

**Yes! You're right!  
Now, how are you going to  
solve the problem?**



*Advancing Research, Entrepreneurship and Economic Development*

## Presenter

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# Overview

- What does being 'right' mean?
- Problem solving
- Scenarios
- Challenges/benefits in application

# What does it mean to be right?

1. In accordance with what is good, proper, or just: right conduct.
2. In conformity with fact, reason, truth, or some standard or principle; correct: the right solution; the right answer.
3. Correct in judgment, opinion, or action.
4. Fitting or appropriate; suitable; to say the right thing at the right time.
5. Most convenient, desirable, or favorable.
6. In a satisfactory state; in good order: to put things right.

What's so bad about being **RIGHT!**

# What does being right mean?

An example:

In 1910, firefighters in Snohomish county weren't allowed to use the same horse team to haul the water tank for two consecutive days in a row. In one instance, they tried to fight a fire carrying buckets of water because the only horse in the stable was used the day before. Eight people died because they couldn't get enough water fast enough.

# What does being right mean?

Another example:

A colleague from another institution contacts you regarding how long it is taking to get an invoice paid. Your policy states that you have 180 days to remit payment. You respond to your colleague with a link to your policy and remind them it's only been 160 days.

# What does being right mean?

- 2001 OMB – A 21, Clarification Memo regarding voluntary uncommitted cost sharing in proposals
- "In addition, most Federally-funded research programs should have some level of committed faculty (or senior researchers) effort, paid or unpaid by the Federal Government. This effort can be provided at any time within the fiscal year (summer months, academic year, or both). Such committed faculty effort shall not be excluded from the organized research base by declaring it to be voluntary uncommitted cost sharing. If a research program/research sponsored agreement shows no faculty (or senior researchers) effort, paid or unpaid by the Federal Government, an estimated amount must be computed by the university and included in the organized research base. However, some types of research programs, such as programs for equipment and instrumentation, doctoral dissertations, and student augmentation, do not require committed faculty effort, paid or unpaid by the Federal Government, and consequently would not be subject to such an adjustment."
- Ultimately, what is the minimum requirement?
  - A. The institution must have faculty commit effort paid or unpaid on federal research programs
  - B. The institution must account for all faculty effort on a federal research program that is not paid by the federal government
  - C. The institution must account for all faculty research effort dedicated to organized research
  - D. The institution must estimate unpaid salary on federal research projects for their F&A proposal when the faculty member does not commit effort in the project.
- What type of projects does this requirement apply to?
  - A. All Proposals submitted by institution?
  - B. All Federal Proposals?
  - C. All Federal Research Proposals except those that do not require committed faculty effort?
  - D. All Federal Research Awards except those that do not require committed faculty effort?
  - E. All Federal Research Awards
- Who does this requirement apply to?



# What does being right mean?

- How are these situations alike?
- Is there only one 'right' answer?





# Costs of Being Right?

- Alienate others
  - ✓ If I can do this, why can't you?
  - ✓ If I see this so clearly, why can't you?
- Impacts on self patience & listening
  - ✓ Ability to see the opportunities and relevance of the differing opinion?
  - ✓ Can two viewpoints conform to one truth?
- Financial impact
  - ✓ We've always done it this way

# Problem Solving

What is a problem?

- Any question or matter involving doubt, uncertainty, or difficulty.
- A question proposed for solution or discussion.
- Difficult to train or guide; unruly:
- Dealing with choices of action difficult either for an individual or for society at large.

# Problem Solving

Problem solving is a cognitive process –  
engage the brain!



# Scenarios

Real life examples!



# Challenges in Application

- Culture isn't supported at your institution
- Workload
- Minimal/narrow experience
- Hard to be different
- Innate or learned skill set?



# Benefits of Application

- Add value
- Support the mission of the institution – a.k.a. it's your job
- Expand experience and knowledge base
- Build relationships
- Enhance professional reputation
- It's the 'right' thing to do!

## Summary

- There is more than one definition of ‘right’
- Don’t let ego get in the way
- Accuracy of facts is important – distill the information!
- Answer/solution should be applicable to the problem/situation
- What is the ‘best’ answer/solution for problem you are trying to solve?

# Questions





**Thank you for attending**

