****

**Finding Common Ground:**

**A project-based approach to**

**cross-campus partnership building**

**Kelsey Corlett-Rivera**

Head of Research Commons

[kcr1@umd.edu](mailto:kcr1@umd.edu)

**Beth Brittan-Powell**

Director of Joint Research Collaborations

[ebrittan@umd.edu](mailto:ebrittan@umd.edu)

**David Cooper**

Assistant Director, Operations, Division of IT

[dlcooper@umd.edu](mailto:dlcooper@umd.edu)

**Tips for Cross-campus Partnership Building**

* Don’t be shy. If you don't have the contacts you need or aren’t sure where to start, talk to people.
* Choose your partners with care. Trust is essential. Invest in relationships, new and existing.
* Listen to and learn from your partners. Teach as well.
* Link your goal(s) to institutional vision and mission.
* Take the initiative. Don't wait for orders. Executives are busy.
* Keep leadership informed, but not involved, throughout the pre-project phase. Keep it simple.
* Coordinate communications up the various chains of command. Tell the same story at the same time.
* Pitch the project approval via a single one page executive level charter with just enough detail to demonstrate due diligence.
* Make it an easy decision to approve.

The IRRoC website: <https://irroc.umd.edu/>

The IRRoC video: <http://go.umd.edu/irrocvideo>