

# Transforming Your Library with Research Excellence Solutions

Guy BenPorat, VP Research & Discovery Solutions  
Shalhevet Bar-Asher, VP Research Information Management

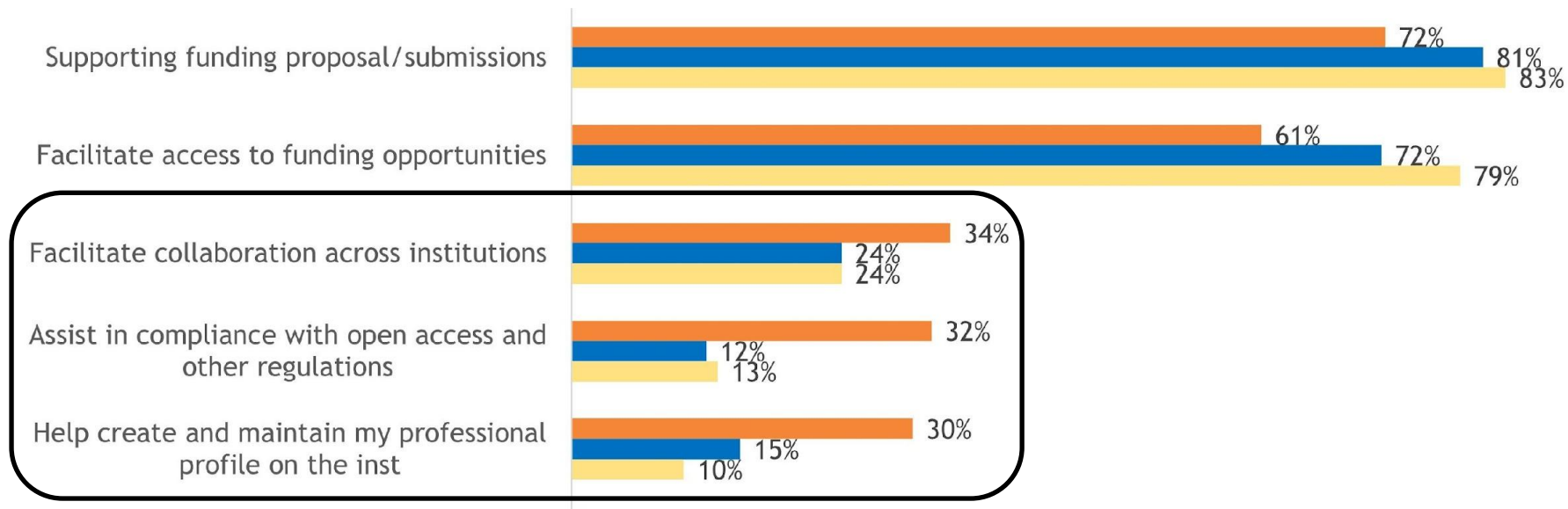


# Supporting Academic Research

- Annual market report with **Alterline**
- It follows three similar research studies conducted in 2019-2021 about the challenges faced in the research landscape
- Two surveys were conducted this year:
  - Research Office leaders – US, UK, Australia; 100 responses
  - Researchers – US, UK, Australia; 300 responses



# Which of the following do you expect the Research Office to do to support your role as a researcher?



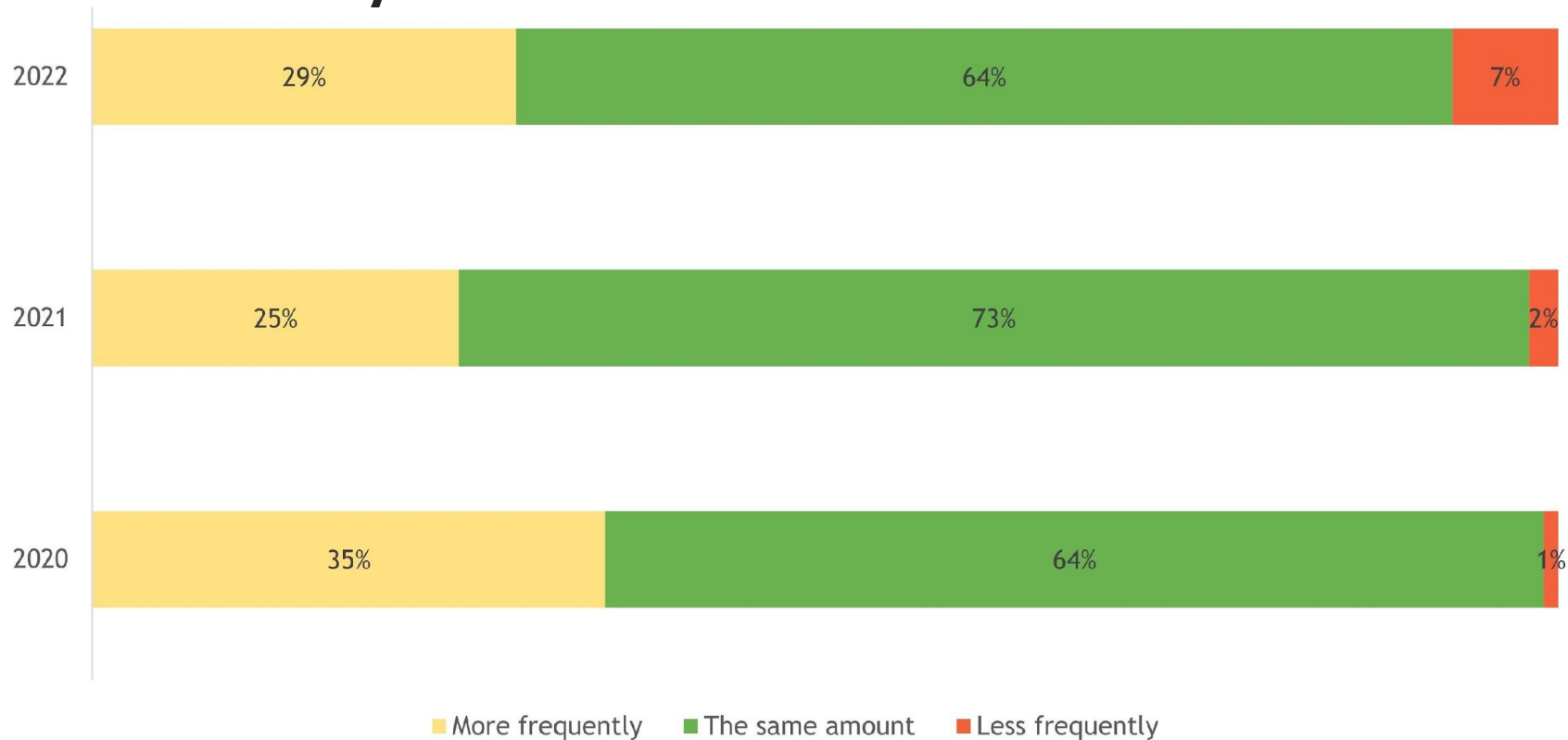
Exploring the challenges of researchers in higher education, Alterline, 2022

Top 5 results, "Researchers survey"

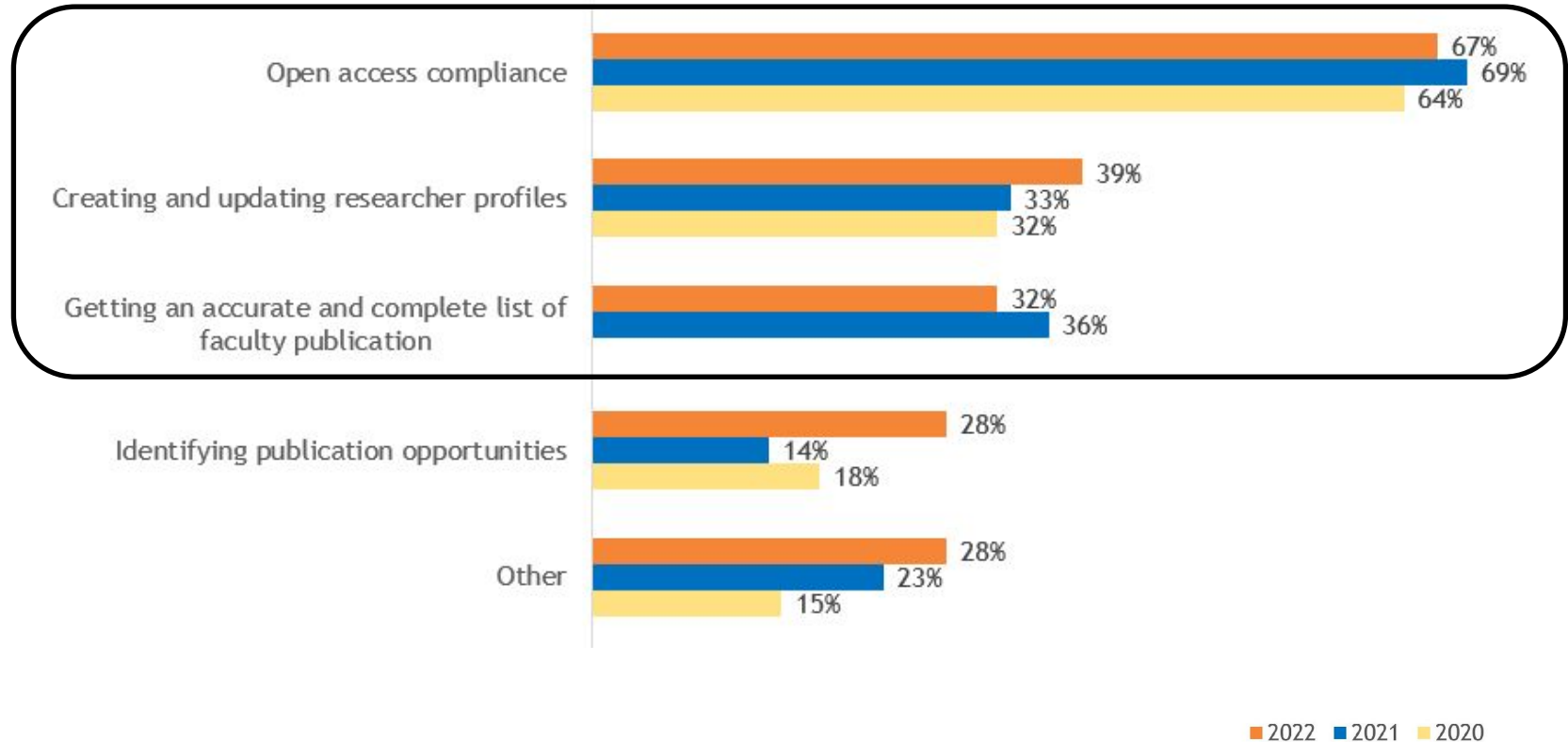
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2022 2021 2020

# Ideally, would you, the Research Office, like to collaborate with the library...?



# What sort of activities do you, the Research Office, collaborate with the library on?

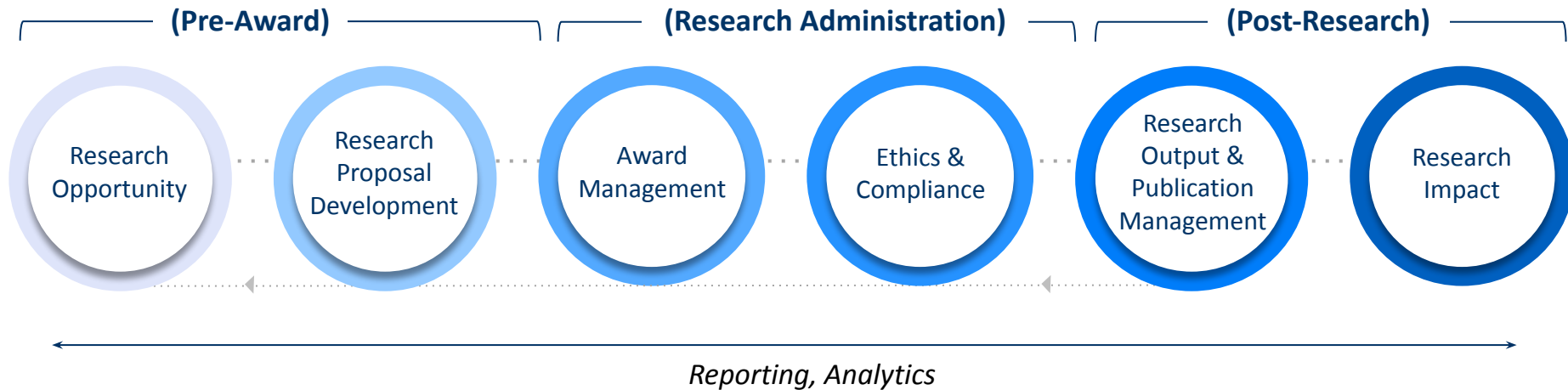


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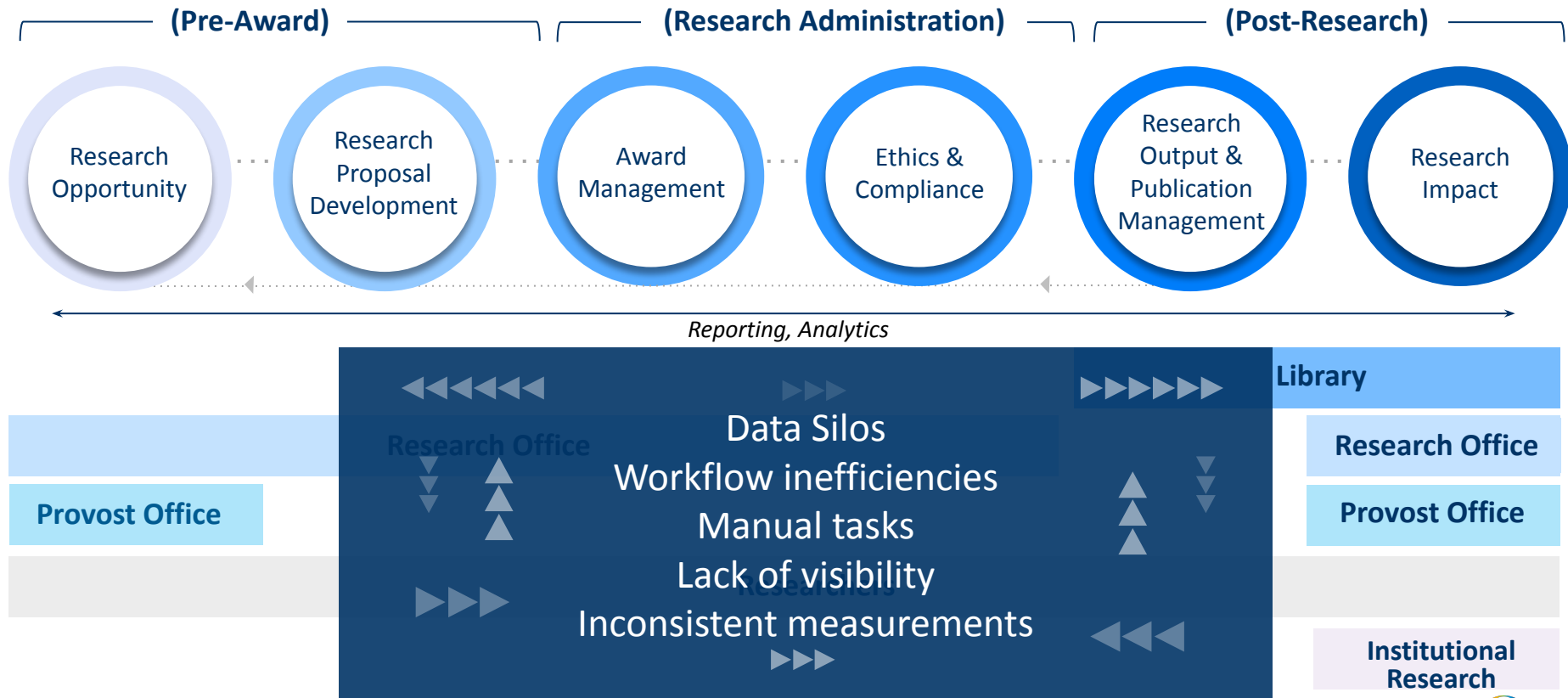
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# The Research Flow – Institutional View



# The Research Flow – Institutional View



# The Library's Role

Data expertise

Source of data & controlling the data

Leading institutional CRIS initiatives

Collaboration with Research Office & Provost

A bridge to the researchers





# Supporting Library's Mission



Connecting libraries with faculty & scholars  
Delivering data & insights for research offices & scholars

**Esploro | Web of Science | InCites B&A | Pivot-RP | Converis**

Outputs -- Researchers -- Research Units -- Metrics -- Research Trends -- Funding -- Workflows

# Manage Researcher Profiles and Assets in One Place

“Previously we had 2 different systems, we managed the profiles of the professors from one side, and the assets from the other side, and we wanted to integrate these two features to one product”.



Laura Ballestra, Chief Librarian, Mario Rostoni Library, LIUC

# Output Discovery & Showcasing

Exploro brings institutional research work into one place. **Data is captured automatically from various virtual sources or semi-automatically. Another way to enlarge the repository is with Web of Science. The data is** showcased in a research portal and profiles.

## Exploro | Web of Science

### Use case examples:

Showcasing & discovery of all institutional research

Finding highly cited outputs in high impact journals

Reusing metadata

Identifying outputs resulting from specific grants

**Output** Awards Media Projects Activities

All assets (27)

- Publication (15)
- Conference/Event (6)
- Creative Work (3)
- Patent (1)
- Posted Content (1)
- Dataset (1)

**JOURNAL ARTICLE**

### Imposing Advice on Powerful People

by Lyn M Van Swol, Andrew Prah, Erina L MacGeorge and Sara Elizabeth Branch  
Published 02/09/2019  
Communication reports (Pullman, Wash.). 32, 3, 173 - 187

This paper examines how advice recipients' feelings of power and the solicitation of advice affects the perception of advice. Participants were primed for low or high power, wrote about a personal problem, and shared it online to a peer. The peer was a confederate who gave advice. Advice was either permitted (participants were asked if they wanted advice and said yes), guaranteed (participants were given advice without asking if they wanted it), or imposed (participants were told to use imposed advice, especially when disclosing a more personal problem).

**JOURNAL ARTICLE**

### Connecting in the Twitterverse: Using Twitter to satisfy unmet belonging needs

by Nicole E Iannone, Megan K McCarty, Sara Branch and Janice R Kelly  
Published 2018  
The Journal of Social Psychology, 158, 4, 491 - 495

**Imposing Advice on Powerful People**

By: Van Swol, LM (Van Swol, Lyn M.) [1]; Prah, A (Prah, Andrew) [2]; MacGeorge, E (MacGeorge, Erina) [3]; Branch, S (Branch, Sara) [4]  
View Web of Science ResearchID and ORCID (provided by Clarivate)

**COMMUNICATION REPORTS**

Volume: 32 Issue: 3 Page: 173-187  
DOI: 10.1080/08934215.2019.1655082  
Published: 2019  
Created: 2019-12-06  
Document Type: Article

**Abstract**

This paper examines how advice recipients' feelings of power and the solicitation of advice affects the perception of advice. Participants were primed for low or high power, wrote about a personal problem, and shared it online to a peer. The peer was a confederate who gave advice. Advice was either permitted (participant was asked if they wanted advice and said yes), guaranteed (participant was given advice without asking if wanted), or imposed (participant said they did not want advice, but advice was given). Participants had lower utilization intentions and positive emotions for imposed advice than permitted or guaranteed advice. High power participants had lower intentions than low power participants to use imposed advice, especially when disclosing a more personal problem.

**Keywords**

Author Keywords: Advice; Decision-Making; Power; Unsolicited Advice  
Keywords Plus: UNSOLICITED ADVICE; CONFIDENCE; VALIDATION; QUALITY; SUPPORT; MESSAGE

**Author Information**

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Univ Wisconsin, Dept Commun Arts, Madison, WI 53706 USA

**Citation Network**

In Web of Science Core Collection

6 Citations  
Create citation alert

6 Times Cited in All Databases  
View Related Records

31 Cited References  
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Wardle, MC; de Wit, H;  
MDMA alters emotional processing and

# Leveraging Esploro Profiles for All Research Staff

“With our old system we had faculty staff profiles only, and this left out a lot of researchers and other staff. Now, all of our faculty and researchers across the university will have a profile in Esploro. It makes more strategic sense to demonstrate the full scope of research that is produced at Brandeis, in Esploro”.



Mark Paris, Associate University Librarian for Scholarly Resources & Discovery, Brandeis

# Researcher Expertise & Collaboration

Esploro | InCites B&A | Pivot-RP

## Use case examples:

Finding experts  
and collaborators

Benchmarking research  
self performance


Accessing relevant  
funding opportunities

Collecting data for  
evaluation

New search - Research units Discover Funding

Edit profile

Overview Output Awards Media Projects Activities



**Sara Elizabeth Branch**

Assistant Professor,  
Department of Psychology,  
University of Esploro

*Human Learning and Memory / Interpersonal Communication / Learning Motivation / Social*

### Expertise

Dr. Branch has expertise in social and personality psychology with a focus on interpersonal relationships, communication studies, and motivation. She is also active in the scholarship of teaching and learning. Her research examines how relationship context affects support outcomes, particularly in regard to advice as a support function. Her research on motivation examines both person and situational factors that affect student interest and persistence in the STEM fields as well as students' selection and use of learning strategies in challenging or difficult courses. Over the course of her academic career, Dr. Branch has conducted research and published in the fields of psychology, engineering education, and communication studies.

### Courses Taught

Course Instructor at Hobart and William Smith Colleges

- Introduction to Psychology
- Introduction to Personality Psychology
- Topics in Personality Psychology (Personality and Close Relationships)
- Research Methods in Personality Psychology

### Global ID

0000-0002-1712-5817

### Email

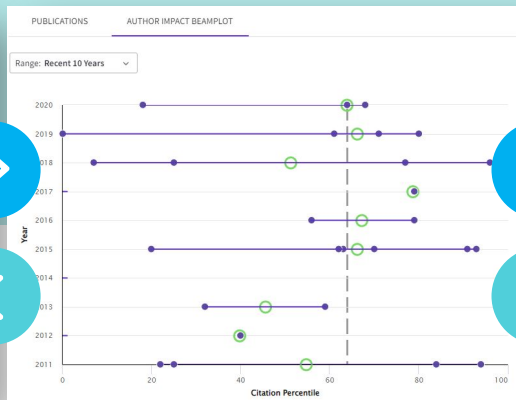
sara.branch@exlibrisgroup.com

### Phone

Mobile 847-257-5133

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Office 204  
University of Esploro  
Minneapolis, MN 55455



### Funding Opportunities

These funding opportunities are part of a curated search created by your Pivot-RP administrator. You can also visit your *Pivot-RP profile* to set up custom funding searches, view more recommended funding and configure weekly email alerts.

Department of Psychology - Funding from Pivot-RP

Sponsored by Pivot and Research Professional

**and Personality Psychology (Esploro)** [view more details in Pivot-RP](#)

Division 39 Grant  
American Psychological Foundation (APF)  
American Psychological Association (APA)

Clinical Research Professor Award  
American Cancer Society (ACS)

Marshall Public Policy Fellowship  
Department of the Psychological Study of Social Issues (DPSISI)

Research Student Awards  
Department of Psychology Center  
University of Pennsylvania

Psychosocial Research Grants (PSR) - PSR Pilot Grants  
Craig H. Nilsen Foundation

# Putting your institution's research in context

“Homegrown solutions tend to solve yesterday's problems, and vendor solutions tend to be building constantly and solving new problems”.



Joan Kolarik, Library Integrated Technology Systems  
Manager, Drexel University

# Reporting & Benchmarking

## Esploro | InCites B&A

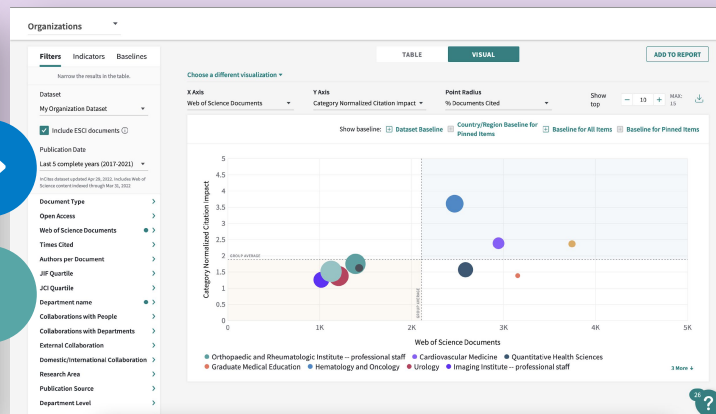
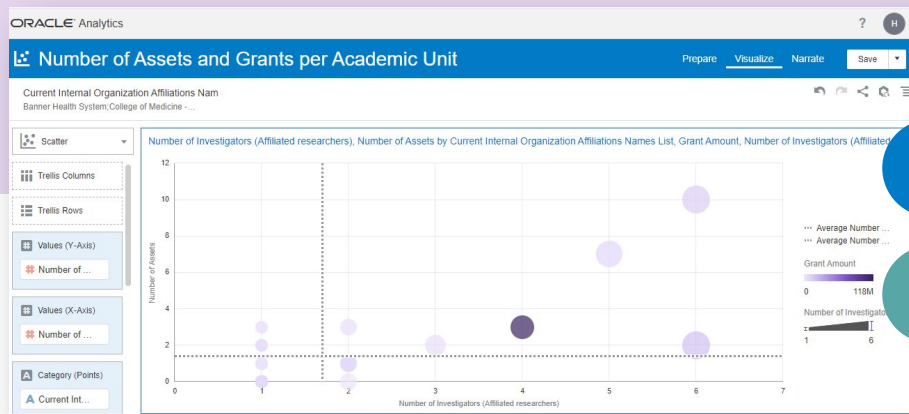
### Use case examples:

Identifying units with highest impact

Benchmarking performance vs. other institutions

Comparing institutional vs. global research trends

Automatically syncing organization structure



**Library**



**Research  
Office**

**Researchers**





## Q & A

# Thank you!

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