

Advocating for Yourself and Your Law Library

CALL/ACBD 2023



AGENDA

- We each briefly share specific examples of our successful advocacy
- Buzz Groups: working through scenarios together
 - Audience members brainstorm together
 - Speakers discuss their own proposed solutions
 - Feedback from the audience
- Top Tips and Q&A
- Let's Connect!

Kim Nayyer, Cornell University

Edward Cornell Law Librarian, Associate Dean for Library Services,
and Professor of the Practice

Situation:

The law school wants to repurpose a large space in the library, requiring significant reduction of the physical collection, and library staff are unhappy. Meetings with library staff surface their concerns and alternative, shared goals.

Eve Leung, McMillan LLP

Director, Information and Knowledge Management

Situation:

Identify and leverage developments outside the organization to draw interest to or approval of department goals, projects and funding.

Sabrina Sondhi, Penn State Dickinson Law

Director of the Law Library and Professor of Legal Research



Situation:

A long-serving manager is retiring but the department's needs have been shrinking steadily over time and junior staff regularly leave to seek promotions elsewhere. An analysis of job duties and workload results in elevating former staff members and creating less turnover in the department.

BUZZ GROUPS



What would you do in this scenario?

- Work with a partner to analyze the scenario and brainstorm ideas (5 min)
- Speakers share their thoughts and their proposed solutions
- One “mic-drop” idea from the audience

Scenario 1

University library administration wants your librarians to offer more research workshops to undergraduates, but your librarians have their hands full with their existing workloads. What do you do?



Turn to the person in front of you --- preferably someone you don't know! --- and brainstorm ideas to address this scenario.

Scenario 2

The library team sees value in adopting a request ticketing system to improve workflows, but the library manager is worried the resource will not be approved because lawyers are not the direct users of the product and the high annual cost. What would form part of your business case for obtaining this resource?



Turn to the person behind you --- preferably someone you don't know! --- and brainstorm ideas to address this scenario.

Top Tips

Build trust and accountability

- Always make sure you understand each other, clarify where needed
- Exceed expectations even for the small stuff
- But be realistic on delivery

Position pitches from their perspective first, not yours

- What do you need in order to meet their goals?

Get out there

- Make sure your administrators know you as a person not just a position

Quantify the value

- Billable hours, reduced complaints, usage stats, whatever!
- Translate soft costs to hard costs

Communicate your needs and constraints

- Recognize that issues that seem obvious to us aren't necessarily obvious to those who don't know our work

Don't get stuck in the past

- Be adaptable and focused on your institution's goals going forward



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Thank you

