

YOU, ME, and the VC

Exploring the relationship between the Vice-Chancellor and the Director of Development

Key findings from a recent Graham-Pelton survey to VCs and DoDs in the United Kingdom

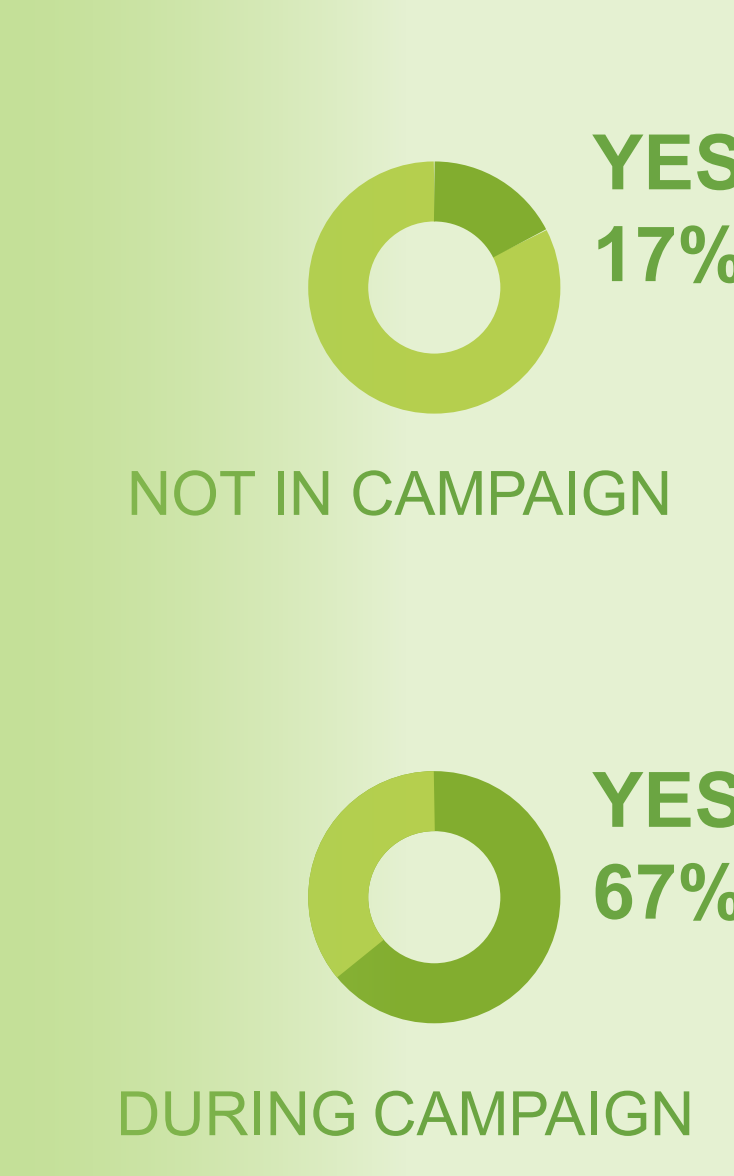
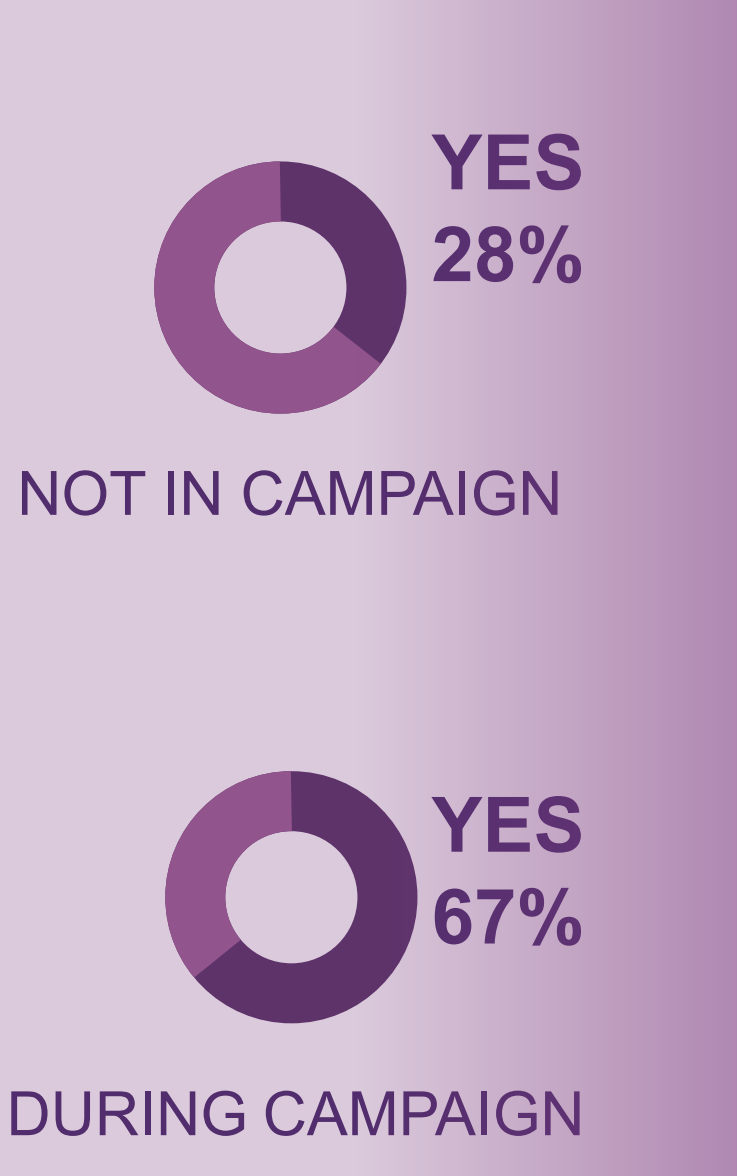


THE DIRECTOR OF DEVELOPMENT

THE VICE-CHANCELLOR

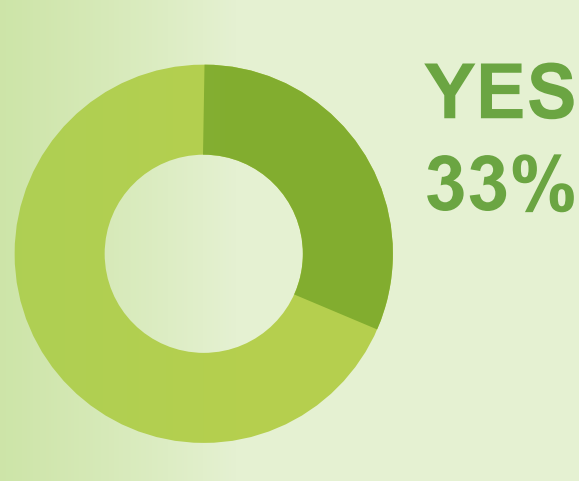
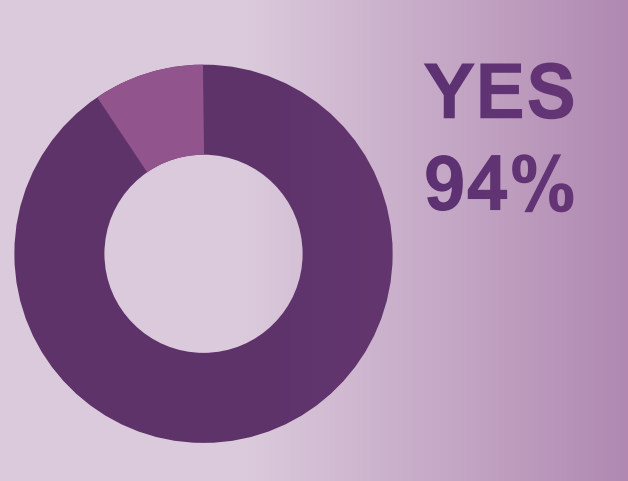
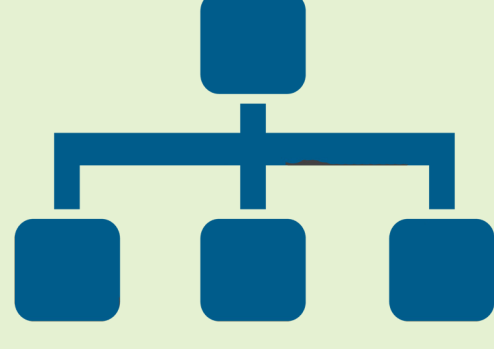


SHOULD THE VC SPEND 20% OR MORE OF TIME ON DEVELOPMENT EFFORTS?



DoDs and VCs agree that about two-thirds of a VC's time should be spent on development activities during an active campaign.

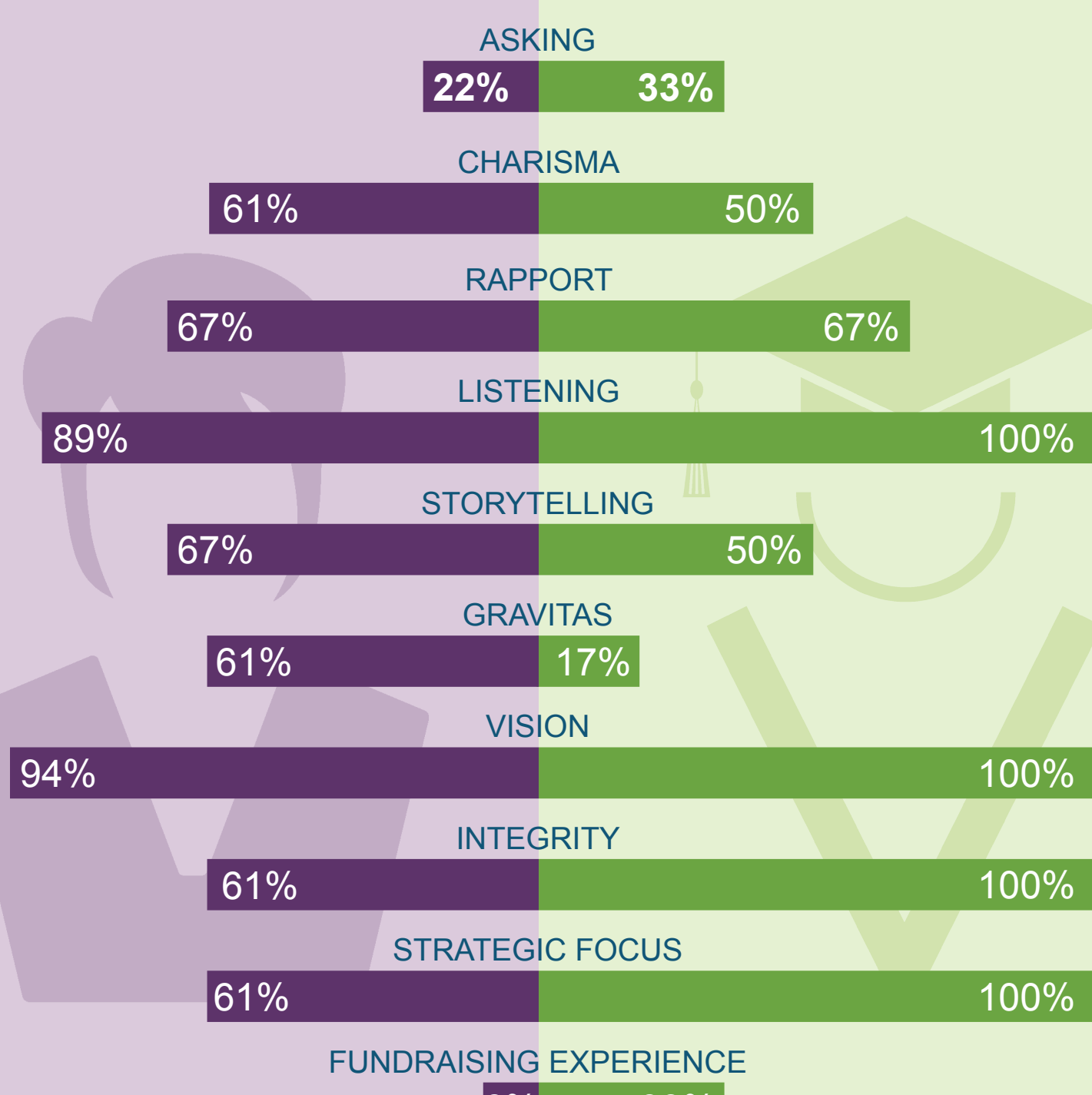
SHOULD THE DoD BE PART OF THE SENIOR MANAGEMENT TEAM?



There is a stark difference of opinion concerning whether the DoD should be part of the management team.



WHAT ARE THE MOST IMPORTANT QUALITIES A VC NEEDS FOR FUNDRAISING?



Interestingly, neither DoDs nor VCs consider "asking" and "fundraising experience" to be particularly important qualities of a VC.

WHAT ARE THE 3 BEST WAYS THE DoD/DEVELOPMENT TEAM CAN SUPPORT A VC?



ACCORDING TO THE DoD...

ACCORDING TO THE VC...

- | | | |
|---------------------------------------|---|--|
| PROSPECT BRIEFINGS | 1 | SENSITIVITY CHECKS ON INDIVIDUAL PROSPECTS |
| PAVING THE WAY FOR AN ASK | 2 | CULTIVATION PLANS |
| PROVIDING GUIDANCE ON RISK AND ETHICS | 3 | PROSPECT BRIEFINGS |

DoDs and VCs agree that Prospect Briefings are one of the top three ways the Development team can support a VC.