



Institutional International Partnerships

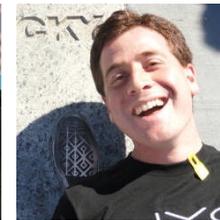
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What Does a Partnership Look Like?

- Student and Faculty Exchanges
- Joint and Double Degree Programs
- Collaborative Research
- Faculty Development Activities (workshops, conferences)
- Administrative/Staff Exchanges
- Branch Campuses
- Networks and Consortia



What Partnerships Can Do

- Enhance student learning and mobility
- Build curriculum and diversify course content
- Provide international learning experiences for all students
- Develop the international capacity of faculty and staff
- Advance research by connecting institutions and scholars
- Connect institutions to key parts of the world
- Support international ties/interests of surrounding community



What Partnerships Can Do

- Generate revenue through tuition and grants
- Build institutional capacity
- Promote the overall mission of the institution, enhance global reputation
- Tackle pressing global issues of health, education, economic development, energy, social justice, etc.
- Pursue public diplomacy and other national priorities



Model Comprehensive Partnership IUPUI/USA – MOI/Kenya

Grew from small student exchange in 1989 to:

- 2 hospitals, 40+ clinics, 12 farms, craft workshop, orphanages, food distribution center
- Treating 100,000 HIV/AIDS patients a year
- Exchanging 20 faculty and 30 students annually
- Projects in Education, Social Work, Liberal Arts, Law, Informatics, Engineering, Business, Nursing, Dentistry, Public Health, Tourism, Physical Education, Science, Water Management, Art, Journalism.
- Engagement of over 100 community organizations in Indiana and Kenya
- Over \$100 million in grants

<http://international.iupui.edu/kenya/>



Developing an Institutional Approach to Partnerships

Developing institutional partnerships encompasses such elements as:

- Taking stock of existing affiliations
- Establishing a partnership approval process
- Articulating overall partnership goals and strategies
- Spreading a culture of partnerships
- Developing policies, procedures, and organizational structures for initiating, managing, reviewing, revising, terminating partnerships
- Providing baseline financial and other support
- Pursuing effective practices for initiating and sustaining partnerships over time
- Drafting well-crafted Memorandum of Understanding



Typical Steps to Developing a Partnership

1) Develop Strategy

- *Identify priority regions, disciplines, institutional interest*

Key questions:

- What partnership activities are feasible for my institution
- What are my top 3 partnership goals?
- What could my institution offer a partner?

2) Identify Potential Partners

- *Fact-finding trip, web research, faculty ties*

Key Questions:

- What are my top 3 criteria for a partner
- What type of financial commitment would this entail?
- Does the potential partner have similar or complementary areas of strength?



3) Face-to-Face Meetings

- *Discuss priorities, institutional challenges, opportunities*

Key Questions:

- Are the right faculty and decision makers available?
- Did you check the academic calendar?
- Who from your institution will go?

4) Initial MOU or MOA

-*formulate concrete activities, identify the players, specify outcomes*

Key Questions:

- What are our potential synergies?
- What is our timeframe?
- What do we generally agree to do?



5) Initial collaboration

-involves logistics, communication, follow through on both sides

Key Questions:

- How often will participants be in touch? And through what medium?
- What is each institution responsible for producing?
- Who pays for what?

6) Periodic Assessment

Key Questions:

- How do we evaluate success?
- Cost/benefit analysis



7) Partnership Expansion

-may require modifying agreement, involving new players

Key Questions:

- Who else should become involved?
- What are the next steps?
- How will we sustain funding?

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