

# **Hidden Treasure**

Connecting Your Value with the  
Needs of the Institution

# Context

- Stagnate or declining budgets
- Automation

**VALUE in relationship to IMPACT**

# Value

- Return on investment (ROI)
- Comparing competing alternatives
- Frequency of use
- Commodity production
- Stories of user experience



# Impact

- Direct
  - Cost
  - Access fulfillment
  - Graduation rates
- Indirect
  - Prestige
  - User satisfaction
  - Use of data by new technologies in new ways



Photo credit: <http://www.apex-leadership.co.uk/business-leadership-skill/>

# Conversation starter:

What types of assessment measures do you have in place to determine the impact of technical services “products” on users?



# Mission

equipping Church leaders to think theologically, engage globally and live biblically

*equip these men and women for effective missional leadership in all its forms and to provide strong academic foundations for theological inquiry*

**to educate men and women for worldwide leadership and service by integrating academic excellence and Christian commitment within a caring community**

a center for scholarly research, informed and creative teaching, and service to the community and society at large. ...uphold the highest standards and be a leader in the quest for new knowledge through scholarship, dissemination of knowledge through teaching and outreach, creative experimentation of ideas and concepts. ...values most highly intellectual freedom that supports open inquiry, equality, compassion, and excellence in all endeavors

# Conversation starter:

How do you articulate the connection between the library and the teaching mission or spiritual mission of the institution?

Does it reflect the value to the institution of what you do?



# Transferable skills - Acquisitions

- Finding the best price and best access to content needed by patrons
  - Negotiation skills
  - Data analysis
  - Assessment abilities
  - Technological skills
  - Mathematical abilities
  - Familiarity with publishing industry



# Transferable skills - Cataloging

- Facilitate access to intellectual content
  - Attention to detail
  - Data analysis
  - Pattern seeking: user, publisher, provider
  - Technological skills
  - Project management
  - Familiarity with ontologies and taxonomies



# Transferable skills - Electronic Resources Management

- Maintaining discovery and linking technologies for maximum access
  - Data analysis
  - User need assessment
  - Technological skills
  - Troubleshooting
  - Pattern seeking



# Conversation starter:

What is your 30-second elevator speech that explains the value of your job in 5 years to library outsiders?