

# “I’m talking to researchers about their data. Help! What’s my pitch?”

## A toolkit for librarians

This toolkit has been designed to provide librarians at universities and research institutions with a series of key messages that they can use to quickly and succinctly pitch research data management to researchers. The key messages can be enhanced and adapted to suit institutional or disciplinary needs. Librarians using this toolkit are welcome to add further key messages. Please send suggestions and feedback to [ANDS](#).

Key message	Resources
<p>Do you publish research in a journal that requires you to provide access to your data, for example, PLOS, Nature and others?</p> <p>I/we can help you meet these requirements. We offer....[fill in with your institution’s data services]</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<p>PLOS data policy: “PLOS journals require authors to make all data underlying the findings described in their manuscript fully available without restriction, with rare exception.” <a href="https://www.plos.org/policies/#sharing">https://www.plos.org/policies/#sharing</a></p> <p>Nature data policy: “A condition of publication in a Nature journal is that authors are required to make materials, data, code, and associated protocols promptly available to readers without undue qualifications.” <a href="http://www.nature.com/authors/policies/availability.html">http://www.nature.com/authors/policies/availability.html</a></p>
<p>Are you applying for an ARC Discovery Grant? Did you know that you will be required to provide a statement about how you will manage your research data?</p> <p>I/we can help you meet these requirements. We offer.....[fill in with your institution’s data services]</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<p>ARC Discovery grant rules: “The ARC Discovery grants “instructions to applicants” document states in Section C - Project Description: MANAGEMENT OF DATA - Outline plans for the management of data produced as a result of the proposed research, including but not limited to storage, access and re-use arrangements.” See: <a href="http://www.ands.org.au/working-with-data/data-management/funders-guidelines">http://www.ands.org.au/working-with-data/data-management/funders-guidelines</a></p> <p>ANDS Guide to filling in the data management section in ARC grant applications:</p>



	<a href="http://www.ands.org.au/guides/arc-guide-to-filling-in-the-dm-section">http://www.ands.org.au/guides/arc-guide-to-filling-in-the-dm-section</a>
<p>When thinking through ideas for your next grant application, do you need help finding what research and related data is already available on the topic?</p> <p>I/we can help you to find research and datasets. We offer.....[fill in with your institution's data services]</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<p>Research Data Australia: <a href="http://researchdata.ands.org.au/">http://researchdata.ands.org.au/</a></p> <p>Listing of international and Australian data repositories: <a href="http://www.re3data.org/">http://www.re3data.org/</a></p> <p>Search DataCite for international and Australian research datasets that have a DOI assigned to them: <a href="https://search.datacite.org/ui">https://search.datacite.org/ui</a></p>
<p>If you plan at the outset how you are going to manage the data you collect during the course of your research, it will help you to save time because you won't need to re-organise, re-format, or remember the details later on. It will also help you to meet any publisher and funder requirements for access to your data.</p> <p>I/we can help you to create a data management plan. We offer....[fill in with your institution's data services]</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<p>DMP online tool: <a href="https://dmponline.dcc.ac.uk/">https://dmponline.dcc.ac.uk/</a></p>
<p>You put a lot of hard work into collecting your data, do you really want to discard it at the end? Once you've finished with it, why not let it live on for others to discover, use and reuse? You may even get some credit for your data in the form of a citation.</p> <p>I/we can help you to publish your data for discovery and reuse. We offer....[fill in with your institution's data services]</p> <ul style="list-style-type: none"> <li>•</li> </ul>	<p>ANDS resources: "Data citation refers to the practice of providing a reference to data in the same way as researchers routinely provide a bibliographic reference to outputs such as journal articles, reports and conference papers. Citing data is increasingly being recognised as one of the key practices leading to recognition of data as a primary research output." <a href="http://ands.org.au/cite-data/">http://ands.org.au/cite-data/</a></p>
<p>A major study has shown that open data helps to increase the number of citations for a publication. Have you thought about making your data openly available?</p> <p>I/we can help you to open up your data. We offer....[fill in with your institution's data</p>	<p>Heather Piwowar and Todd Vision's study found that:</p> <p>The citation benefit intensified over time...</p> <ul style="list-style-type: none"> <li>• ...with publications from 2004 and 2005 cited 30 per cent more often if their data was freely available.</li> </ul>



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services]	<ul style="list-style-type: none"><li>• Every 100 papers with open data prompted 150 "data reuse papers" within five years</li><li>• Original authors tended to use their data for only two years, but others re-used it for up to six years.</li></ul> <p>Piwowar HA, Vision TJ. (2013) Data reuse and the open data citation advantage. PeerJ 1:e175 <a href="http://dx.doi.org/10.7717/peerj.175">http://dx.doi.org/10.7717/peerj.175</a></p>
Would you like to publish your data but are worried it may be too sensitive to be shared?  I/we can help you to open up your data. We offer....[fill in with your institution's data services]	<p>Key messages from the ANDS Guide to Sensitive Data:</p> <ul style="list-style-type: none"><li>• The advantages of publishing your sensitive data will probably far outweigh any potential disadvantages when simple and appropriate steps are taken</li><li>• Publishing your data, or just a description of your data (i.e., the metadata ), means that others can discover it and cite it</li><li>• You can publish a description of your data without making the data itself openly accessible</li><li>• You can place conditions around access to published data</li><li>• Sensitive data that has been confidentialised can be shared</li></ul> <p>Guide available at: <a href="http://www.ands.org.au/guides/sensitivedata">http://www.ands.org.au/guides/sensitivedata</a></p>
[Add your additional key messages here]	



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