



# UCD Library's Training Programme & Resources for Researchers

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# Outline

- Services – what and why
- Developing our own skills
- Materials and content
- Format and delivery mechanisms
- Training vs consultations vs partnerships
- Embedding / integrating
- Raising awareness / PR
- Publicising
- Statistics, feedback and internal evaluation
- Challenges
- Next steps - EIFL



# University College Dublin



34,000 students (total)

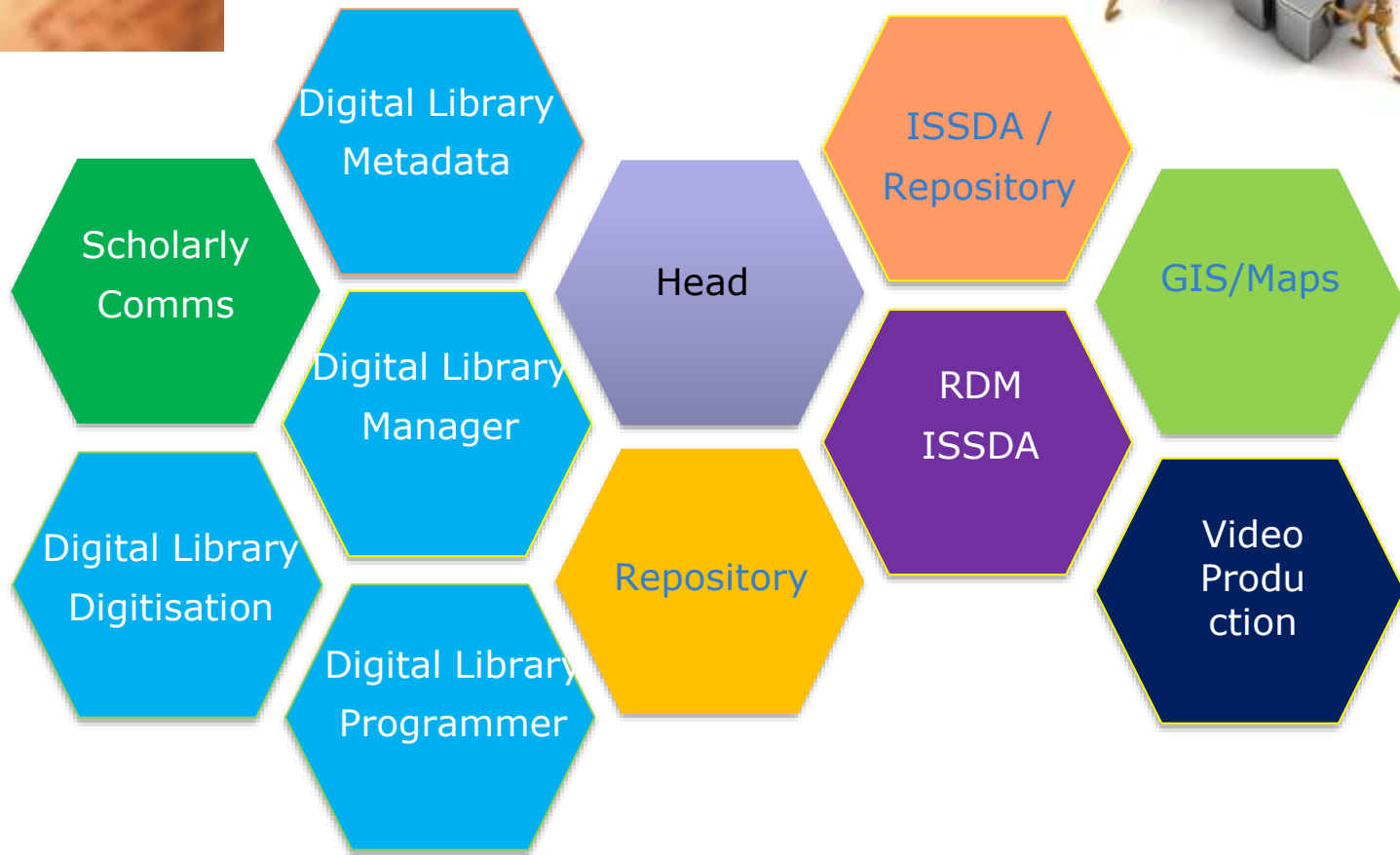
11,000 graduate students

1,700 academic staff

30% international students and staff

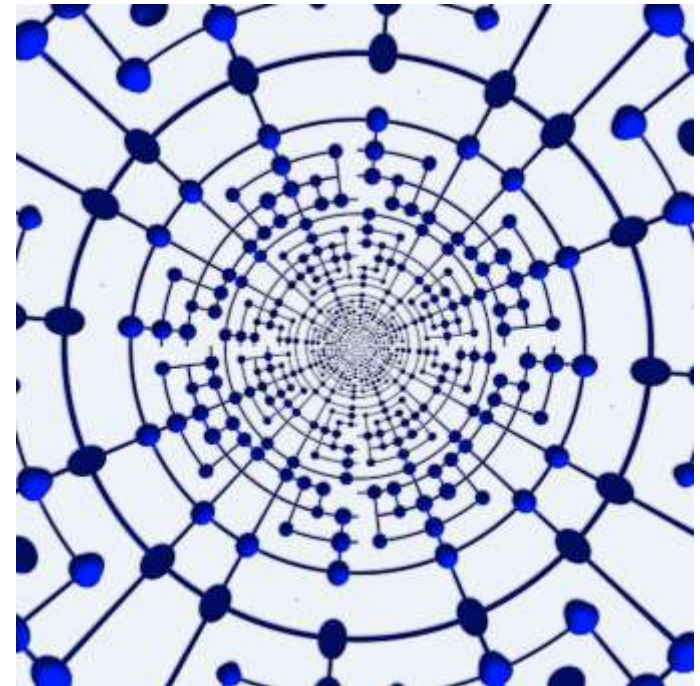


# Research Services Team, 2012-



# What Services? (And therefore what training?)

- What are the drivers & trends?
- What is the demand / need?  
Why?
- How do we find out?
- Who else is doing this (or bits of this) on campus? Who else do we need both within the library and outside of the library to help provide a complete service?
- Where are the gaps?
- What partnership model?



# UCD Strategic Objectives

- The Research Services Unit is responsible for developing and delivering specialist and innovative services to researchers in UCD
- These support UCD's overall strategic objectives, particularly:
  - Objective 1: "Increase the quality, quantity and impact of our research, scholarship and innovation"



# Demand / Need : Surveys

- Geographic Information Systems (GIS), 2012
  - Location of spatial data in UCD
  - Types of data held
  - Levels of access (who and on what basis)
  - Issues
    - Obtaining, storing etc.
      - Future directions of GIS service development in UCD
- Open Access Publishing Survey 2017
  - UCD researchers
  - UCD research managers / administrators
    - Survey and overview results available from Institutional Repository
      - Series of Information Sheets drawn up to address areas of confusion



- RDM survey (2015)

- Identified those on campus who have a role in managing research data

- Data managers, academics, champions

- Focus Group

Surveys and focus groups help to get the conversation started on campus

- Research Data Management survey / After the Interview survey (2019)

- Audio Visual Steering Group – membership includes researchers (let's explore / learn about this together – joint journey)

- Guides and workflows to help researchers using interviews in their research

- Transcription services

- Workshops, e.g. Interviewing for an Oral History / Folklore Project



# Implications for Skills

- Staffing
  - Skills
    - Own staff – some re-skilled / up-skilled
    - PhD students with specialist expertise (e.g. GIS)
    - External “Digital Humanities” consultant
      - Cannot always be developed through re-skilling
      - May not necessarily require a library qualification
  - Expertise
    - Specialists
    - Services
      - Partnerships



# Developing Skills in New Areas

- Library guides, books, articles etc.
- Webinars, newsletters, networks etc. e.g.
  - <https://orcid.org/about/events>;
  - <https://libereurope.eu/alerts/>
- Twitter network – good for networking, links to useful resources, trends etc.
- Learn from delivering your own workshops and presentations – what are researchers asking you?
- Refer to / use a relevant mailing list – will highlight responses to real problems
  - [LIS-BIBLIOMETRICS@JISCMAIL.AC.UK](mailto:LIS-BIBLIOMETRICS@JISCMAIL.AC.UK)



# Creating departmental bibliometric reports using Scopus


**Subject:** Departmental bibliometric reports using Scopus

**From:** "Roux, Marie [mr@sun.ac.za]" <mr@SUN.AC.ZA>

**Reply-To:** A bibliometrics discussion list for the Library and Research Community <LIS-BIBLIOMETRICS@JISMAIL.AC.UK>

**Date:** Mon, 29 Apr 2019 08:35:52 +0000

**Content-Type:** multipart/related

**Parts/Attachments:**  [text/plain](#) (34 lines), [text/html](#) (107 lines), [image001.jpg](#) (107 lines), [image002.jpg](#) (107 lines), [image003.jpg](#) (107 lines), [image004.jpg](#) (107 lines), [image005.jpg](#) (107 lines), [image006.jpg](#) (107 lines)

Dear all

We are currently struggling to get clean data for bibliometric reports per department when we use Scopus. I realise most of you probably use Scival, but just wondered whether any of you could share how you would draw a departmental report on Scopus. Which search should give the best results?

The W/5 option does not give good results at all.

To combine the University ID with the department's name (affiliation) give better results, but one still need to filter through the list of authors very carefully, because it gives you also authors not related at all...

Is it worthwhile to use Scopus for departmental bibliometric reports? We are very keen to deliver this service, but with data that is not trustworthy it is quite a difficult process...

Any advice very welcome 😊

Thank you!

Kind regards

**Marié Roux**

Manager: Research Impact and Research Commons | Bestuurder: Navorsingsimpak en Navorsingsruimte

Library and Information Service | Biblioteek- en Inligtingsdiens

Stellenbosch University Library | Universiteit Stellenbosch Biblioteek

e: [mr@sun.ac.za](mailto:mr@sun.ac.za) | t: +27 21 808 2623



# Presentations and other training materials

- What already exists and can be re-used?
  - [Open Science Framework](#)
  - [The Carpentries](#)
  - [OER Commons](#)
  - [Slideshare](#)
  - Google search e.g. "google scholar" site:ac.uk OR site:edu filetype:ppt
  - Colleagues in other libraries
    - Network e.g. [CONUL](#)
      - [Where to Submit Your Data Information Sheet](#)



# Content

- GIS
- Data visualisation
- RDM
- Patents/IP
- Social media
- Bibliometrics
- Publishing strategies
- ***Increase the Impact of Your Research Through an Effective Publishing Strategy***
- ***Smart Ways of Searching Google and Google Scholar***
- ***Writing a Data Management Plan with DMPonline***
- ***Preserving Your Digital Memories***
- ***Social Media for Researchers: Information session and academic panel discussion***
- ***Introduction to ArcGIS : Visualising Environmental Data Using ArcGIS and MapGenie***



# Types of Delivery

- Presentations / discussion groups
- Workshops / Ask me Anything (as an add-on)
- Bring Your Own Device / Laptop
- Question & Answer sessions
- Drop-in clinics
- Webinars (one)
  - Open Science FAIR Data
- Filmed events – instructional; PR to demonstrate value
  - [UCD's research ethics application process](#)
  - [The value of the institutional repository to increase exposure to my research](#)
- Variety of guides e.g. [LibGuides](#), Information sheets





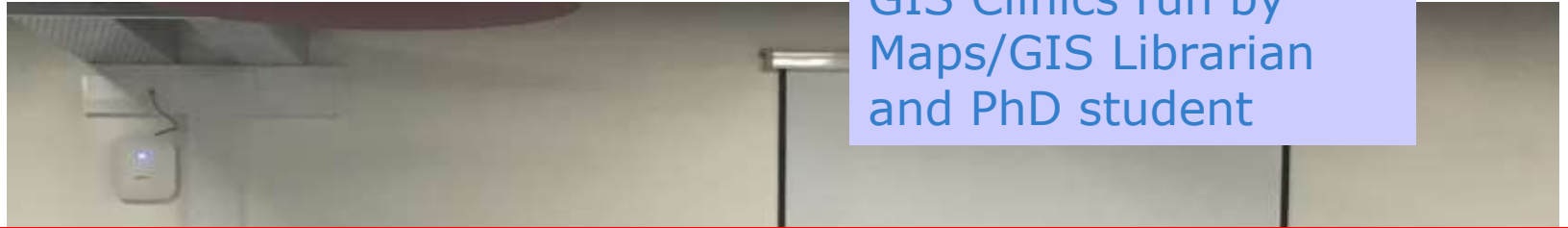
# Difficult Questions & Situations

- Anxiety in a new area and/or area that can be contentious (e.g. bibliometrics)
- Try to anticipate challenging questions
  - The Challenge of Open Access in the Humanities
- Explain at the start that this is a new service the library is developing and that their questions and feedback will assist in its development
- Get back to them with answers to their questions
- Regard the service as a joint journey with the researcher – they are learning also
- Have a helper – even to assist with slower learners / different levels
- Understand that this is your area of expertise (even if you are still developing it) – just as the researcher's discipline is their area of expertise – don't underestimate yourself



# Delivering Expertise – Clinics & Consultations

GIS Clinics run by  
Maps/GIS Librarian  
and PhD student



## Bibliometrics: Introduction

Search this Guide

Search

All about bibliometrics, and how you can make your research output more visible.

Introduction

Sources for Tracking Citations

Journal Impact

Metrics for your CV

Your Researcher Profile

School Impact / Quality Review

University Rankings

Altmetrics

Support and Training

### MyRI Online Tutorial

- MyRI

This interactive online tutorial is a

### What is Bibliometrics?

Bibliometrics is the quantitative analysis of publications. It can help you to make decisions about where to publish your research and to get information about the

### One-to-one Support

Book a Consultation



# Delivering Expertise – Use an Expert

Academic member of the Research Ethics Committee running a session on Research Ethics

Director of the National Folklore Collection gives workshops on Interviewing for an Oral History / Folklore Project

Such sessions are organised by the Library and offered as part of the Library's Programme



# Delivering Expertise – Use an Expert

- Seminars / information sessions; include:
  - Research “champions”
  - Research managers / administrators
    - Joint sessions with Research Office on applying for a grant
  - Other campus service providers e.g. IT Services
    - Joint sessions on managing your research data



# Delivering Expertise – Partnerships with Researchers

A		B		C		D		E		
Collection Identifier										
/ Refer		I		J		K		L		M
collOrig		N		O		P		Q		Name 2
oiPlace		Role for Name 2		Name 3		Role for Name 3		Subject / Keywords		Other notes
		[add manually]		[add manually]		[add manually]		[add manually]		collectionNotes
										[add manually]

- Metadata template. Metadata Librarian:
  - Tailors generic template (available on LibGuide - <https://libguides.ucd.ie/digitisation/organising>) to requirements of the specific project
    - (Harbours Research Group)
  - Instructs researcher on how to fill it in
  - Reviews after 2 weeks

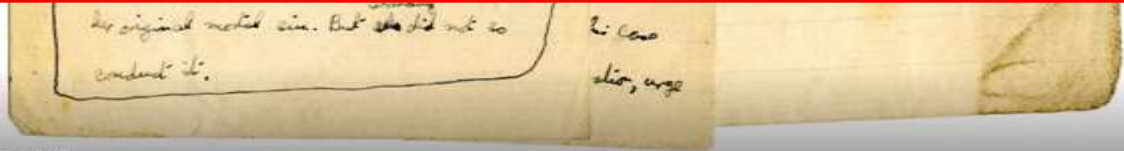


# “...and now the shells fall thick and fast”

Google Arts & Culture  
– free online  
exhibition platform



Itemid	title/en	filespec	filetype	order	customtext:collection	description/en	creator#1	creator#2
ucdlb:45827	Annals of Loreto Convent, St Stephen's Green, 25-26 April 1916.	co123_00002_00018.tif	image		Loreto the Green, and 1916	The Sisters got food supplies delivered via the back entrance to the Convent. The annalist described 'the dead bodies of Sinn Féiners' lying in the trenches.	Loreto Sister annalist (name unknown)	
ucdlb:45828	Annals of Loreto Convent, St Stephen's Green, 27-28 April 1916.	co123_00002_00019.tif	image		Loreto the Green, and 1916	The annals record that machine guns and cannonading can be heard. The Superior of the de la Salle brothers called to see if the Sisters could spare a few loaves of bread.	Loreto Sister annalist (name unknown)	
ucdlb:45829	Annals of Loreto Convent, St Stephen's Green, 28-30 April 1916.	co123_00002_00020.tif	image		Loreto the Green, and 1916	The annalist records that a stray bullet came through an upper window and landed on the bed of one of the Sisters.	Loreto Sister annalist (name unknown)	
ucdlb:45830	Annals of Loreto Convent, St Stephen's Green, 30 April and 1 May 1916.	co123_00002_00021.tif	image		Loreto the Green, and 1916	The annalist records that they could see a white flag, hoisted over the College of Surgeons.	Loreto Sister annalist (name unknown)	
ucdlb:LOR:005	Two-page typed letter from Mother Michael Corcoran, Loreto Abbey, Rathfarnham, to Fr. Ryan S.J., 14 May 1916.	co123_00003.tif	image		Loreto the Green, and 1916	Two-page typed letter from Mother Michael Corcoran, Loreto Abbey, Rathfarnham, to a priest, 14 May 1916. It recounts the experiences of the Loreto Sisters during the Easter Rising, 1916.	Mother Michael Corcoran (BVM)	
ucdlb:45835	1916 military permit, allowing travel	co123_00004_00001.tif	image		Loreto the Green, and 1916	Official pass, issued to the Superior, Mother Michael Corcoran, to allow her to travel between Loreto Abbey, Rathfarnham, and Loreto College, St Stephen's Green.	Office of the Assistant Provost	



“It is a good form of outreach, as it is widely accessible - a kind of 'democratic' form of dissemination of research knowledge.”

# Training vs Consultations vs Partnerships

- Training vs Consultation
  - Level of knowledge
  - Complexity of tool / query
  - How much time the researcher has
  - How often they need to use it
  - How much time you have
- Partnerships with researchers
  - Length of work
  - Easy to train
    - Metadata template – for digitisation project



# Integration / Embedding

- Research lifecycle (with Research Office)



Delivery at point of information need

- Funding applications' process
- PhD lifecycle (with Graduate Studies)



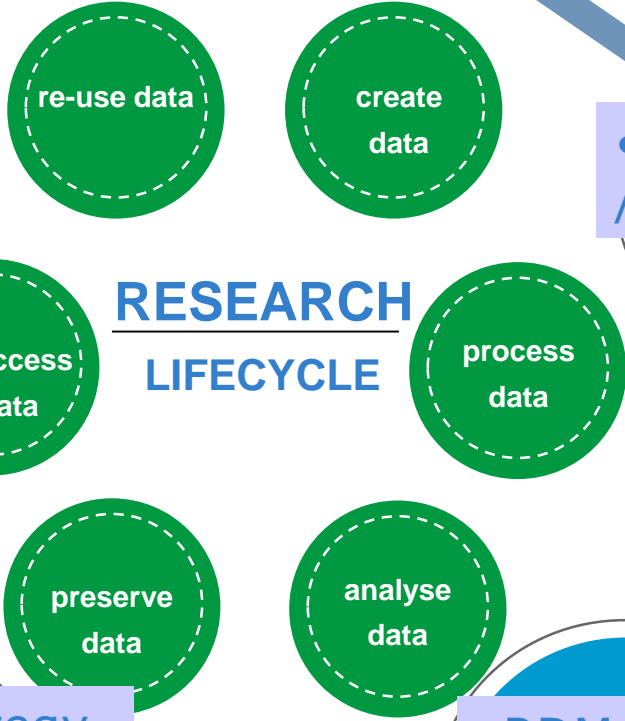
**BEFORE**  
**PRE-AWARD**

- Discover data, literature, systematic reviews

**DURING**  
**POST-AWARD**

- Data visualisation / GIS

**RESEARCH**  
**LIFECYCLE**



- Communicating / Social media
- Measuring / monitoring impact
- Altmetrics

**AFTER**  
**POST-PROJECT**

- Publishing strategy
- Open Access
- Data

- RDM
- Reference management



# Bringing Services Together

## Support for Research Funding Applications

- Pre-Award
  - Data Management Plans
  - Metrics
- Post-Award
  - Open Access compliance
  - Increasing impact
    - Research Repository UCD
    - Geographic Information Systems
    - Bibliometrics and social media



**Library Services for Researchers**  
**LIBRARY SERVICES TO SUPPORT RESEARCH FUNDING APPLICATIONS**

UCD Library, in co-operation with UCD Research and other campus units, offers services to support research funding applications and increase their competitiveness. For assistance with any of the services outlined below, please contact the relevant people listed overleaf.

**Pre-Award**

**Data Management Plans**  
Increasingly funding organisations require that research data management is addressed in grant applications. They may additionally require that a Data Management Plan be submitted as part of an application or during a research project (e.g. Horizon 2020 and some HRB applications).

**Metrics**  
Strengthen your application with the inclusion of metrics such as:

- Citation counts
- Field-weighted citation impact
- H-index
- Journal metrics (e.g. Journal Impact Factor)
- Collaboration information
- Benchmarking against peer institutions

**Digital Collections & UCD Digital Library**  
UCD Library can provide sustainable technical infrastructure, data curation and other related services (e.g. metadata templates) to ensure long-term archiving of digital cultural-heritage resources through the UCD Digital Library: [digital.ucd.ie](http://digital.ucd.ie). This is a Trusted Digital Repository, certified by the Data Seal of Approval. Discuss your possible requirements at pre-award stage.

**Post-Award**

**Open Access Compliance**  
The vast majority of funders require deposit of your research publications into an Open Access repository, such as a relevant disciplinary repository or Research Repository UCD: [researchrepository.ucd.ie](http://researchrepository.ucd.ie). Additional information



Work with UCD Research (Research Office)

# Materials

- Make materials available
  - especially afterwards
    - Presentations
    - Step-by-step instructions
    - Information sheets
    - Filmed sessions
    - Via LibGuides

Research Data Management: Love Data Week 2018

Bringing together University resources and services to facilitate researchers in the production of high quality data.

Introduction | What are Research Data? | Why Manage Research Data? | Data Management Checklist and Plans | Ethical Issues | Rights and Licensing

File Management | File Formats, Data Storage and Security | Documentation and Metadata | Citing Data | Data Sharing: Externally and Internally

Funders' Requirements | Open Research Data in Horizon 2020 | Tools | Books in UCD Library | Support & Training | **Love Data Week 2018**

Professor Bettina Migge, School of Languages, Cultures & Linguistics

Love Data Week 2018 - UCD "Data Storie... Watch later Share

Data in Linguistics

Love Data Week 2018 took place between Monday 12th and Friday 16th February 2018. Similar to Open Access Week, the purpose of the Love Data Week (LDW) event is to raise awareness and build a community to engage on topics related to research data management, sharing, preservation, reuse, and library-based research data services.

During Love Data Week 2018 UCD Library hosted two very successful events. The theme of this year's Love Data Week was Data Stories so UCD Library



# Raising Awareness / PR

- Challenge – why would I use this service? Why is the Library providing this service?
  - “I honestly did not know about open access until this survey”
- Academics talking about a service and its benefits
  - My Open Access Story (and why I use the Institutional Repository to increase the visibility of my research) - <https://libguides.ucd.ie/openaccess/openaccessstory>
- Collaboration with a School - Mapping UCD Research competition
  - Why mapping data is of relevance to any researcher using geographical locations
    - [Global city lights and diseases of urbanisation](#)
- International examples
  - [Digital Earth Africa](#) – to build a platform for accessing and analysing decades of satellite imagery specific to Africa's land and seas
  - [Paywall – the Business of Scholarship](#) (film)



Flyers and bookmarks

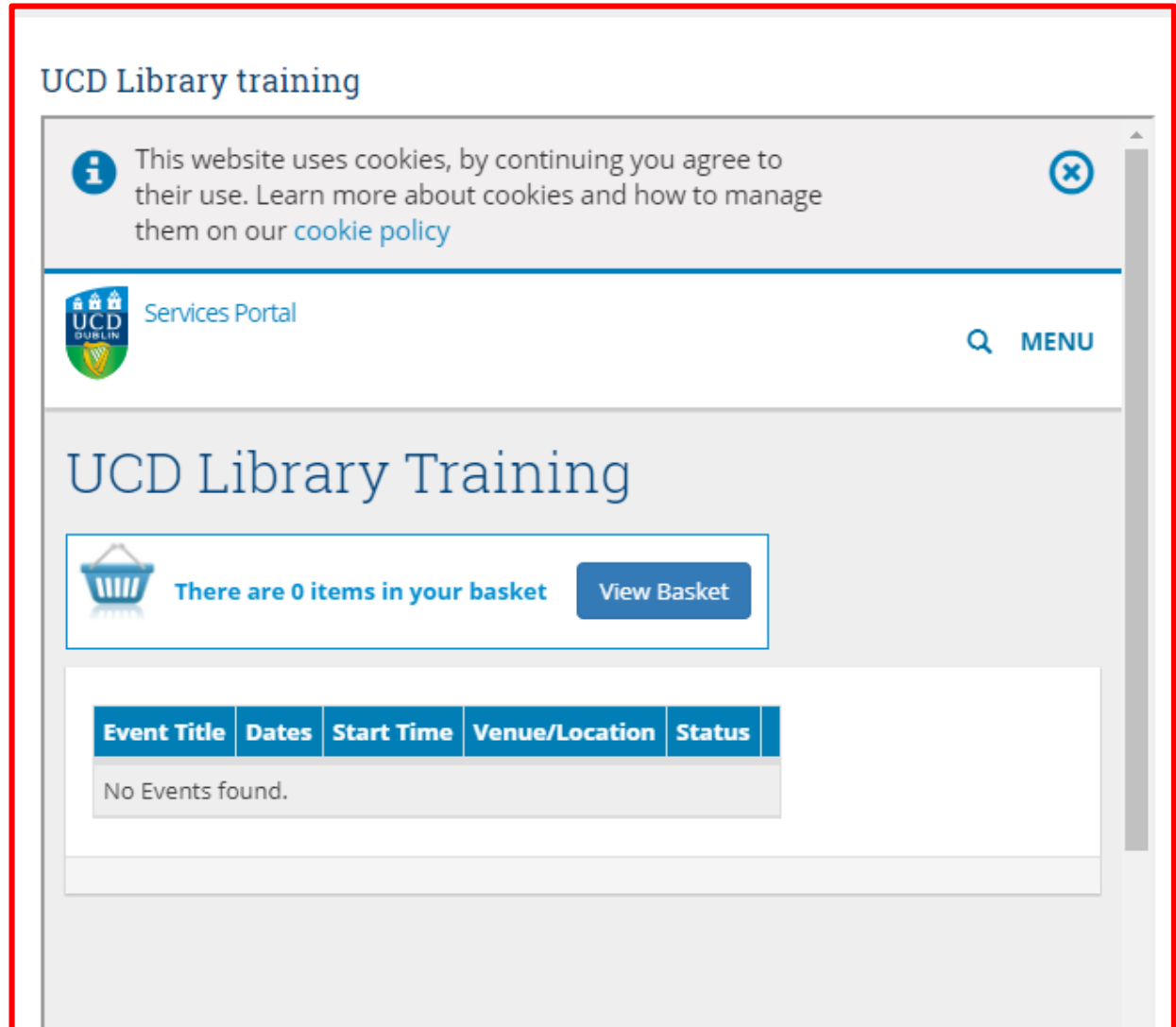
# Political Dimension

- Services to help promote University or Academic Department
  - Anniversary e.g. Belfield50
    - Timeline of events using TimelineJS – [UCD draft timeline](#)
- The library as curator of institutional identity: possible partners are Archives, President's Office
  - Official Publications
    - [UCD News](#), President's Reports, Statutes, Calendar, exam papers etc.
      - Helps to demonstrate Library expertise in creating accessible, visible and curated digital collections
- Publicise your training programme to directors and senior managers as well as those you are directly targeting




# Publicising

- Programme available from UCD's central training webpage
- With link from Library's homepage




UCD Library training

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 Services Portal Q MENU

## UCD Library Training

 There are 0 items in your basket [View Basket](#)

Event Title	Dates	Start Time	Venue/Location	Status
No Events found.				



- Email – via UCD central system
  - Include a meaningful subject line (or your email may not be opened), e.g.
    - *PRESENTATION - Preserving Your Digital Memories*
    - *Uncertain Where to Share Your Research Legally? Attend Our Open Access Q&A Session*
    - *WORKSHOP - Visualise your data on a map : how to create a map with Scribble Maps*
    - *WORKSHOP - Writing a Data Management Plan (DMP) for your PhD*
    - *WORKSHOP - Smart Ways of Searching Google, Google Scholar and Other Academic Search Engines*
    - *PRESENTATION - Increase the Impact of Your Research by Uploading to Research Repository UCD*
      - Include senior University management – not just researchers

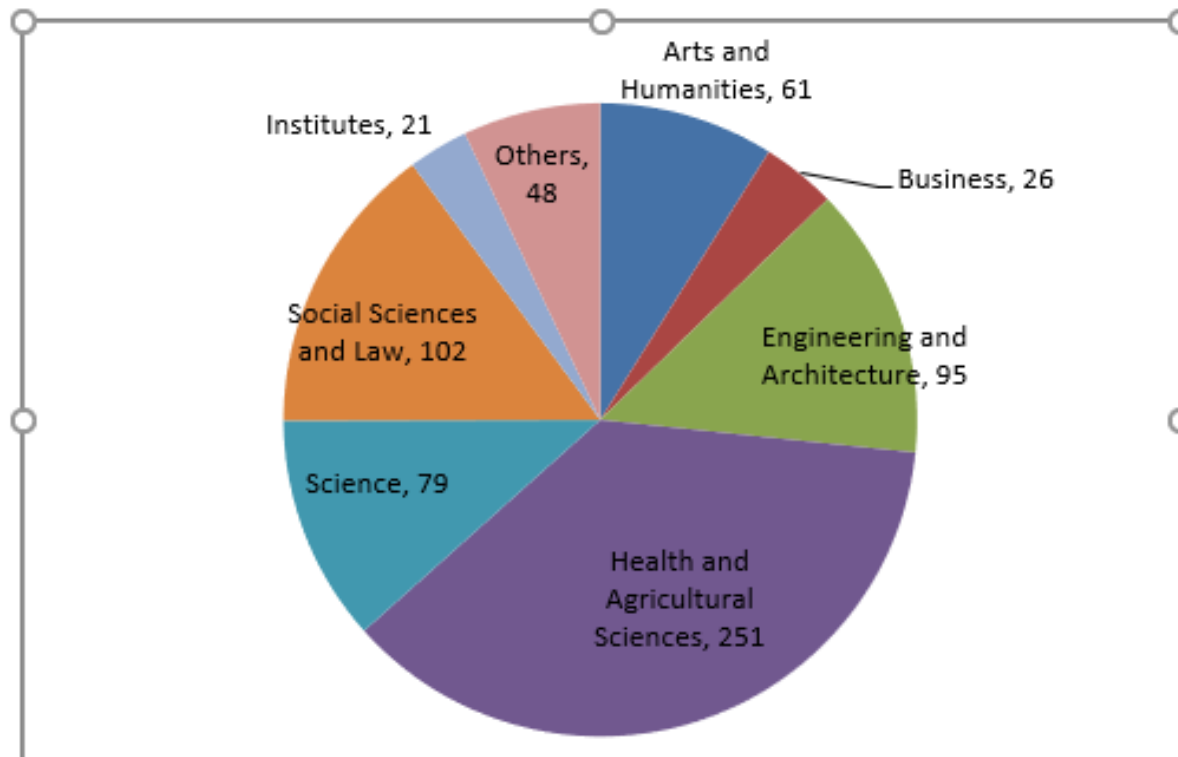
- Flyer – for Liaison Librarians to use when communicating with Schools



# Gathering Statistics And Feedback

- Count registrations and attendees
  - By level (PhD students account for 50% of attendees; academic staff – 30%; support staff – 20%)
  - By discipline:

ALL Workshops - Attendance by College



- Use feedback forms at the end of the session
  - Positives
  - Overall rating (1 to 10)
  - Suggestions for improvement
  - What will I do differently as a result of taking this class
  - Suggestions for additional training



- Google cheat sheet excellent, I could add my own notes to it.
- Best value for time spent training programme I've been to in UCD – thank you!
- Very useful workshop – covered all the main areas on selecting journals in which to publish and improving the discoverability of your work to enhance citation.
- Very informative for me as I was unaware of many of the social media platforms that are available.
- I really liked the idea that thinking about data caring would produce clearer research.
- It was very positive to have the first NVivo workshop in the transferable skills programme – well done for the initiative
- I will definitely be using scribble maps for future map making
- Extremely clear handout – I was able to work through making a google map at my own pace
- Assistants at hand to troubleshoot – very helpful
- The free GIS clinic is an excellent idea

## Capture Queries

# Queries

Advanced modelling for predicting landslides

Identifying liver fluke infection in cattle by location

Sludge management. Putting locations of licenced sludge facilities on a map, together with soil & elevation data

International trade costs. Origin and destination of food products and price at each point

Visualising diseases by region. Showing hospitals on maps and which regions patients are from who attend these hospitals

Mapping two versions of the Aisling prayer



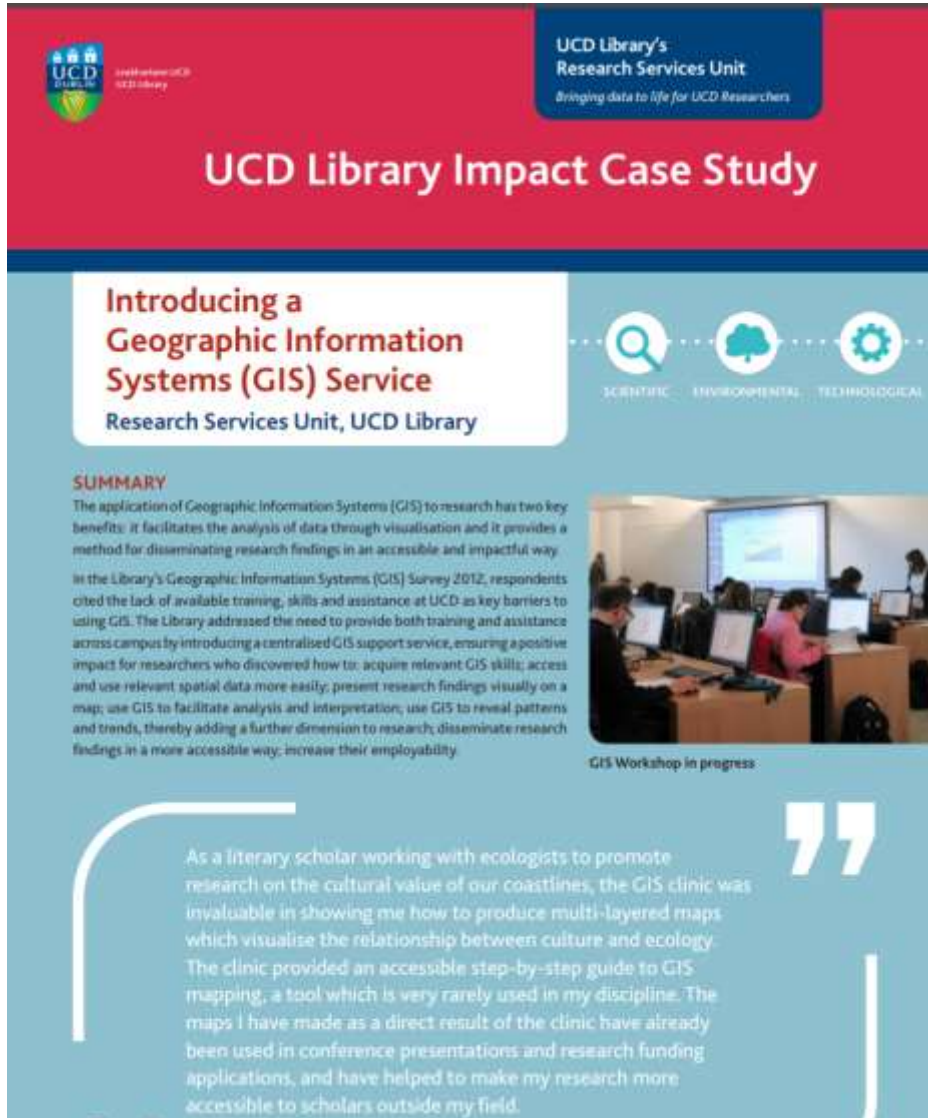
# Look for Testimonials – Demonstrate Value and Impact

“As a literary scholar working with ecologists to promote research on the cultural value of our coastlines, the [Library’s] GIS clinic was invaluable in showing me how to produce multi-layered maps which visualise the relationship between culture and ecology. The clinic provided an accessible step-by-step guide to GIS mapping, a tool which is very rarely used in my discipline. The maps I have made as a direct result of the clinic have already been used in conference presentations and research funding applications, and have helped to make my research more accessible to scholars outside my field.”

(Prof. John Brannigan, School of English, Drama & Film)



# Reports and Impact Case Studies



The image shows the cover of a report titled "UCD Library Impact Case Study". At the top left is the UCD Dublin logo. At the top right, it says "UCD Library's Research Services Unit" with the tagline "Bringing data to life for UCD Researchers". The main title "UCD Library Impact Case Study" is in large white text on a red background. Below this, the subtitle "Introducing a Geographic Information Systems (GIS) Service" is in red and black text, followed by "Research Services Unit, UCD Library". To the right of the subtitle are three icons: a magnifying glass labeled "SCIENTIFIC", a tree labeled "ENVIRONMENTAL", and a gear labeled "TECHNOLOGICAL". Below the icons is a photograph of a workshop with people at computers, captioned "GIS Workshop in progress". A "SUMMARY" section follows, describing the benefits of GIS for research and the library's response to a 2012 survey. At the bottom, a quote from a literary scholar is presented in a large, stylized font.

UCD Library's Research Services Unit  
Bringing data to life for UCD Researchers

## UCD Library Impact Case Study

### Introducing a Geographic Information Systems (GIS) Service

Research Services Unit, UCD Library

SCIENTIFIC ENVIRONMENTAL TECHNOLOGICAL

**SUMMARY**  
The application of Geographic Information Systems (GIS) to research has two key benefits: it facilitates the analysis of data through visualisation and it provides a method for disseminating research findings in an accessible and impactful way.

In the Library's Geographic Information Systems (GIS) Survey 2012, respondents cited the lack of available training, skills and assistance at UCD as key barriers to using GIS. The Library addressed the need to provide both training and assistance across campus by introducing a centralised GIS support service, ensuring a positive impact for researchers who discovered how to: acquire relevant GIS skills; access and use relevant spatial data more easily; present research findings visually on a map; use GIS to facilitate analysis and interpretation; use GIS to reveal patterns and trends, thereby adding a further dimension to research; disseminate research findings in a more accessible way; increase their employability.

GIS Workshop in progress

As a literary scholar working with ecologists to promote research on the cultural value of our coastlines, the GIS clinic was invaluable in showing me how to produce multi-layered maps which visualize the relationship between culture and ecology. The clinic provided an accessible step-by-step guide to GIS mapping, a tool which is very rarely used in my discipline. The maps I have made as a direct result of the clinic have already been used in conference presentations and research funding applications, and have helped to make my research more accessible to scholars outside my field.

Participants were contacted at the end of the semester and asked:

- How was attendance at the workshop of value to you?
- How did using GIS benefit or add value to your research?

Brings to life the relevance of the service; helps to promote it

# Regular Internal Reviews

- Review meeting at the end of each semester
  - Feedback forms
    - Suggestions
    - New courses
    - New delivery mechanisms
- Discussion
  - What works, what doesn't work, what we need
    - Clinics
    - No shows
    - Booking system
    - Location
    - Requests for online / filmed sessions for those who cannot attend



# Challenges: Integrating and Mainstreaming

- To what degree should others (e.g. Liaison / Subject Librarians) provide some level of research support?
  - Reassuring boundaries
  - Increase degree of mainstreaming
- How can we work towards providing / embedding services at the point of need in a researcher's workflow?
- How do we partner with others e.g. Graduate Studies, Research Office?
  - E-theses publishing module (including copyright, data management etc.)
- How can services be designed and delivered campus-wide?
  - Reduce fragmentation and silos



Agreement re respective roles, responsibilities and service levels; who to go to for what; ownership issues

# Challenges: Managing Expectations

- What we can and cannot do
- What we expect you to do
- Moving into new areas (e.g. digital tools) where no dedicated staff
- Understanding & meeting user expectations



# Outline of Respective Responsibilities – Google Arts & Culture Online Exhibition

## Create a Google Online Exhibition

Digital objects and metadata are loaded to the Google platform.  
Using a storyboard an online exhibit is then created out of these.

# 1

### Discussions with UCD Library

#### YOU

- Contact [suhrmach@ucd.ie](mailto:suhrmach@ucd.ie) with your exhibition idea
- Understand your required contributions
- Sign the exhibitor agreement if proceeding

#### LIBRARY

- Arranges discussion meeting
- Outlines storyboard, digital file, metadata & rights needs
- Decides if the exhibit should proceed and the timeline

# 2

### Selection of the items

#### YOU

- Select digital items including any audio tracks
- Load any video required to YouTube
- Ensure rights issues are addressed
- Provide required metadata for each digital object

#### LIBRARY

- Receives digital files and metadata
- Liaises with you on any issues regarding these
- Loads digital files and metadata to Google platform
- Puts your selection of items into a separate set

# 3

### Storyboarding the exhibition

#### YOU

- Develop initial ideas into a detailed 10-30 slide exhibit
- Include exact text required on each slide
- Include short image required on each slide & filename
- Indicate where video and audio should be included

#### LIBRARY

- Provides example storyboard
- Fields any queries as the storyboard is developed
- Reviews submitted storyboard
- Arranges discussion of any issues with the storyboards

# 4

### Creation of the online exhibition

#### YOU

- Provide interim feedback on the online exhibit
- Provide any additional digital objects and metadata if a need for additional material emerges during build
- Sign off the exhibition when it is acceptable

#### LIBRARY

- Builds the online exhibition
- Arranges interim viewing and discussion
- Arranges final sign-off meeting
- Submits to Google for publication & liaise with them

# 5

### Hosting options and publicity plan

#### YOU

- View the final exhibition online
- Request the embed code if embedding elsewhere
- Agree with the Library a publicity strategy and who does what

#### LIBRARY

- Alerts curators when the exhibition is live
- Agrees with curator the publicity strategy
- Implements agreed Library actions for publicity



# Next Steps – With EIFL : co-creation of a training framework

- Draft training framework drawn up, following the research lifecycle – a collaboration with EIFL
- Need input and assistance from you for the next steps – this Saturday!
- Sign up now for one of the four groups:
  - **Group 1. Discover Publications and Manage References**
  - **Group 2. Publish / Scholarly Communications**
  - **Group 3. Manage Research Data, Dissemination and Visibility of Research**
  - **Group 4 Measuring Impact**
- And help us assess the relevance of training material!

