

The Machiavellian GovPub Librarian: The Value of Internal Promotion

How a politically unsavvy librarian learned the
necessity of promoting to colleagues

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Machiavellian Librarians:
those who use their knowledge and skill to project influence,
and turn the tide in their, and their library's, favor. ¹

Image

- No handwritten labels.
- Use cover art in libguides and catalog (even if you have to DIY it.)
- Count "informal ILLs" from emails, gov-doc-l, and other lists.

Armies

- Cultivate relationships with classes.
- Go beyond subjects (law, politics) and focus on characteristics of info needed (digital, local info, public domain, etc.)

...government documents played an integral part in [my students'] research... the higher the quality of the speech, the more government documents that are incorporated as sources in the speech. --Communications professor

Thanks to the library partnership, we were able to make something completely new -- History professor

This method of learning ought to be pursued more widely because it encourages hard work, research, and creativity. --History student.

Politics



Let other reshelve. Let internal staff see evidence that docs are used.



Promote your skill, not just your collection.



Have your elevator pitch ready. Always say something positive, even to colleagues.

Future Strategy

Dewey/LC/Sudoc crosswalk
Visibility in call number based reports.

Open repository of book covers
<https://openlibrary.org/dev/docs/api/covers>

¹Aho, Melissa K., and Erika Bennet, editors. *The Machiavellian Librarian: Winning Allies, Combating Budget Cuts, and Influencing Stakeholders*. Chandos Publishing, 2014.