



Getting buy-in from faculty and management : the UP success story

Presented at the SARUA Open Access Leadership Summit
20 – 21 November 2007

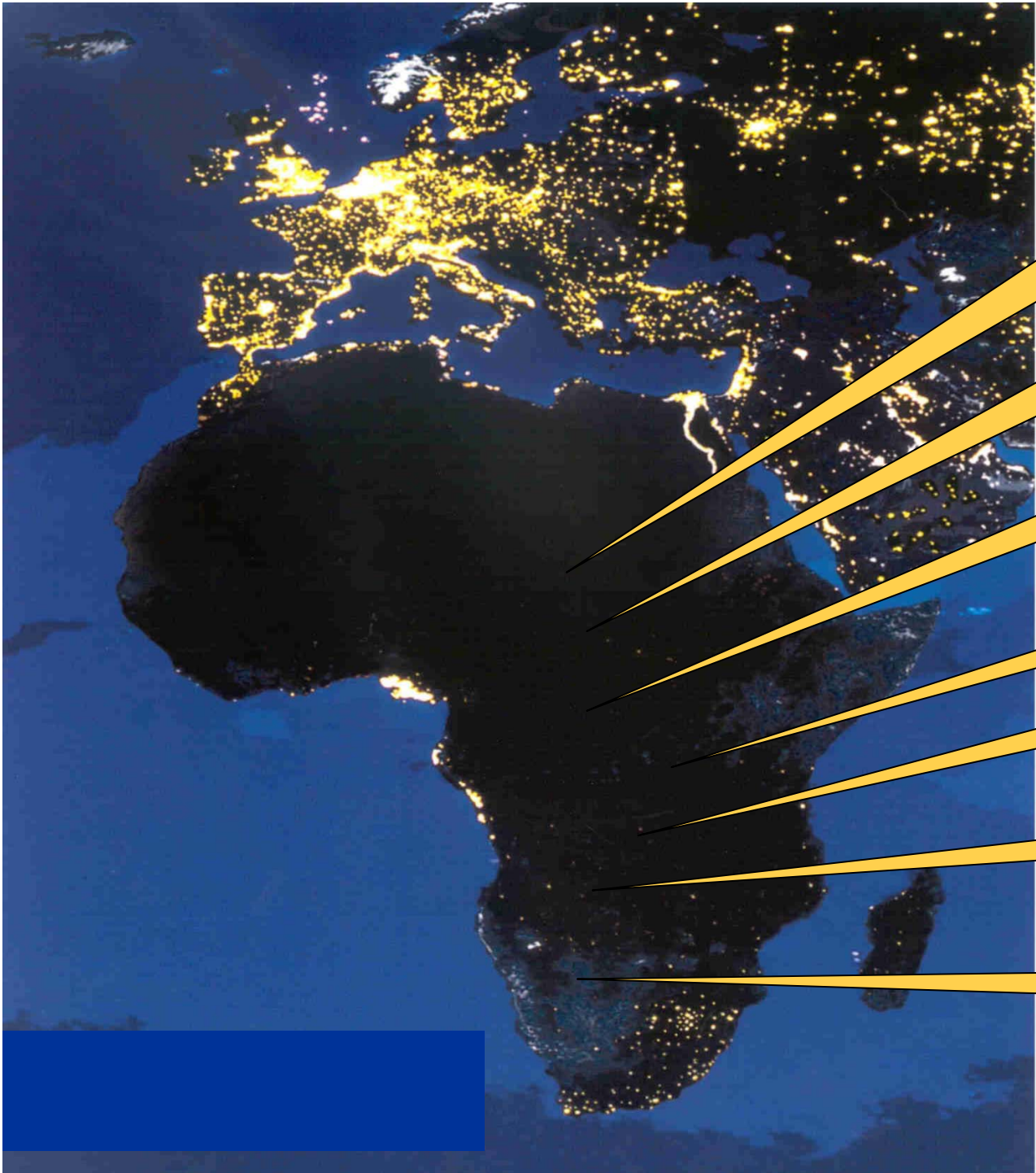
Gaberone, Botswana

Presented by Monica Hammes & Elsabé Olivier



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s a r u a
southern african regional
universities association



40% live below the poverty line

Life expectancy <50

25% have access to modern energy

Literacy rate = 61%

Internet access = 3.6% of population

Not part of Knowledge Society

Marginalized

Agenda

1. Point of departure
2. Indicators of success
3. Contributing factors
4. Strategies for buy-in



Point of departure: openUP strategy

To change scholarship practice at UP towards becoming an

Open Scholarship institution

based on the philosophy

..the job of research is only half-done if the results of that research cannot reach the widest audience
(Wellcome Trust)



Definition of an OS institution (1)

1. Theses and dissertations are available online OA based on a policy of **mandatory submission**
2. Research and conference papers are available online OA and researchers **actively contribute** based on a policy of **mandatory submission**
3. Researchers and students actively use OA material
4. Researchers publish in available OA journals and the institution has **policy and financial support** in place

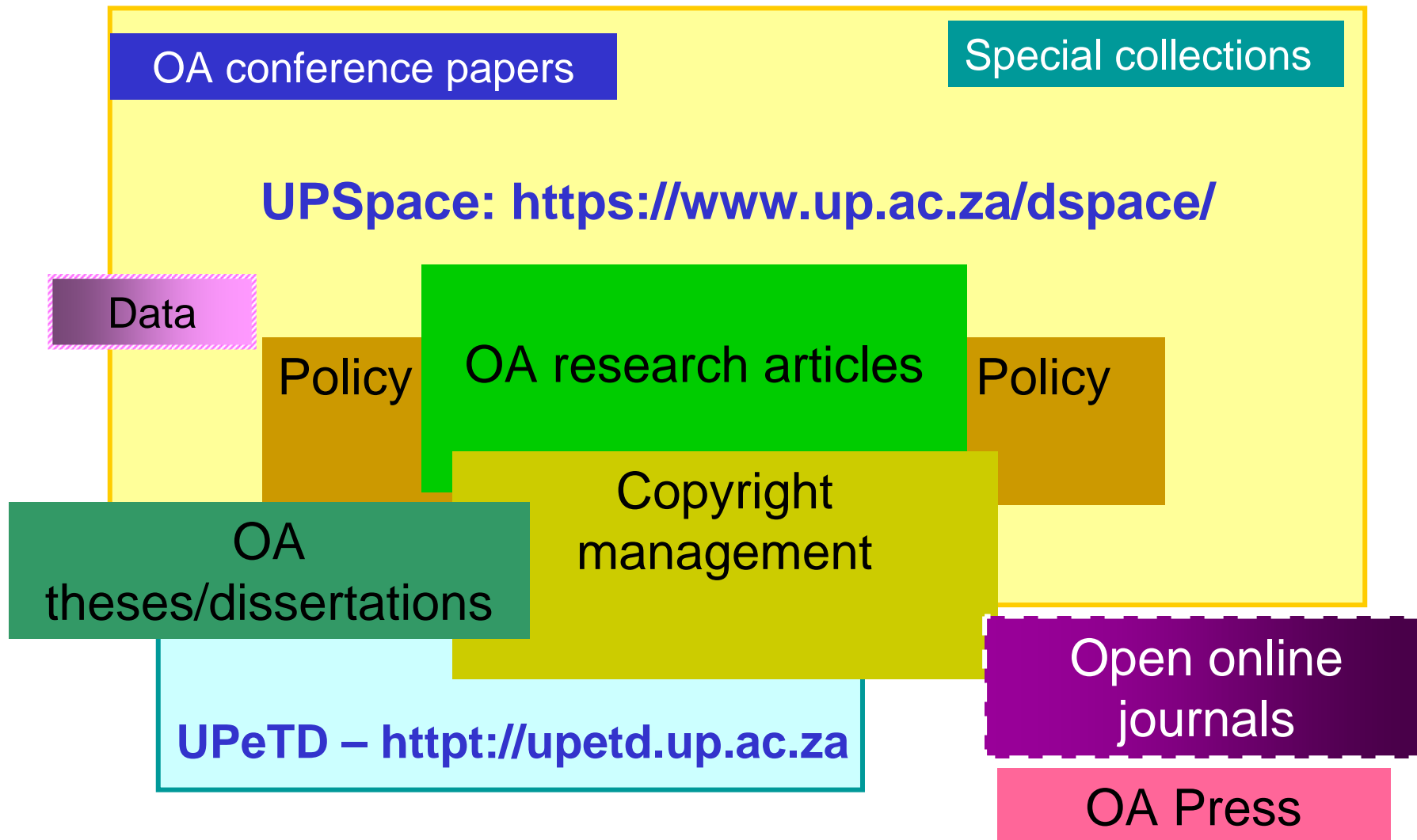


Definition of an OS institution (2)

5. Researchers **actively** manage the copyright of their publications, inter alia with **addenda** to their contracts or using Creative Commons contracts, and the necessary **policy** exists
6. Publications from the institution's press/publishing house are available OA based on **policy**
7. The institution publishes its own online OA journals OR provides infrastructure and support for members
8. Dissemination forms part of its publication strategies



Relationship with Institutional Repositories



Indicators of success

- UPeTD: **3108** full text items & UP Space: **2845**
- UP Strategic plan & policies for mandatory submission
- Copyright success
- Usage statistics
 - UPeTD: **250 000** files/month
 - UPSpace: **128 000** items viewed until August
- Lots of positive feedback
- Presentations at conferences and workshops, articles
- But, **very little self-archiving** by authors



UP Strategic plan

- **“B 6.6. E-research and the Academic Information Service.**
 - Secondly, archiving the published research papers and conference proceedings of UP staff and students and making them available to the international research community will integrate the University with the international open access movement. This will ensure enhanced visibility for UP research and its greater impact. **The Academic Information Service will manage this initiative** and guide researchers towards contributing. During the period under review, policy on copyright practices and the possible mandatory submission of articles will be developed.”
- Similar rules for data and heritage collections



Contributing factors

- The Library's excellent position within the University: management and academe
- The success of UPeTD paved the way
- A well managed research repository infrastructure that offers a solution to real needs
- Dedicated and enthusiastic library staff



Contributing factors (2)

- The library's strong e-strategy
- Alignment with international trends
- Co-operation with Research Office
- Lobbying, advocacy and marketing
- A variety of interesting collections resulting from an opportunity mindset



UPeTD

The screenshot shows the homepage of the University of Pretoria Electronic Theses and Dissertations (UPeTD) website. The browser window title is "UPeTD - Microsoft Internet Explorer". The address bar shows "http://upetd.up.ac.za/UPeTD.htm". The website features a navigation menu with "Electronic Theses and Dissertations", "Search the UP Web", and "Afrikaanse weergawe". A sidebar on the right lists "UPeTD for" with links to "Access to UP theses", "UP student guidelines and support", and "Access to the submission system". The main content area includes a "NEWS" section stating that electronic submission is compulsory for post-graduate students registered since January 2004. A "Welcome to the University of Pretoria electronic theses and dissertations service" section lists navigation options like "search the UPeTD collection" and "submit your thesis or dissertation". The footer contains contact information and a copyright notice for 2004.

<http://upetd.up.ac.za>

The screenshot shows a PDF document titled "CHAPTER FOUR" being viewed in Adobe Reader. The browser window title is "http://upetd.up.ac.za/thesis/available/etd-11122007-125433/unrestricted/04chapter4.pdf - Microsoft...". The document content includes the title "CHAPTER FOUR", a sub-heading "Efficacy of fipronil as barrier spray treatment for control of armoured bush cricket, (Orthoptera: Hetrodinae).", and an "ABSTRACT" section. The abstract describes the evaluation of fipronil 200 SC (Regent®) for residual toxicity against adult armoured bush cricket (ABC), *Acanthoplus discoidalis*. It details the experimental design, including four different doses (6.25 g a. i. ha⁻¹, 15.625 g a. i. ha⁻¹, 21.875 g a. i. ha⁻¹, and 29.125 g a. i. ha⁻¹) used to treat natural vegetation inside field enclosures. The document also mentions that insecticide application was made with a lever operated knapsack sprayer and that ABC were released in cages and kept under field conditions over time.



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openUP

The image displays two overlapping Microsoft Internet Explorer browser windows. The left window is at the URL <http://openup.ais.up.ac.za/> and shows the openUP homepage. It features the University of Pretoria logo, a search bar, and a navigation menu. The main content area includes a welcome message and a search bar for UPspace. The right window is at the URL <https://www.up.ac.za/dspace/handle/2263/3928> and displays a specific article page. The article metadata includes:
Title: Technical regulatory reform in Africa : a condition for a competitive regional economy
Author/s: Nsingo, S.A.M., Steyn, E.J.
LC Subjects: International trade, Foreign trade regulation -- Africa
Keywords: Technical regulatory reform, Regional economy, World Trade, Trade relations, African countries, African Development Community (S.A.), Economic Community of West Africa, Investment, Economic recovery
Issue Date: Sep-2007
Publisher: South African Association for Public
Citation: Nsingo, S & Steyn, EJ 2007, 'Technical regulatory reform in Africa: A condition for a competitive regional economy', Journal of Public [http://www.saapam.co.za/]
Abstract: Technical regulations are critical for... from the fact that an undirected an...
A smaller browser window is overlaid on the right, showing a preview of the article's title page with the text: "TECHNICAL REGULATORY REFORM IN AFRICA: A CONDITION FOR A COMPETITIVE REGIONAL ECONOMY".

<http://openup.ais.up.ac.za>



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UPSpace

UPSpace at the University of Pretoria: Home - Microsoft

File Edit View Favorites Tools Help

Address <https://www.up.ac.za/dspace/>

UPSpace

UPSpace at the University of Pretoria >

Welcome to UPSpace, the digital research repository of the University of Pretoria!

Items archived since January 2006: 2 569

Search

Enter some text in the box below to search UPSpace.

Communities in UPSpace

Choose a community to browse its collections.

Centre for the Study of AIDS (CSA)
Economic & Management Sciences
Education

Open Access Initiatives

- [eJFL SURFshare](#)
- [DRIVER](#)
- [openUP](#)
- [openDOAR](#)
- [ROAD](#)
- [QATSTER](#)
- [Open Archives Institute](#)
- [Wikipedia](#)
- [DOAJ](#)
- [Journal Info \(Lund University\)](#)
- [Google Book Search](#)

Do you want to become part of the UPSpace research community?

[Contact us](#) for more information or [apply for a new collection](#)

How to submit an item to UPSpace

Search UPSpace

Go

Advanced Search

Home

Browse

- Communities & Collections
- Titles
- Authors
- By Date

Sign on to:

- Receive email updates
- My UPSpace authorized users

<https://www.up.ac.za/dspace/>

Research Repository of the University of Pretoria

Internet Explorer

File Edit View Favorites Tools Help

Address <https://www.up.ac.za/dspace/>

UPSpace

UPSpace at the University of Pretoria >

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- [QATSTER](#)
- [Open Archives Institute](#)
- [Wikipedia](#)
- [DOAJ](#)
- [Journal Info \(Lund University\)](#)
- [Google Book Search](#)

Do you want to become part of the UPSpace research community?

[Contact us](#) for more information or [apply for a new collection](#)

How to submit an item to UPSpace

Search the UP Web

Click this button to always allow popups from www.dspace.up.ac.za

To let an individual popup through, press the 'Ctrl' key while clicking on a link.

- Implementation of DSpace @ UP
- UPSpace Meetings & Presentations
- Metadata Info
- Digitisation Info
- Licensing, Copyright & Publishing
- UPSpace Statistical Reports
- Apply for a Community/ Collection
- Read more about DSpace

Welcome to the UP Institutional Repository Web!

Working papers on UPSpace are documented on this web-page.

Access UPSpace on the production server at <https://www.up.ac.za/dspace/>

Inquiries: Tel: +27 12 420 3082 or e-mail us
UPSpace Listserve: dSPACE@kandy.up.ac.za

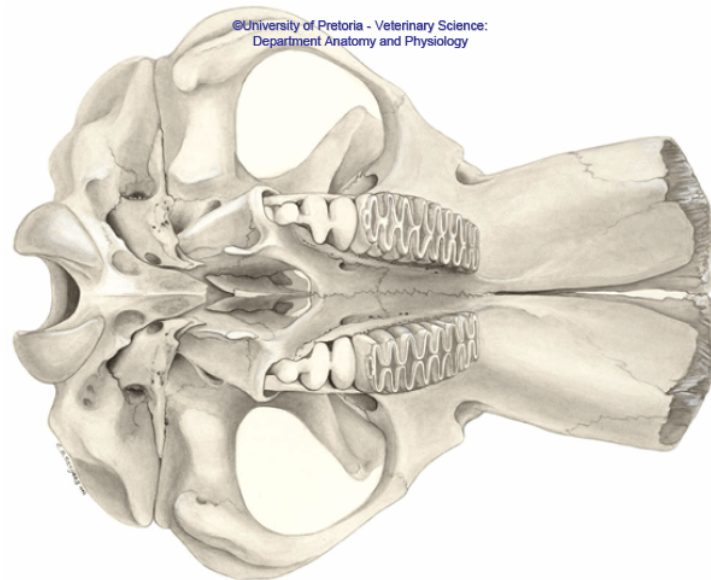
Please report problems or items on the wishlist to upspace@up.ac.za Thank you for your valuable input!

We value your feedback regarding UPSpace. Please add your comments to our UPSpace Wiki. Many thanks!



Christene Seegers Biomedical illustrations & Arnold Theiler Collection

<https://www.up.ac.za/dspace/handle/2263/1971>

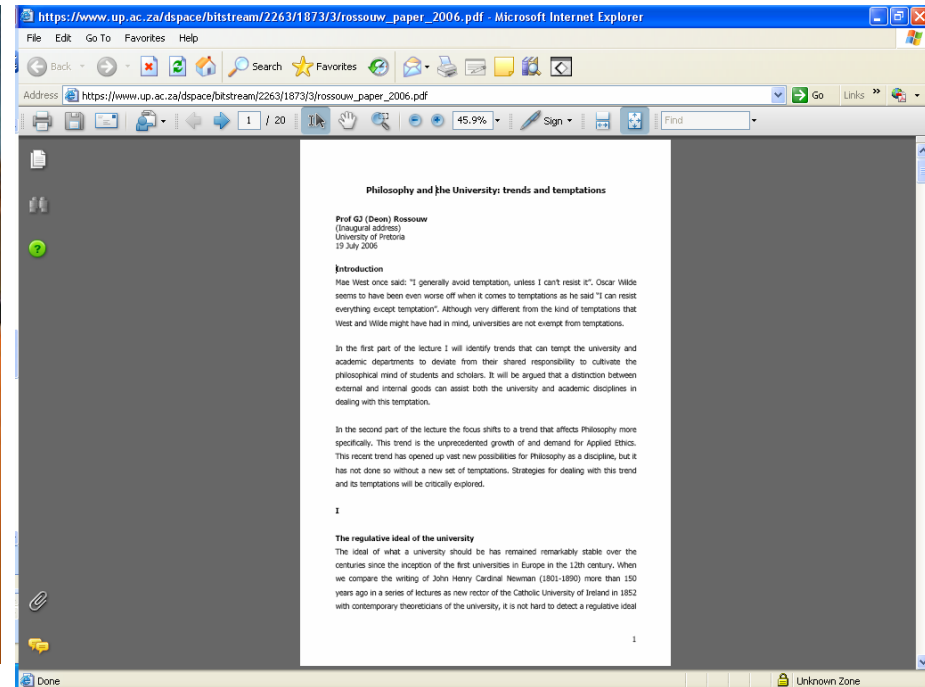


<https://www.up.ac.za/dspace/handle/2263/80>



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Inaugural addresses



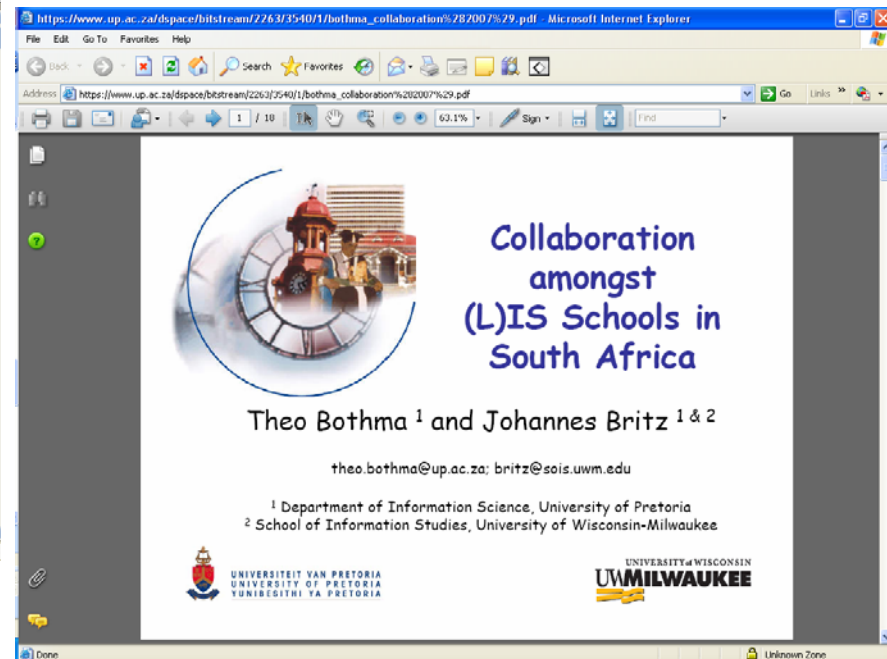
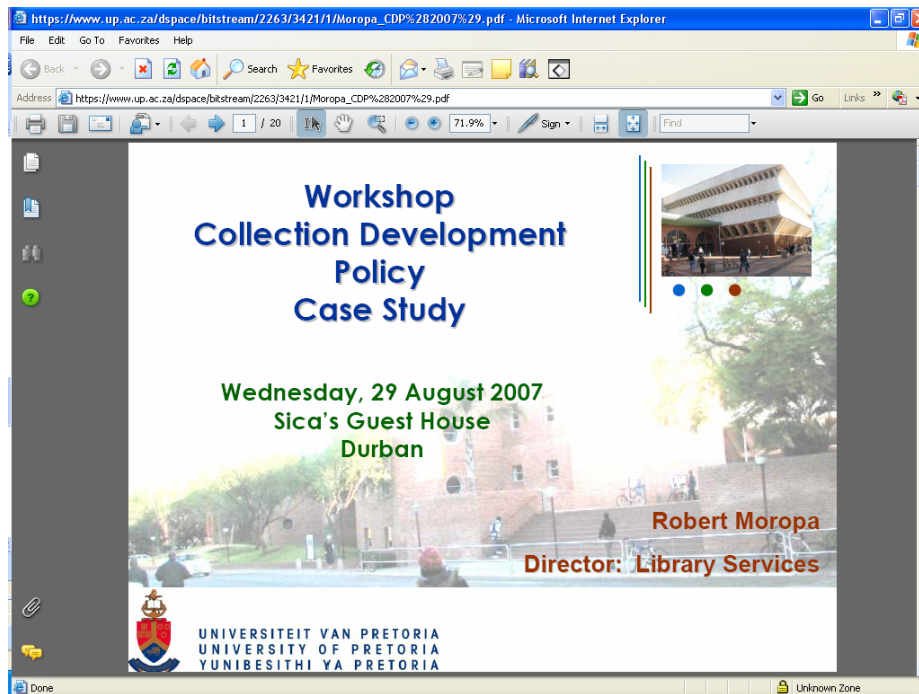
<https://www.up.ac.za/dspace/handle/2263/1844>



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Conference papers & proceedings

<https://www.up.ac.za/dspace/handle/2263/568>



<https://www.up.ac.za/dspace/handle/2263/3419>



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Mapungubwe Collections

The screenshot shows the UPSpace website interface. The header includes the University of Pretoria logo and the text "UPSpace". Below the header, there is a search bar with the text "UPSpace at the University of Pretoria" and "Mapungubwe Collections". A navigation menu on the left includes "Home", "Communities & Collections", "Titles", "Authors", and "By Date". The main content area features a search box with "Mapungubwe Collections" entered, and a list of "Recent Submissions" including "Stone Walls on the Southern Terrace, Mapungubwe", "Employment of archaeologists at Greefswald", "Discovery of Mapungubwe", and "Gold - analysis". A "Contact Details" section at the bottom right provides information for the Mapungubwe Museum & Archive, including the name of the curator and a telephone number.

The screenshot shows a PDF document titled "MAPUNGUBWE METALLURGICAL MATERIAL" by Professor G. H. Stanley. The text in the document reads: "The examination of the material submitted to me helps to confirm the impression that the practice of iron smelting among pre-European African peoples was almost as wide spread as that of pottery manufacture and other domestic arts. The specimens submitted by Mr. Neville Jones".

<https://www.up.ac.za/dspace/handle/2263/589>



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Personal Collections

The screenshot shows the website for the Department of Agricultural Economics, Extension and Rural Development at the University of Pretoria. The page features a navigation menu on the left with links for Home, About us, Academic Programmes, Links, and Contact us. A central section is titled 'Personal Web: Prof Johann Kirsten', identifying him as the Head of the department. It includes his contact information (email: johann.kirsten@up.ac.za, telephone: +27 12 420 3251, fax: +27 12 420 3247) and a list of research output categories such as Research Articles, Chapters, and Photo Album. A 'Quick links' sidebar on the right provides access to Academic Programmes, Apply for admission, Research, Yearbooks, Library (AIS), Finance, Accommodation, Campuses, CE at UP, UP News & Events, About UP, Maps & Directions, and Contact Us.

This screenshot displays the UP Space digital repository interface. The breadcrumb trail indicates the location: UPSpace at the University of Pretoria > Natural & Agricultural Sciences > Agricultural Economics, Extension & Rural Development > Johann Kirsten Collection > Research Articles (Johann Kirsten) >. The 'Browse by Title' section features a search box with a 'Go!' button and a 'Jump to' dropdown menu containing the alphabet. Below the search area, a table lists search results. A blue arrow from the first screenshot points to the 'Date of Issue' column of this table.

Date of Issue	Title	Authors
Dec-1999	The agricultural input industry and the competitiveness of South African agriculture	johann.kirsten@up.ac.za; Kirsten, Johann F.
Jan-1998	Agricultural market liberalization: a case study of the Western Cape Province in South Africa	johann.kirsten@up.ac.za; Van Zyl, Johan; Vink, Nick; Townsend, Rob; Kirsten, Johann F.
Dec-1998	An analysis of the comparative advantage and policy incentives of commercial wheat production in South Africa	johann.kirsten@up.ac.za; Kirsten, Johann F.; Ohene-Agyang, Ernest; Van Rooyen, Johan
Jan-1999	An analysis of the impact of different scenarios on the market for stockfeed	johann.kirsten@up.ac.za; Esterhuizen, D.; Van Zyl, Johan

<https://www.up.ac.za/dspace/handle/2263/1125/browse-title>



Jonathan Jansen Collection

The screenshot shows a Microsoft Internet Explorer browser window displaying the UPSpace website. The address bar shows the URL: <https://www.up.ac.za/dspace/handle/2263/108>. The page features the University of Pretoria logo and the UPSpace branding. A search bar is visible on the left, and the main content area displays the title "Jonathan Jansen Collection" and "Community home page". A search box is present with the text "Jonathan Jansen Collection" and buttons for "Search for" and "Go". Below the search box, there are buttons for "Titles", "Authors", and "By Date". A profile picture of Jonathan Jansen is shown. The right sidebar contains a "Recent Submissions" section with links to various articles, including "Afskeidsgeleentheid van prof. Jonathan Jansen 27 Maart 2007" and "Tuks 'must nurture black academics'". The bottom of the page includes a "View the Collection" link.

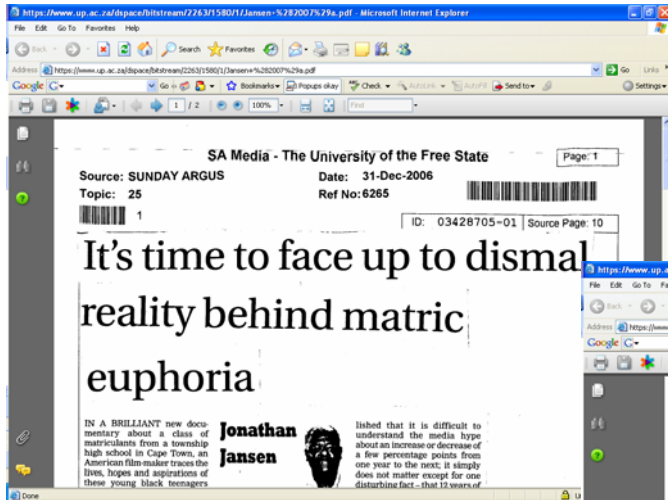
<https://www.up.ac.za/dspace/handle/2263/108>



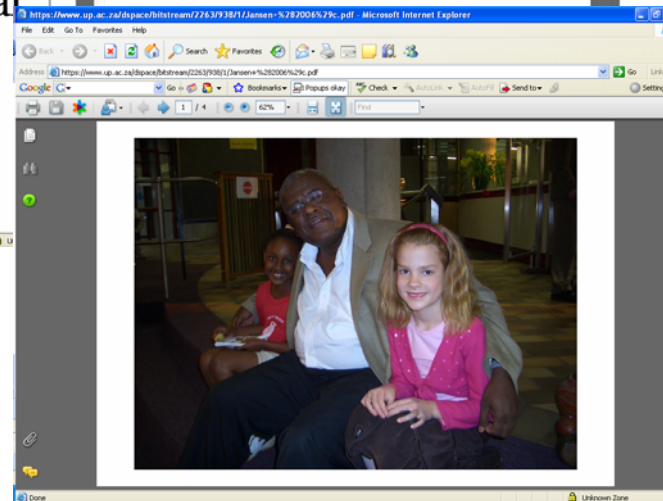
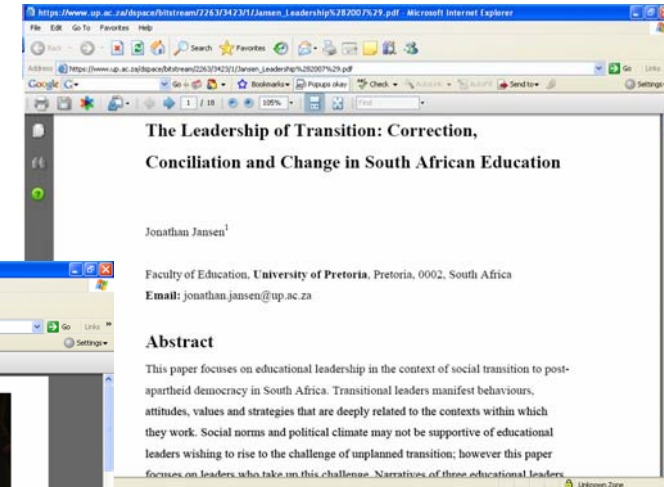
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<http://hdl.handle.net/2263/1580>



<http://hdl.handle.net/2263/3423>

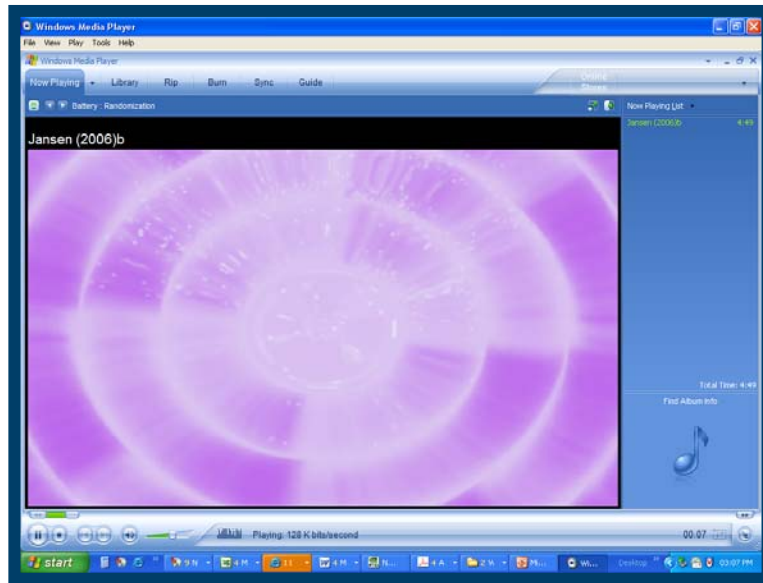


<http://hdl.handle.net/2263/938>



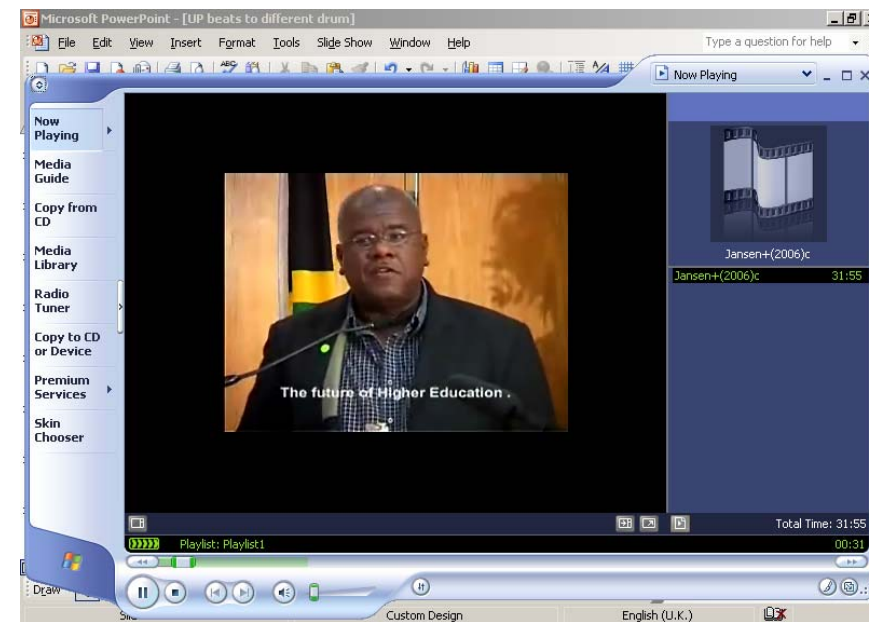
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Jonathan Jansen Collection



<http://hdl.handle.net/2263/1418>

<http://hdl.handle.net/2263/1419>



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Copyright

- openUP adheres to copyright policies
- SA publishers
- Standard letter and permission form
- Positive role in influencing publisher policies
- 25 July : Academy of Science of South Africa's meeting with editors of scholarly journals



SHERPA/RoMEO



The screenshot shows a Microsoft Internet Explorer browser window displaying the SHERPA/RoMEO website. The address bar shows the URL <http://www.sherpa.ac.uk/romeo.php>. The website header features the SHERPA/RoMEO logo on the left and the tagline "...opening access to research" on the right. Below the logo, the text "Publisher copyright policies & self-archiving" is displayed. The main content area includes a search section with radio buttons for "Journal titles" (selected) and "Publisher names", a search input field, and a "search" button. Below the search section, there are radio buttons for "contains", "starts with" (selected), "Exact phrase only", and "ISSN". A "Browse" section lists links for "All publishers", "Green publishers", "Blue publishers", "Yellow publishers", and "White publishers", with a link to "What the colours mean." below. At the bottom, a paragraph of text describes the service's maintenance and provides links for more information.

<http://www.sherpa.ac.uk/romeo.php>



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Publisher conditions

The screenshot shows the SHERPA/RoMEO website interface. The search results for 'minerals engineering' are as follows:

- Journal:** Minerals Engineering (ISSN: 0892-6875)
- Publisher:** Elsevier Science B.V., Amsterdam

These summaries are for the publishers *default* policies and changes or exceptions can often be negotiated by authors. All information is correct to the best of our knowledge but should not be relied upon for legal advice.

Publisher:	Elsevier
Pre-print:	<input checked="" type="checkbox"/> subject to Restrictions below, author can archive pre-print (ie pre-refereeing)
Restrictions:	<ul style="list-style-type: none">This does not include Cell Press
Post-print:	<input checked="" type="checkbox"/> author can archive post-print (ie final draft post-refereeing)
Conditions:	<ul style="list-style-type: none">On authors personal or authors institutions serverPublished source must be acknowledgedMust link to journal home pagePublishers version/PDF cannot be usedArticles in some journals can be made Open Access on payment of a feeNIH Authors articles will be submitted to PMC after 12 months.
Mandated OA:	<input checked="" type="checkbox"/> Wellcome Trust (Paid OA option); <input checked="" type="checkbox"/> arc (Paid OA option); <input checked="" type="checkbox"/> ARC (Paid OA option); <input checked="" type="checkbox"/> BBSRC (Compliant); <input checked="" type="checkbox"/> Research UK (Paid OA option); <input checked="" type="checkbox"/> CSO (Paid OA option); <input checked="" type="checkbox"/> DoH/NIHR (Paid OA option); <input checked="" type="checkbox"/> DFG (Compliant); <input checked="" type="checkbox"/> ESRC (Compliant); <input checked="" type="checkbox"/> CERN (Non-compliant); <input checked="" type="checkbox"/> FWQ (Compliant); <input checked="" type="checkbox"/> FWE (Compliant); <input checked="" type="checkbox"/> HHMI (Paid OA option); <input checked="" type="checkbox"/> Inserm (Compliant - see conditions); <input checked="" type="checkbox"/> MRC (Paid OA option); <input checked="" type="checkbox"/> NHMRC (Compliant); <input checked="" type="checkbox"/> NIH (Compliant); <input checked="" type="checkbox"/> NERC (Compliant); <input checked="" type="checkbox"/> PPARC now STFC (Compliant); <input checked="" type="checkbox"/> STFC (Compliant)

**Publishers version/
PDF can not be used**

<http://www.sherpa.ac.uk/romeo.php>



Uzoma (follow the right road)

Microsoft Excel - UP publisher policies 17 November

File Edit View Insert Format Tools Data Window Help

A333 Topics in Early Childhood Special Education

1 Gray : permission requested from publisher - waiting for response

2 Gold : can archive the publisher-generated .pdf file. **Some articles may be embargoed**

3 Green : can archive pre-print and post-print

4 Blue : can archive post-print (ie final draft post-refereeing). **Some articles may be embargoed**

5 Yellow : can archive pre-print (pre-refereeing) **Some articles may be embargoed**

6 White : archiving not allowed. Submit the No permission file on Share and change the file name accordingly

7 Tan : blanket permissions not granted - each request is considered on it's own merits

8 Pink : permission obtained for one particular article only

9 Plum : cross references

10 Publishers guidelines

	Title	Negotiator	Date	Publisher	URL	ISSN	Sae	Full permission	Version	Format	V
12	Accountancy SA	Elsabé Olivier	11/5/2007 - kontroleer adres 25/5 NB	South African Institute of Chartered Accountants	http://www.accountancysa.org.za/	0258-7254	No				
13	Acta Academica	Elsabé Olivier	12/6/2007 Bel-sal binnekort antw hê(22/6) vdbergd.hum@mail.uovs.ac.za	UFS-Sasol Library	http://www.journals.co.za/ej/our_academ.html	0587-2405	Yes				
14	Acta Commercii	Elsabé Olivier	1/11/2007	University of Johannesburg, Dept of Business Management	http://www.journals.co.za/ej/ejour_acom.html	1684-1999	Yes				
15	Acta Criminologica : South African Journal of Criminology	Elsabé Olivier	5/6/2007	CRIMSA	http://www.crimsa.ac.za/	1012-8093	Yes	Yes	Final published version	PDF	UF
16	Acta Juridica	Elsabé Olivier	19/6/2007	Juta Law	http://www.journals.co.za/ej/our_lu_jur.html	07021-73142	Yes	No - 3 months embargo	Version supplied by Juta	PDF	UF
17	Acta Patristica et Byzantina	Elsabé Olivier	29/5/2007 (Skakel 12/6)	Department of Ancient Languages, University of Pretoria	http://journals.sabinet.co.za/ej/our_patris.html	1022-6486	Yes	Yes	Final published version	PDF	UF
18	Acta Theologica	Elsabé Olivier	4/6/2007	Faculty of Theology of the University of the Orange Free State	http://www.uovs.ac.za/facultie/content.php?id=3980&FCod=09	1015-8758	Yes	Yes	Final published version	PDF	UF
19	Administratio Publica	Elsabé Olivier	1/11/2007	Association of Teachers in Public		1015-4833	No				

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Buy-in strategies that worked for us (1)

- Identify all **stakeholders** (Institutional Management, Authors, Library, Research Department, IT Department, Student Administration, Registrar, Legal Office.....)
- Identify their **role towards success** and negotiate accordingly, e.g. Institutional Management: Policy, resources, influencing the behaviour of authors, support publisher negotiations, advocacy campaign partners, meetings and fora



Buy-in strategies that worked for us (2)

- Advocacy and lobbying have a lot in common with marketing: **segment your target groups** and tailor your message to suit their needs, deliver it in their language and with the most appropriate means of communication.
- Identify the **benefits that will excite them** and the **concerns that will make them hesitant** and address these
- Develop an **advocacy plan** and work through it systematically (5X rule)



Buy-in strategies that worked for us (3)

- **Demonstrate** the concept with good examples, build and maintain momentum
- Use meetings, exhibits and other **events** for marketing, create good material that can be used by everybody: presentations, flyers, posters, blogs and wikis
- Co-operate with **champions** → include them in communities of interest/practice
- Be visible: write and speak about it, **launch** your IR in a spectacular fashion, **celebrate milestones**



Buy-in strategies that worked for us (4)

- This is going to cost money: create policy, good **business plans**, with resource implications, workflow, governance and roles, that show your savvy
- Use national/regional/international trends and **initiatives** as magnets
- Keep stakeholders informed with good **statistics and outcomes**
- Build solid, **lasting relationships**



Thank you!

For more information :

<https://www.up.ac.za/dspace/handle/2263/568//browse-title>



elsabe.olivier@up.ac.za



monica.hammes@up.ac.za



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to make derivative works

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