

International Partnership Development

Dr. Craig E. Ullom

University of Medicine Mandalay

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International Relationships

“The focus of the university should not be location, location, location but **relation, relation, relation**. A central ingredient to strong international programs is the establishment of meaningful **relationships** based on common values and goals and a sense of trust between partners. In today’s globalized world. This reality has never been more important.”

-Dr. William Boshier, Dean of Education, VCU

International Partnerships

“ Bi-national (or multi-national) communities of higher education in which there is a **constant flow of people, ideas, and projects** back and forth, as well as the **development of new projects** and common goals.”



-IUPUI Office of International Affairs

What International Partnerships Are Being Asked to Do

Adapted from Sutton & Obst, IIE

- Develop **students** as global citizens
- Provide international learning experiences for marginalized students
- Develop international capacity of **faculty & staff**
- **Curriculum** building & course enhancement
- Advancing **research** through connections
- Address pressing **social issues**
- Enhance global **reputation**
- Generate **revenue**
- Practice public **diplomacy** & advance national priorities

Tenets of an International Partnership (IP)

- There is **no one model** for partnerships
- IPs should be **mutually beneficial**
- IPs should **leverage institutional strengths** that are complementary
- IPs take **time**, patience, and persistence
- Successful IPs: **1 + 1 = 3!**
- IP **terms** should be reduced to writing

-Adapted from Clare Banks, IIE CWTW

Level 1 Cluster: Transactional

- Resource sharing
- Virtual collaborative teaching
- Joint faculty research
- Jointly-sponsored programs & events
- Consortia



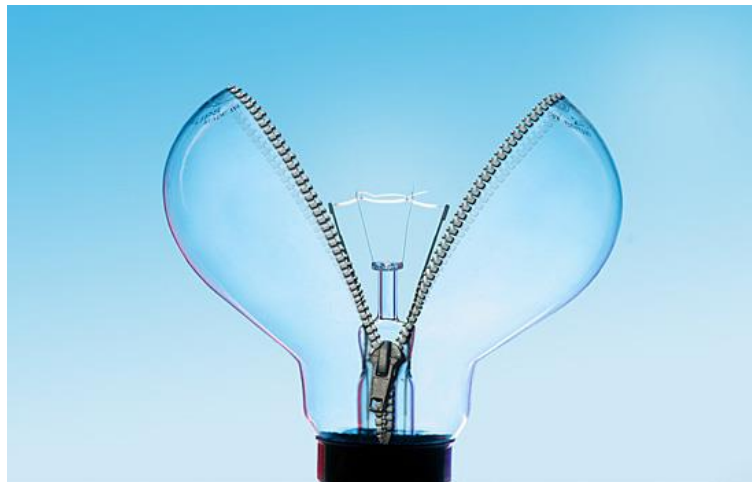
Level 2 Cluster: Student Focused



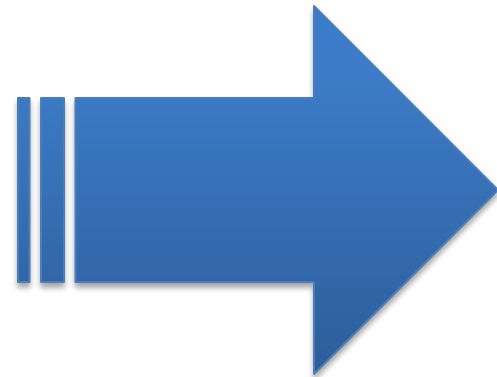
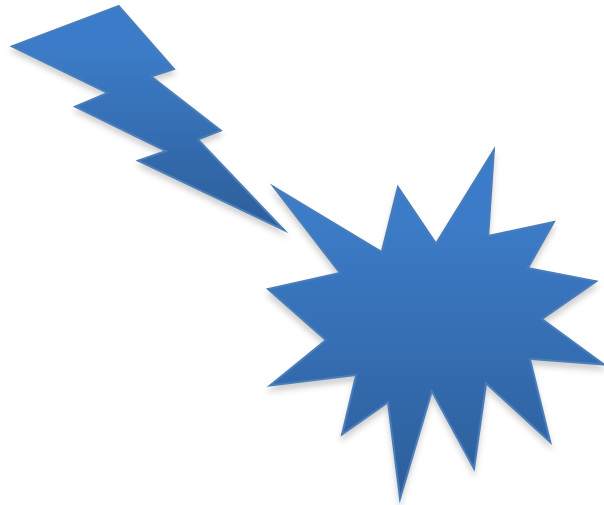
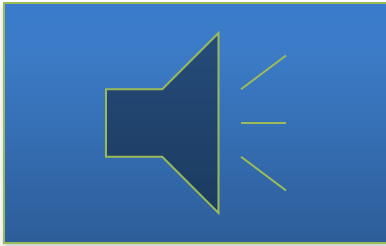
- International Service Learning
- Internships
- Sandwich programs: credit/non-credit/credit
- Student exchange

Level 3 Cluster: Transformational

- Faculty-led study abroad programs
- Faculty exchange programs
- International Dual Degree (2 institutions/2 degrees)
- International Joint Degree (2 institutions/1 degree)

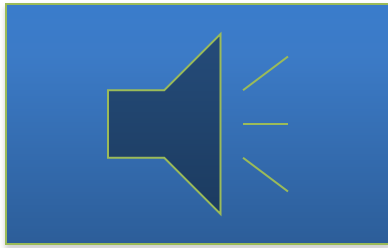


A Strategic Design Process

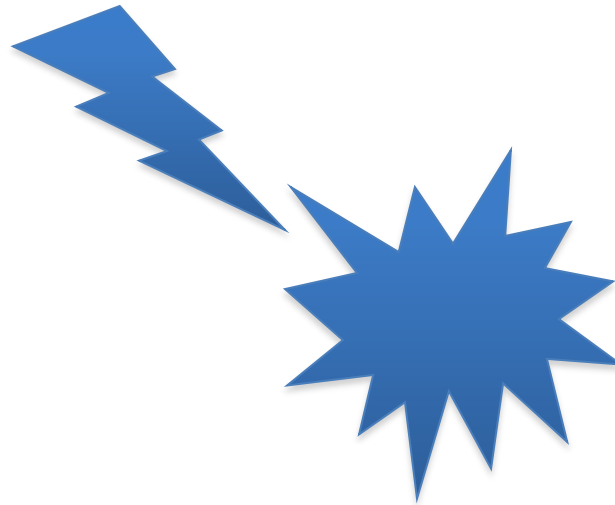


-Transforming Transitions, Craig Ullom

A Strategic Design Process

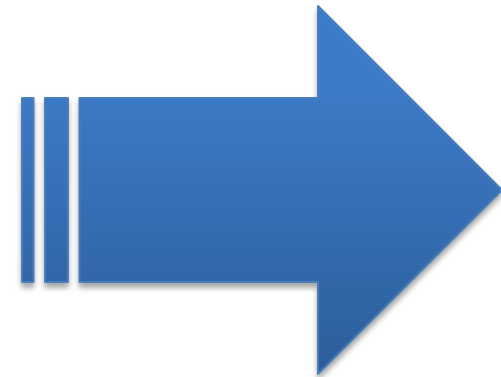


Amplify



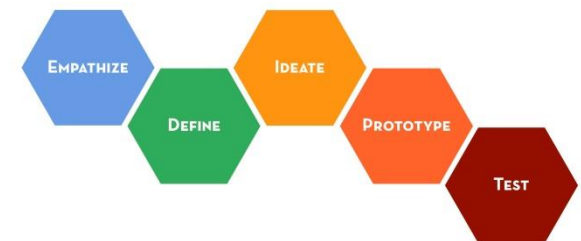
Activate

Advance



Design Thinking for Educators

- *Discovery*
 - I have a challenge- how do I approach it?
- *Interpretation*
 - I learned something- how do I interpret it?
- *Ideation*
 - I see an opportunity- what do I create?
- *Experimentation*
 - I have an idea- how do I build it?
- *Evolution*
 - I tried something- how do I evolve it?



-IDEO/ Stanford Design

Developing International Partnerships

- Assess
- Develop strategy
- Identify potential partners
- Conduct face to face exploratory meetings
- Develop MOA or MOU
- Collaborate
- Evaluate
- Expand

-IIE Network Handbook for International Educators, 2013

A Partnership Process

-EU-Asia Higher Education Platform



Creating Sustainable Academic Partnerships

Adapted from Evers & Lokhoff, EU-Asia Higher Education Platform

- Find a suitable partner
 - Deep knowledge
 - Respectfully critical
- Develop a shared vision
 - Communication & understanding
- Gain institutional commitment from all sides
 - Building investment & ownership
- Ensure longevity
 - Compatible & Complementary Commitment
 - Dissemination, Exchange, Resources

Successful Partnerships will:

- Be **focused** on clear goals
- Work with a deepened **understanding** of partners
- Commit **internal funding** to supplement grants
- Seek broad **support** from key stakeholders
- Build for the **long-term**
- Make decisions **collaboratively**
- Be **transparent** about resources, roles, decisions
- Operate with written **agreements**
- **Recognize & celebrate** stakeholders & outcomes

-Adapted from IIE Network Handbook for International Educators, 2013



Dr. Craig E. Ullom
craigullom@gmail.com
321-231-2951