

## **Research Interest Guide**

*\*\*For individuals/groups who are interested in Discovery Park's research capabilities, we will always try to identify a faculty member, staff member, or graduate student who can assist with tours and discuss research areas of common interest. On rare occasions, staff might be asked to do the opening session or even accompany the tour to provide general information to complement specific research knowledge.*

- I. Introduce yourself to the group leader or members  
Offer the DP Engagement card as well as your own
- II. Welcome group to Discovery Park/Thank them for coming
- III. Confirm the purpose of their visit and ask about time schedule
- IV. Explain the overall tour plan
  - A. Who will speak; will you show a video; who will be on the tour; are other faculty meetings arranged
  - B. How long will you take
  - C. Encourage questions--describe yourself as a facilitator
- V. Show introductory video and/or discuss one page handout briefly  
-Use the key talking points
- VI. Collaborative nature of Discovery Park--Handout the case studies
  - A. Stress Discovery Park as leveraging the power of Purdue--reaching across the campus and to the Purdue Research Park
  - B. Discovery Park is agile, flexible, and responsive
  - C. Focuses on bringing together interdisciplinary expertise to attack huge societal problems--\$54 million in sponsored funding in 2006
  - D. Numerous international partnerships
- VII. Handout facilities brochure--Explain that laboratories and equipment in Bindley and Birck are described
- VIII. Tour Facilities--if accompanying someone, use an opportunity to insert references to other center activities and programs and to help with questions  
-Send questions to Valerie Lawless for FAQ sheet and answer.
- IX. Thank individual/group and thank the tour guide
- X. Contact Beth who will e-mail them for feedback on their experience