



# University of HUDDERSFIELD

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Making the case for cataloguing

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# Making the case for cataloguing

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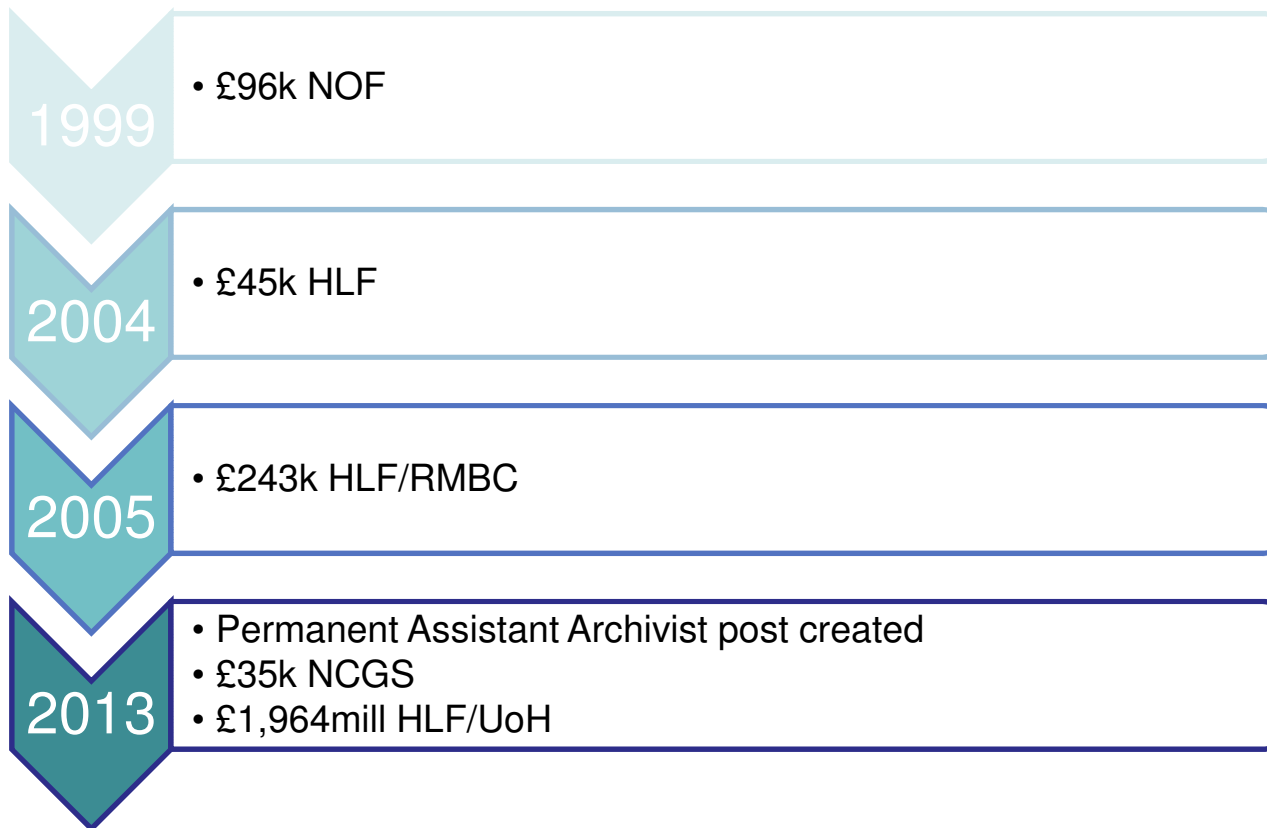


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# My experience

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# The challenge

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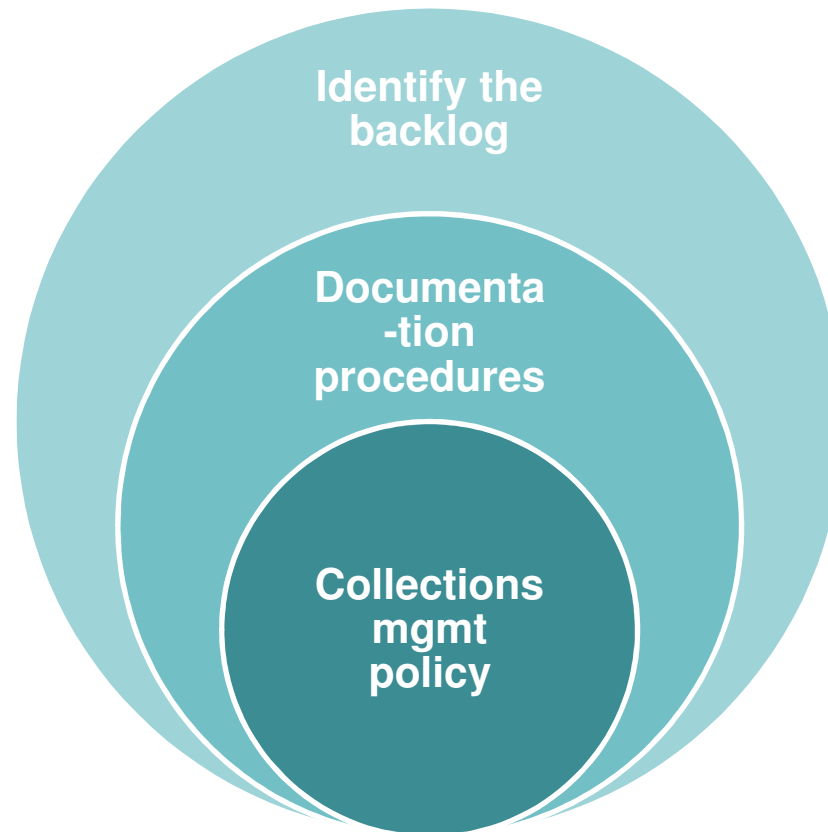
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# The essentials

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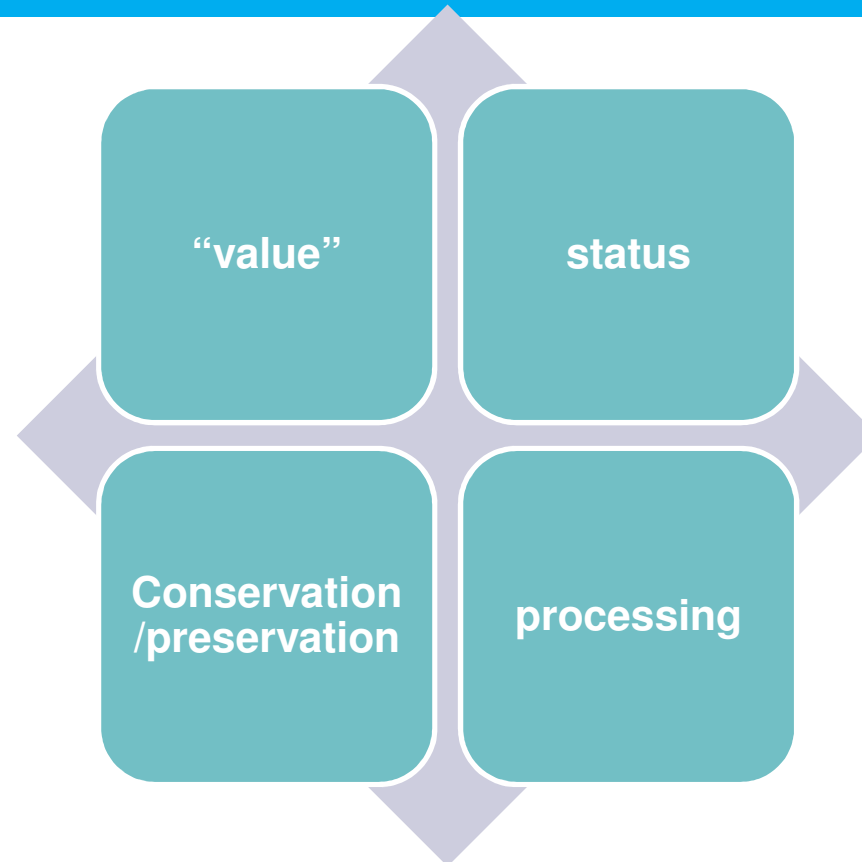


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# Prioritising the backlog

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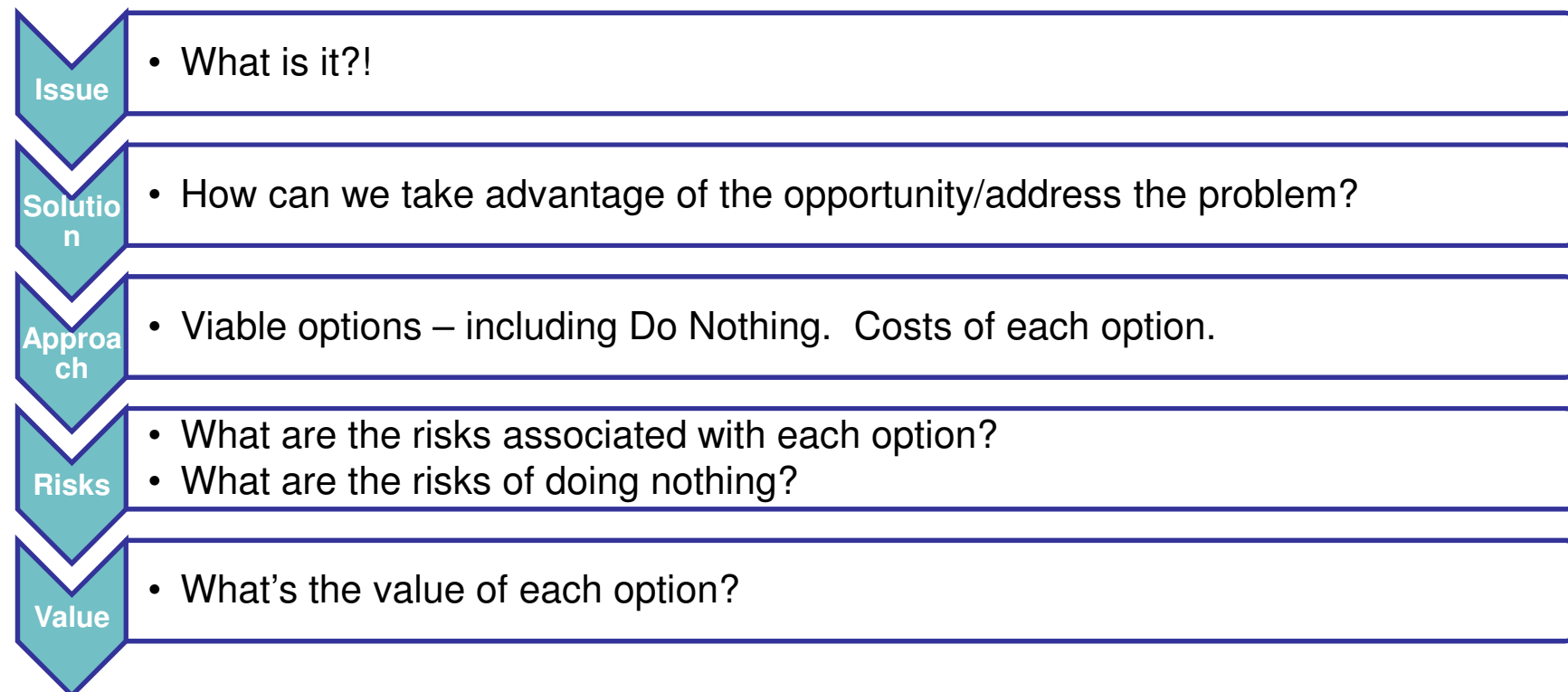
# Now what?

- Cataloguing is a process, with a product but
- Funders want **outcomes**: so what?

what will people be able to do that they couldn't do before?

Why this? Why us? Why now? Why do it?

# Business case (very generic)





# “Social” outcomes

- Greater use of “community assets”

## Outcomes for individuals

With our investment, people will have:

- learnt about heritage (weighted for all grants);
- developed skills (weighted for grants over £100,000);
- changed their attitudes and/or behaviour;
- had an enjoyable experience;
- volunteered time.

## Outcomes for communities/society

With our investment:

- environmental impacts will be reduced (weighted for grants over £100,000);
- more people and a wider range of people will have engaged with heritage (weighted for grants over £100,000);
- organisations will be more resilient;
- local economies will be boosted;
- local areas/communities will be a better place to live, work or visit.



# Organisational outcomes

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- Strategic fit
- Invest to save
- Risk management
- Income generation?

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# Is it for you?

## Mission

Do you need the funding to deliver your mission?  
Is your mission aligned with funders' priorities?  
Is there buy-in within your organisation (strategic & operational levels)?

## Capacity

Do you have the resources to pursue the opportunity?  
If successful do you have the capacity to deliver?  
Do you have a clear model for delivery, including unit costs?

## The Opportunity

Do you have access to funders?  
Do you meet their criteria?  
Can you answer the "why us, why now, so what" questions?

## Chances of success

Do you need partner(s)? – can you find them?  
Can you evidence your outcomes in the way funders expect?  
Do you add value?

# Top tips

- Be realistic about capacity
- Be bold!
- Use the language of social outcomes
- Provide evidence
- Form relationships