

# **GAINING INSTITUTIONAL SUPPORT FOR CAA**

**Andy Wilson**



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Key decisions about the use of CAA within your institution will be made by senior managers who may have little understanding of the underlying issues. Your access to these people may be limited.

This session will consider the barriers to gaining institutional support and the strategies and skills that you can use to overcome them. It will consider such issues as:

- senior managers' perspectives and how to influence them
- building your reputation
- committee papers and how to write them

The session will be participative and will ask you to share your own experiences.