope

#### Policy Statement

#### Reason For Policy

#### History

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### Scope

All Indiana University units and employees.

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### Policy Statement

Where appropriate, University Procurement Services may use negotiation as an additional tool for establishing the best outcome. This process requires the prior approval of the Associate Vice President, University Procurement Services.

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### Reason For Policy

In a limited number of instances, the process of negotiation provides the best vehicle for establishing a working relationship including the price for a product or service.

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### History

This policy was established on February 18, 1992.