
PUNCHING UP -ENGAGING WITH SENIOR DECISION MAKERS WITH DEVELOPED NEGOTIATION AND PERSUASION SKILLS

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BOXING – LIBRARIANS – UX

Workshop Goals

- You'll start to look outside of what are traditional experiences and sectors and identify new ways to think about librarianship and UX
- Exploring boxing as a reference point
- You'll think about negotiating, challenging and punching up from a different perspective
- And most importantly that you all have some fun!



<https://pixabay.com/photos/boxing-gloves-wall-boxing-2005912/>

1ST THINGS 1ST



BOXING IN EVERYDAY LIFE –SOME TERMS TO CONSIDER

- **Punching Up** - engage in a situation where someone engages in conflict with an adversary who has greater power or status than themselves (or is perceived to have)
- **In Your Corner** – critical in the ring- critical in life and work. Who can I count on for support, guidance and accurate information. When to ask for help. Mentors & Mentees are in this realm
- **Controlling Space** – observations of environment and then controlling it. Protection of you – demarcation of interaction. Your corner- your space



BOXING IN EVERYDAY LIFE –SOME TERMS TO CONSIDER

- **Balance is everything-** Don't overreach (or you might lose your balance).
- **Throw In The Towel** – knowing when to give up
- **Below the Belt** – low blow –in a punch or words
- **On the Ropes** – chance to observe, let your opponent show hand, conserve your energy
- **Saved by the bell** – timing is everything-even a way out
- **Knockout** - It's about power, winning, and losing



<https://pixabay.com/photos/boxing-sport-sports-boxer-4339271/>

SCENARIO ONE – LET’S GET MOVING

Scenario One

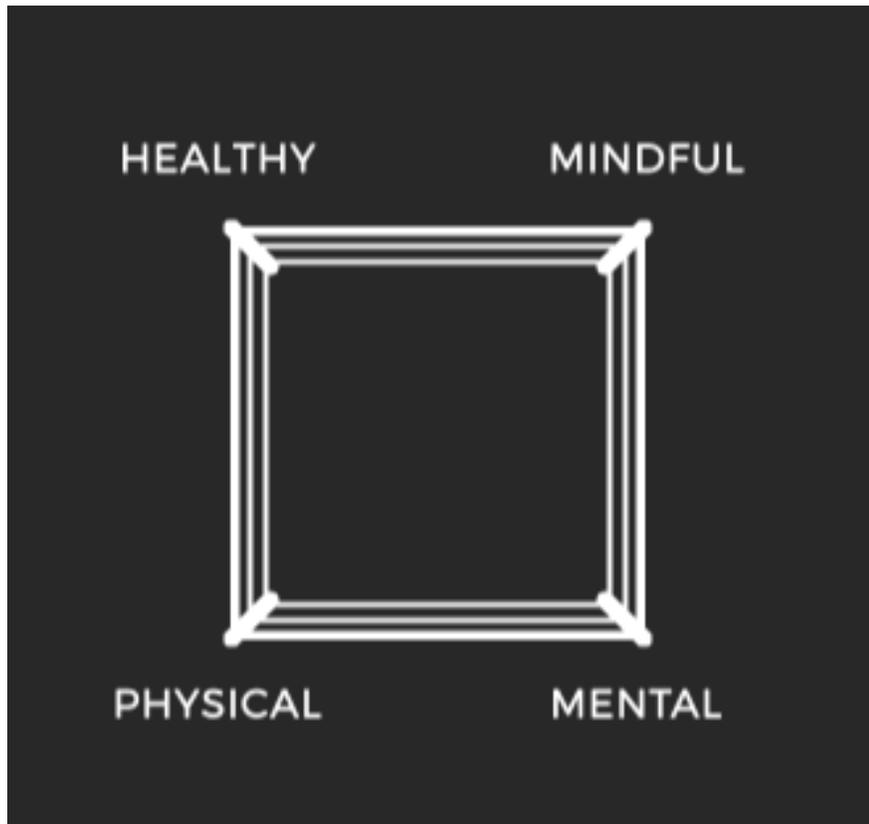
An Engineering Dean has discovered E-Books via Kindle and now wants all of the Required Reading materials ordered for his faculty. He’s instructed his lecturers to update reading lists only with e-resources for Sept. The first you hear about it is end of term. **GO**

Tactics

competing, collaborating, compromising, accommodating, and avoiding



REFLECTIONS ON THE SCENARIO OUTPUTS

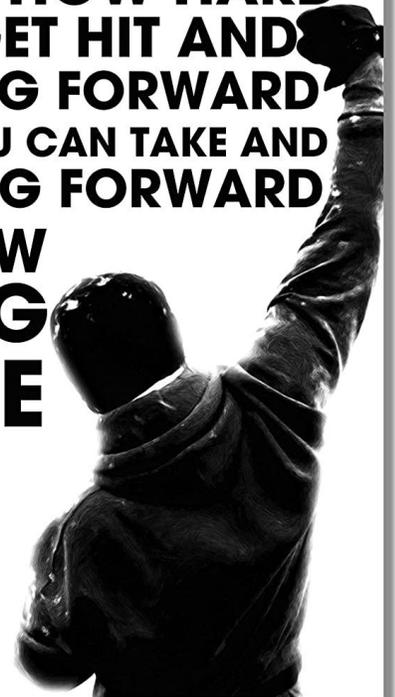


- The focus of space- In UX perspective- does place/space matter
- The boxing ring – a demarcation of where things take place- strong and focussed. Setting limits and boundaries
- Balance is key- boxing balance will let you take the hardest blows- and stay standing – the same with life

PUNCHING UP AND OTHER WAYS TO SUCCEED

- Negotiations aren't always getting your own way – sometimes the ground work for understanding helps later
- Boxing matches are 15 rounds for a reason... incremental wins, scoring points, longer time to observe your opponent
- Librarians and Boxers?
 - Natural Strategists
 - Excellent at identifying patterns and systems
 - Reading people – looking for opportunities to connect

LET ME TELL YOU SOMETHING YOU ALREADY KNOW
THE WORLD AIN'T ALL SUNSHINE AND RAINBOWS
IT'S A VERY MEAN AND NASTY PLACE
AND I DON'T CARE HOW TOUGH YOU ARE, IT WILL BEAT YOU TO YOUR KNEES
AND KEEP YOU THERE PERMANENTLY IF YOU LET IT
YOU, ME, OR NOBODY IS GONNA HIT AS HARD AS LIFE
BUT IT **AIN'T ABOUT HOW HARD YOU HIT**
IT'S ABOUT HOW HARD
YOU CAN GET HIT AND
KEEP MOVING FORWARD
HOW MUCH YOU CAN TAKE AND
KEEP MOVING FORWARD
THAT'S HOW
WINNING
IS DONE



SCENARIO TWO – NEXT ROUND

Scenario TWO

You are being “encouraged” to not use your approved budget for approved sensitivity pods that will benefit a small number of students and to use the funding to buy more universally functional furniture that will be used by more students. You’ve received a grant for this purpose and must report on it quarterly. The suggestion that you be “creative” with this reporting has been presented by Head of Finance- who controls all other library funding

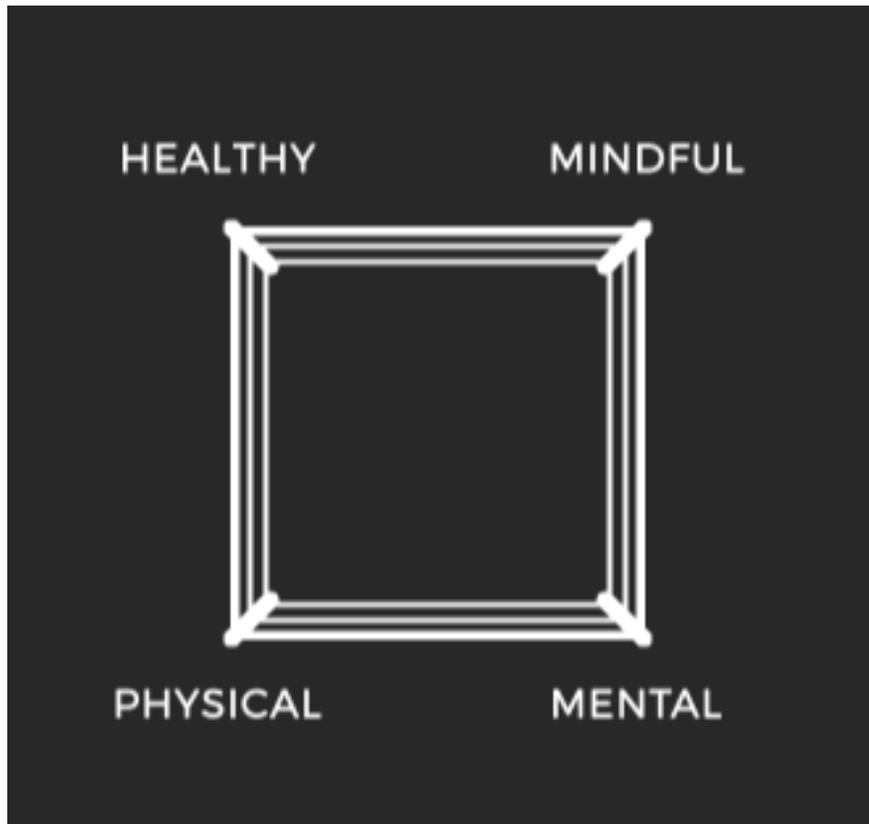
GO

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FINAL ROUND



- Boxing can help you develop a strategic eye
- Observation is key- people always reveal themselves
- From a UX perspective – parameters, approaches are everything.
- People are busy and distracted – you need to find a way in
- So like in boxing you are looking for patterns- behaviours where you can get your shot in and connect
- Important take away from boxing is the development of self belief, in the understanding and acceptance of your power, and skill,, strategy, strategy...
- Whatever you choose- remember success is how you define it for you at the time and in the situation... keep punching up!

THANK YOU!!



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