

WHAT WORKS - A PKAL ESSAY

A RESPONSE TO FACIONE'S ROADMAP FOR SECURING A BUDGET

Peter A. Facione's *Getting support and budget for your great idea* is a thoughtful and practical primer for faculty who seek to be successful agents of change. Embedded in the essay are basic lessons and valuable information on how to acquire the necessary support to move projects forward.

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- ♦ First, in order to acquire resources and support successfully, faculty need to understand the **administrative structure of their institution**. Clearly explained in the essay are the financial opportunities and limitations of chairs, deans, provosts, and academic vice presidents. The author's 29 years of administrative experience allow him the opportunity to suggest successful strategies for approaching each administrative level.
- ♦ Second, faculty must comprehend the **institutional priorities and strategic initiatives** being promoted by their administration. In a world of limited resources and abundant good ideas, administrators are much more likely to support ideas that help advance institutional goals.
- ♦ Finally, faculty need to create **supportive allies** (this may be as important as obtaining financial resources). Facione provides great advice on how to create allies and to avoid alienating potential supporters of your projects.

Personally, I found the essay informative and wished that I had read it during the first year of my professional career rather than the tenth. It is an excellent roadmap for navigating paths to project success. ■