

*Bethune College Presents*  
**Professor Buy-in**

An introductory review



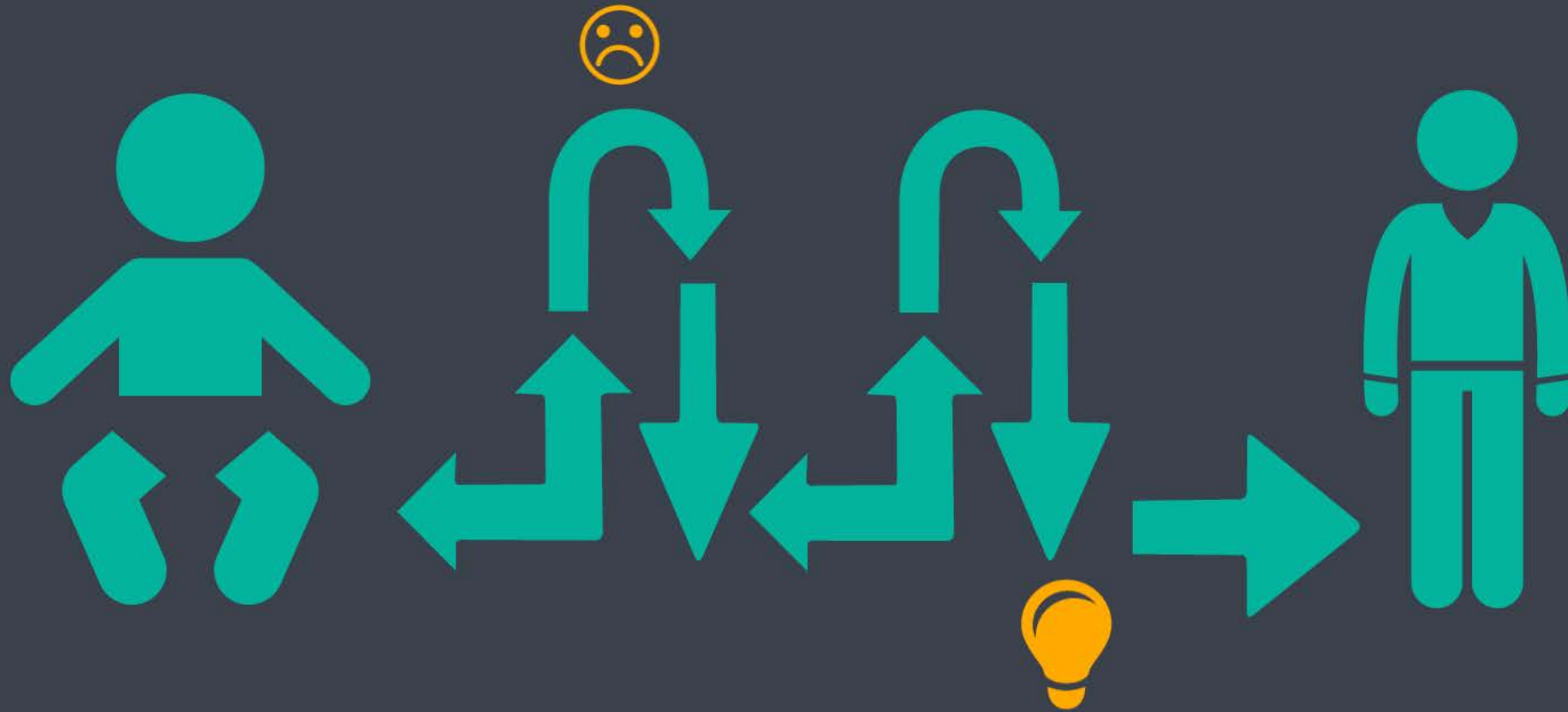
**Created by: Gabi Simchovich**

# What we will cover



- Introductions
- The Tips
- The Details
- The Mindset

# *A bit about me*



# Unlocking potential



1. How do YOU envision your relationship
2. How do YOU learn
3. Next steps

# *Preliminary Case Study*



# Solving the puzzle of professor buy-in

## 1. First impressions

The first steps

## 3. Presenting requests

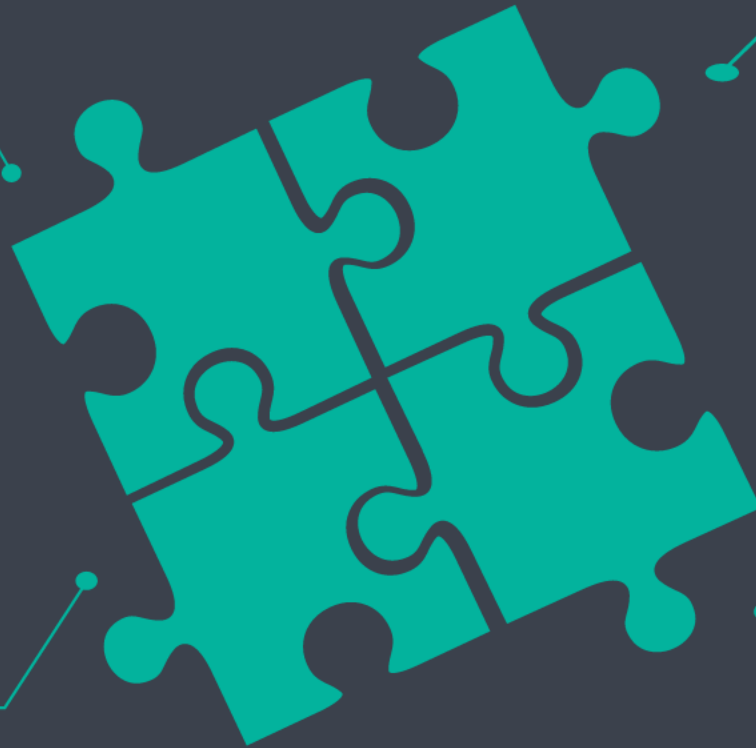
More important than you may think

## 2. Your relationship

And how to build it

## 4. Smile!

Keys and thanks



# The basics



## First Impressions

1

Introductions

2

"Smile and wave"



## The relationship

1

How to  
build it

2

Case  
study



## How to ask

1

Its more important than  
what you ask for

2

The  
how



# The how

## 5 guiding principles

1. The preliminary analysis
2. Establish common need
3. Always have a solution ready
4. Benjamin Franklin and Praise
5. Practice





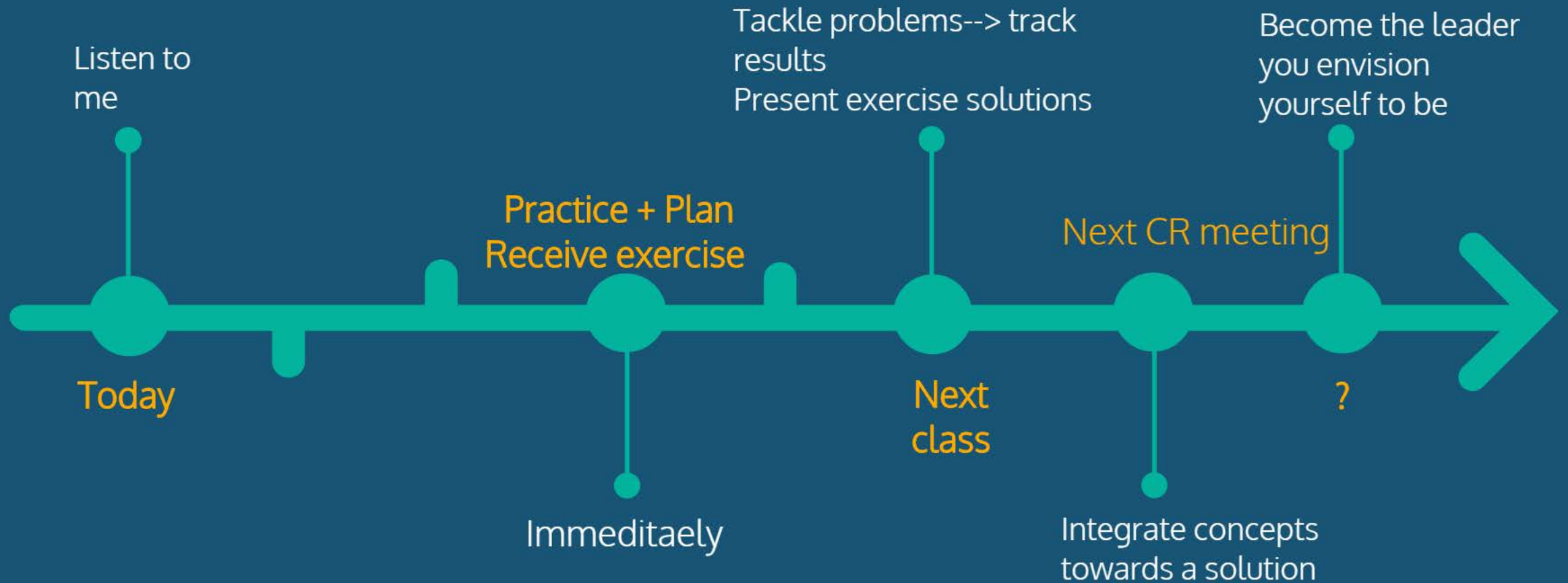
**The mindset:**  
**1. Rejection**  
**2. Envisionment**



# Application Case Study



# Your Timeline





**THANK YOU**