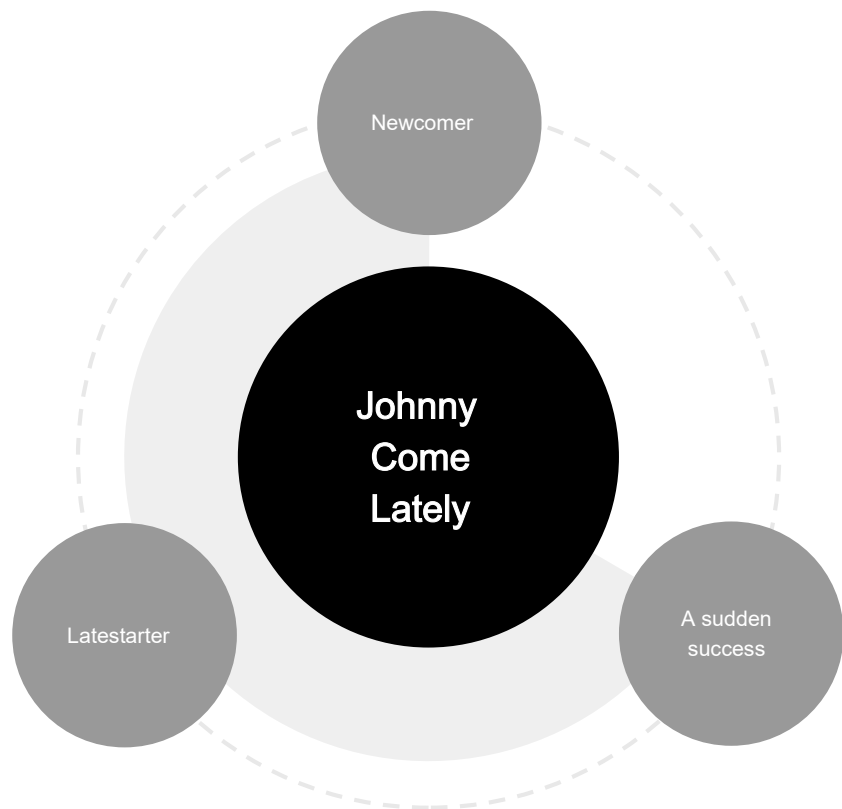


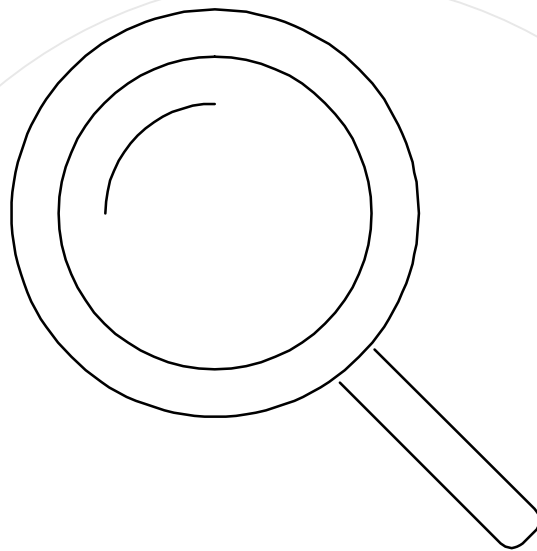
Johnny come lately: On being the new kid in town



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

What does that even mean?





Over Half

Of all jobs advertised by ARL university libraries in 2011
were newly created positions for significantly
redefined roles



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato



1

Set goals

But not on day one!



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

The First 90 Days

Michael D. Watkins



- 1 Change your mindset
- 2 Accelerate learning
- 3 Make a suitable strategy
- 4 Secure early wins
- 5 Negotiate success
- 6 Achieve alignment
- 7 Build the dream team
- 8 Create alliances
- 9 Keep your balance
- 10 Help everyone else with the transition



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

Structure your work

Prioritise your learning

Make time for professional development. Work this into the establishment or re-focussing of your role if you can

Develop a system

Use Trello, a reference management system or email labels to organise things to read and watch

Incubate Ideas

Record ideas as they come to you, even if you don't know if they have potential. Review them regularly to see if any can be implemented or eliminated



2

Build your team

And I don't mean the people who report to you

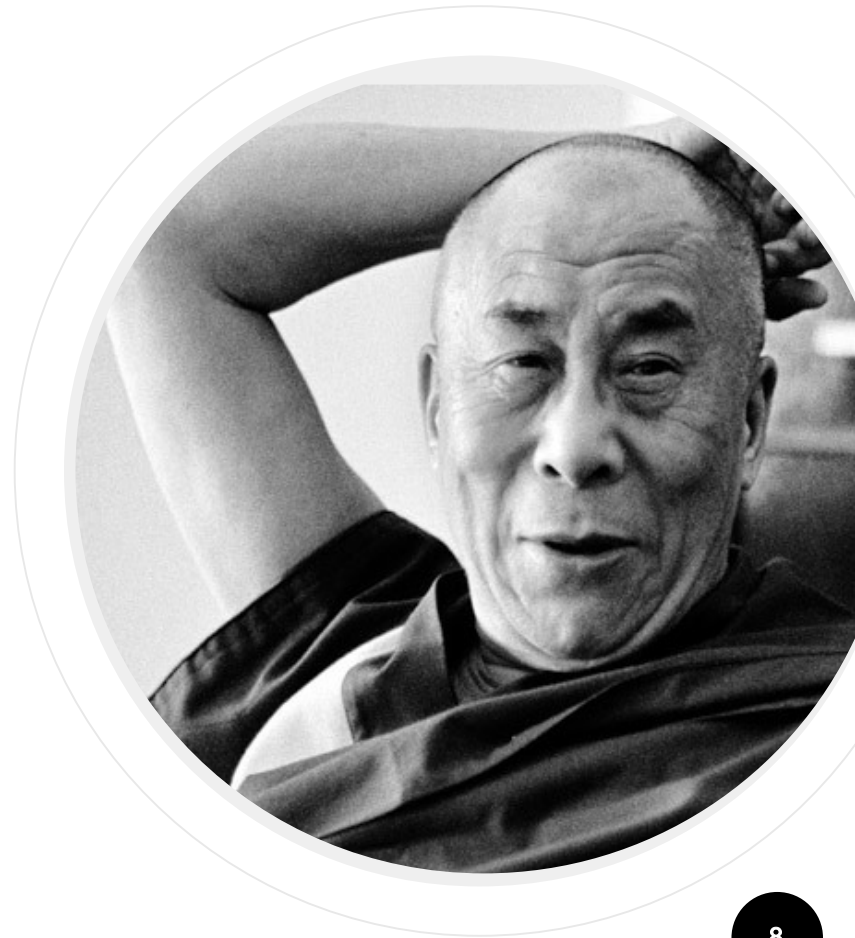


THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

**When you talk,
you are only
repeating what
you already know.**

But if you listen, you may learn
something new.

Dalai Lama



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato



3

Get buy - in from others

But start with consultation



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

**“ People don’t resist
their own ideas”**





4

Work visibly

And communicate your value



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

Working visibly

A picture is worth a thousand words

If you are responsible for producing quarterly or annual reports – include pictures and data visualisations

Share, share, share

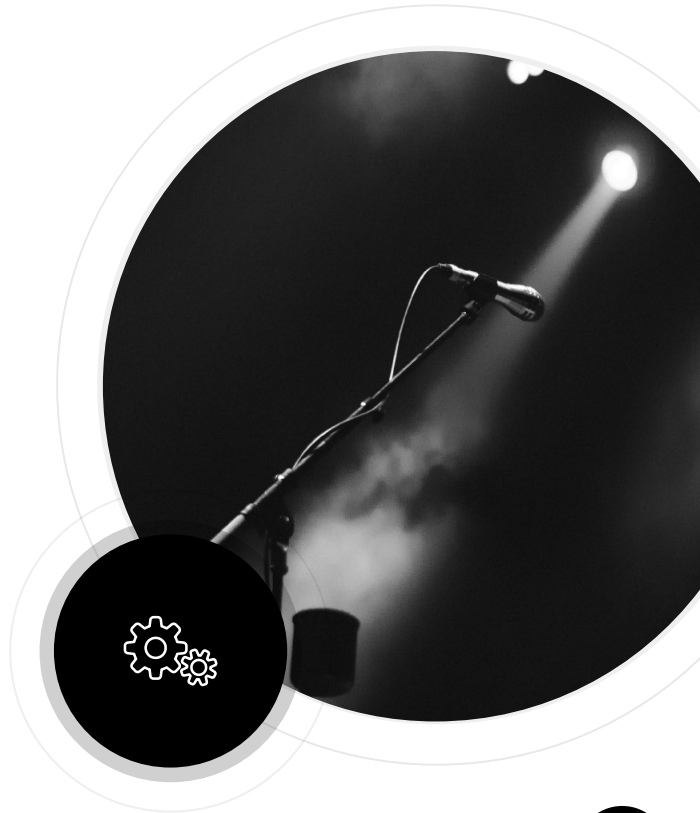
Share as much of your work as you can. If you're giving a presentation, run a practice session and invite others along

Don't be afraid of self - promotion

It's ok to share your achievements. Be explicit about the completion of goals. Be forward in asking for opportunities



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato



5

Speak truth to power

But be “competently courageous”



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato



Create the right conditions for action

Sources

- Detert , J. R. (2018). Cultivating everyday courage. Retrieved from https://hbr.org/2018/11/cultivating_-_everyday_-_courage
- Sierra, T. (2011). Staffing for the future: ARL university library hiring in 2011. Retrieved from [https:// www.arl.org/wp - content/uploads/2012/11/lcdp_-_2012-poster_-_sierra_-_tito.pdf](https://www.arl.org/wp-content/uploads/2012/11/lcdp_-_2012-poster_-_sierra_-_tito.pdf)
- Kouzes, J. and Posner, B. (2012). The leadership challenge. Hoboken, NJ: Wiley
- Watkins, M. (2003). The first 90 days. Boston, MA: Harvard Business School

