



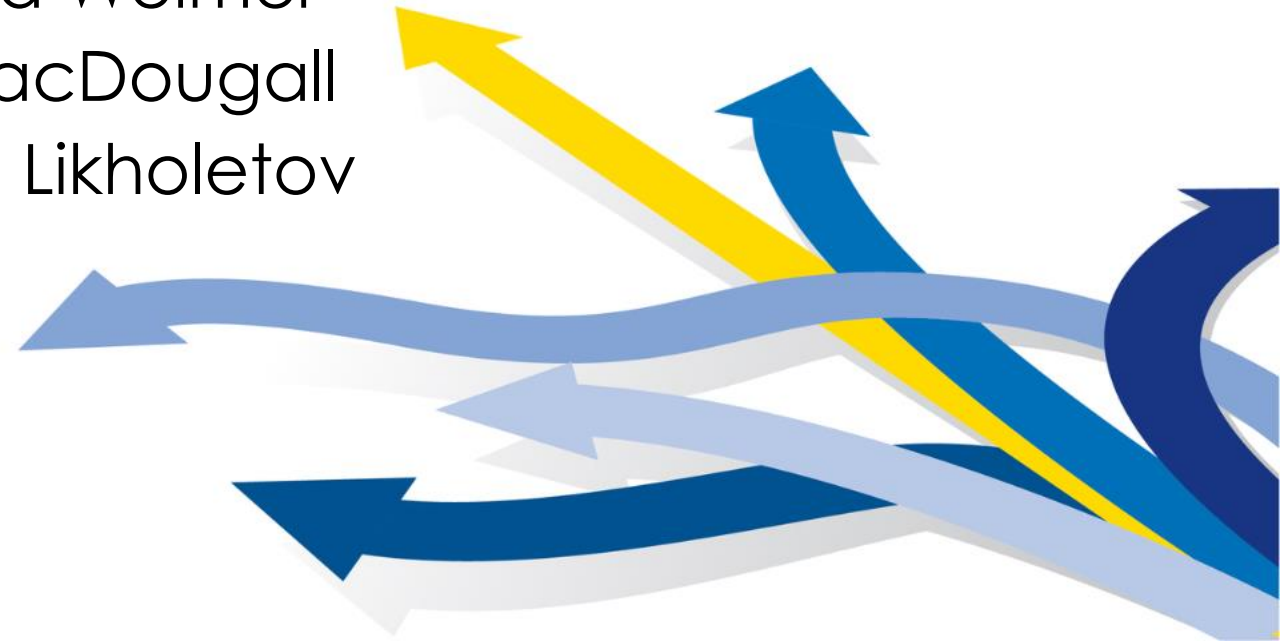
2024

Annual Conference

Leading
International
Education
at a Crossroads

A New Era in Partnership Strategies & Development: Quality over Quantity

- Dr. David Di Maria, *Chair*
- Krista Northup
- Dr. Leasa Weimer
- Emily MacDougall
- Dr. Vlad Likholetov



Redesigning for Quality

Dr. Leasa Weimer, Director for Strategic Partnerships

University of Denver, Colorado

USA



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UNIVERSITY OF
DENVER

- *Oldest private institution in mountain region – 1864
- R1 – Carnegie Classification
- Students:
 - Undergraduate 6K
 - Graduate 8K
- Director of Strategic Partnerships position evolution

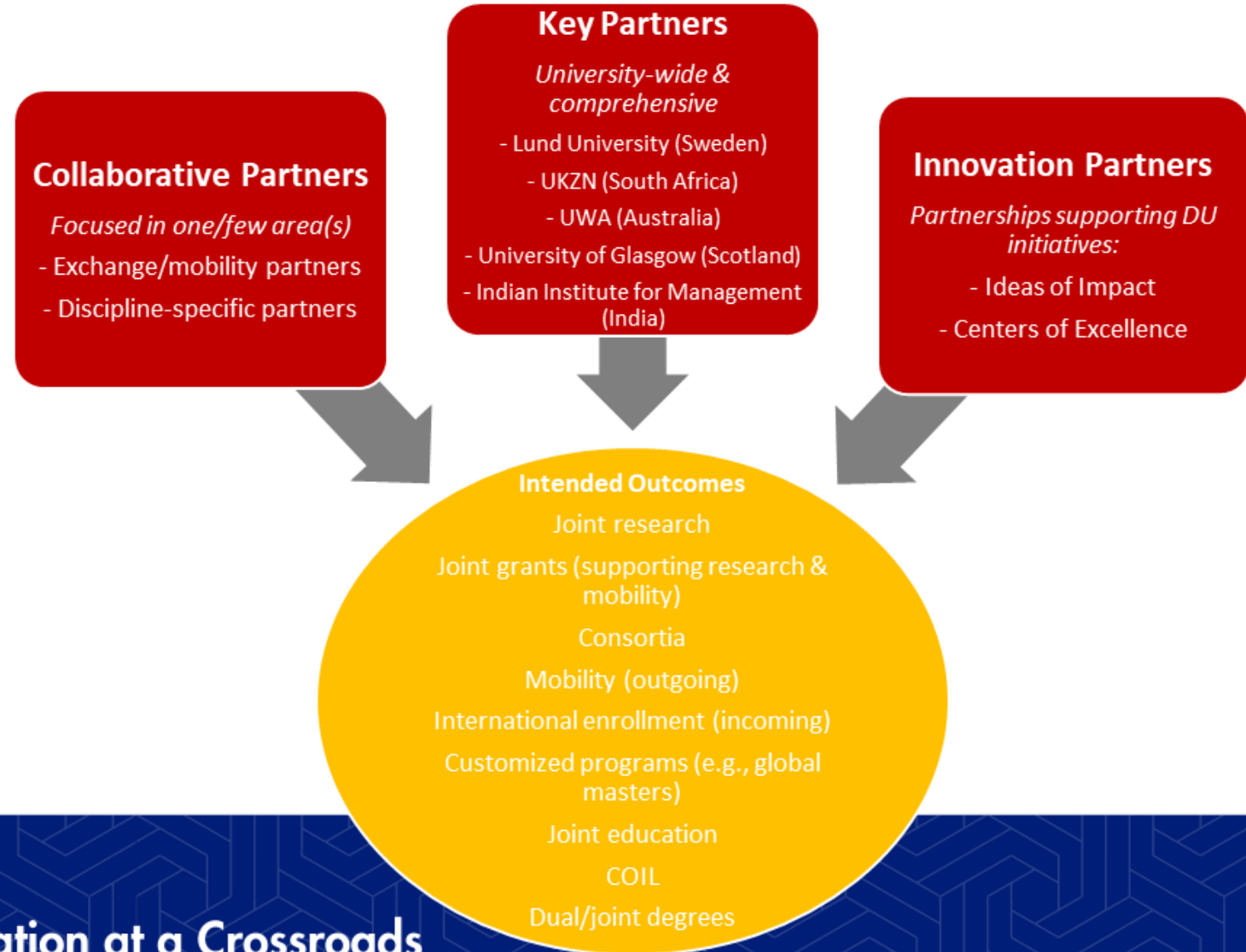
**The University of Denver occupies the ancestral homelands of the Arapaho, Cheyenne, and Ute Nations and peoples and was taken by force and illegally by state order.*

Partnership Model Evolution

- 2015-16 – Strategic/Priority partnership model created
 - 3 Strategic Partnerships Named
 - 7 Priority Partnerships Identified
- 2020-22 – COVID pause...

Partnership Model Evolution

- 2022-24 – Reimagining the partnership model



Agreements Defined

Letter of Intent (LoI)

Serves as signal of goodwill to further explore potential collaborations.

Memorandum of Agreement (MoA)

Specific agreement that involves deliverables and is contractual in nature (such as financial arrangements, institutional obligations, or specifies the terms of academic programs). **This is the default and preferred agreement for collaborations.*

Memorandum of Understanding (MoU)

Acknowledges a formal, ongoing, and strategic relationship between institutions that is intended to be long-term whereby specific engagements are executed through supplemental MoAs.

New project/collaboration

Collaborative degrees (joint, dual, student recruitment, pathway)

Aim: University-wide & comprehensive collaborations (student, faculty, service)

Establishing/building a relationship with a partner

Reciprocal exchange programs

Minimum criteria: Multiple engagements with two or more DU departments / schools / colleges (e.g., college level multi-departmental engagement)

Proceeds MoA / MoU

Research projects where funds are committed

Evidence of historical collaborations

Can be used as a letter of support for joint grant funding applications

Joint research/training centers

Lessons learned...so far

- Patience is key
 - Formulation of a new strategy/MoU process takes time
 - Managing stakeholder involvement
 - Vice Provosts
 - Dean's Council
 - Internationalization Council
- Growth mindset
 - Something might be finalized – until it's not
- Next big lift: rolling out the support structure/communication plan

How many MoUs do we need?

Dr. Vlad Likholetov

Associate Director for Partnership Agreements

Penn State, Pennsylvania

USA



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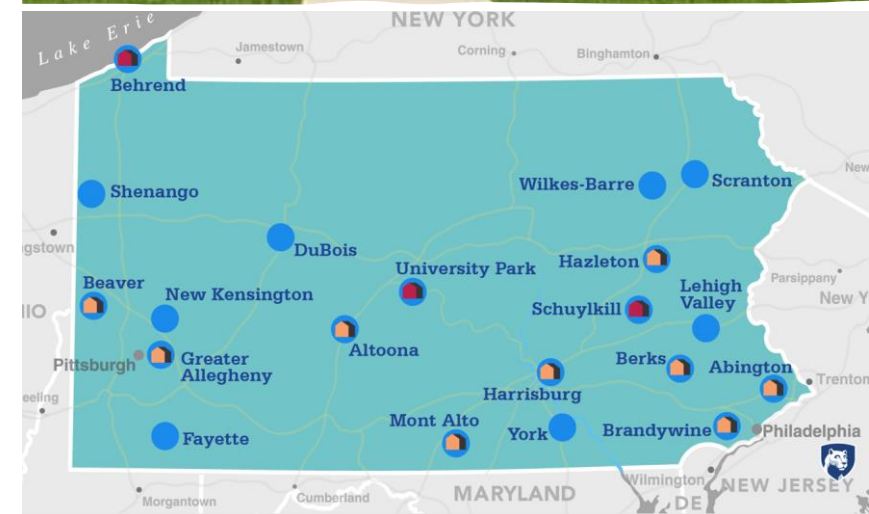
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PennState Global

Penn State

- Public Land-Grant University (est. 1853)
- 14 colleges at UP; 20+ commonwealth campuses
- Total Enrollment – 87,903; international – 9,671
- Penn State Global
- Global Partnerships & Strategy group



Partnership Agreements



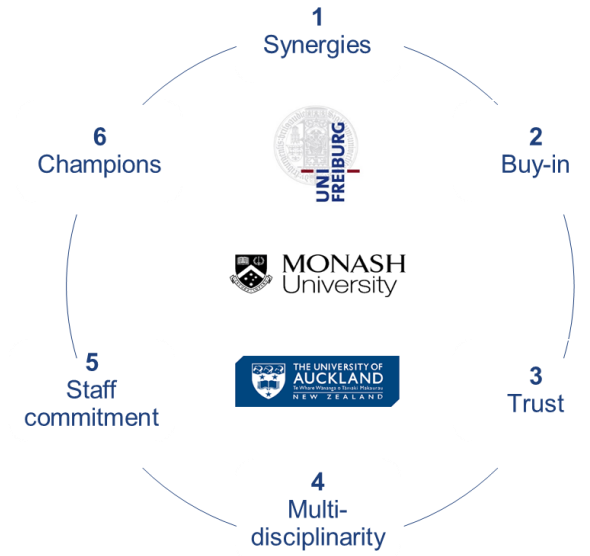
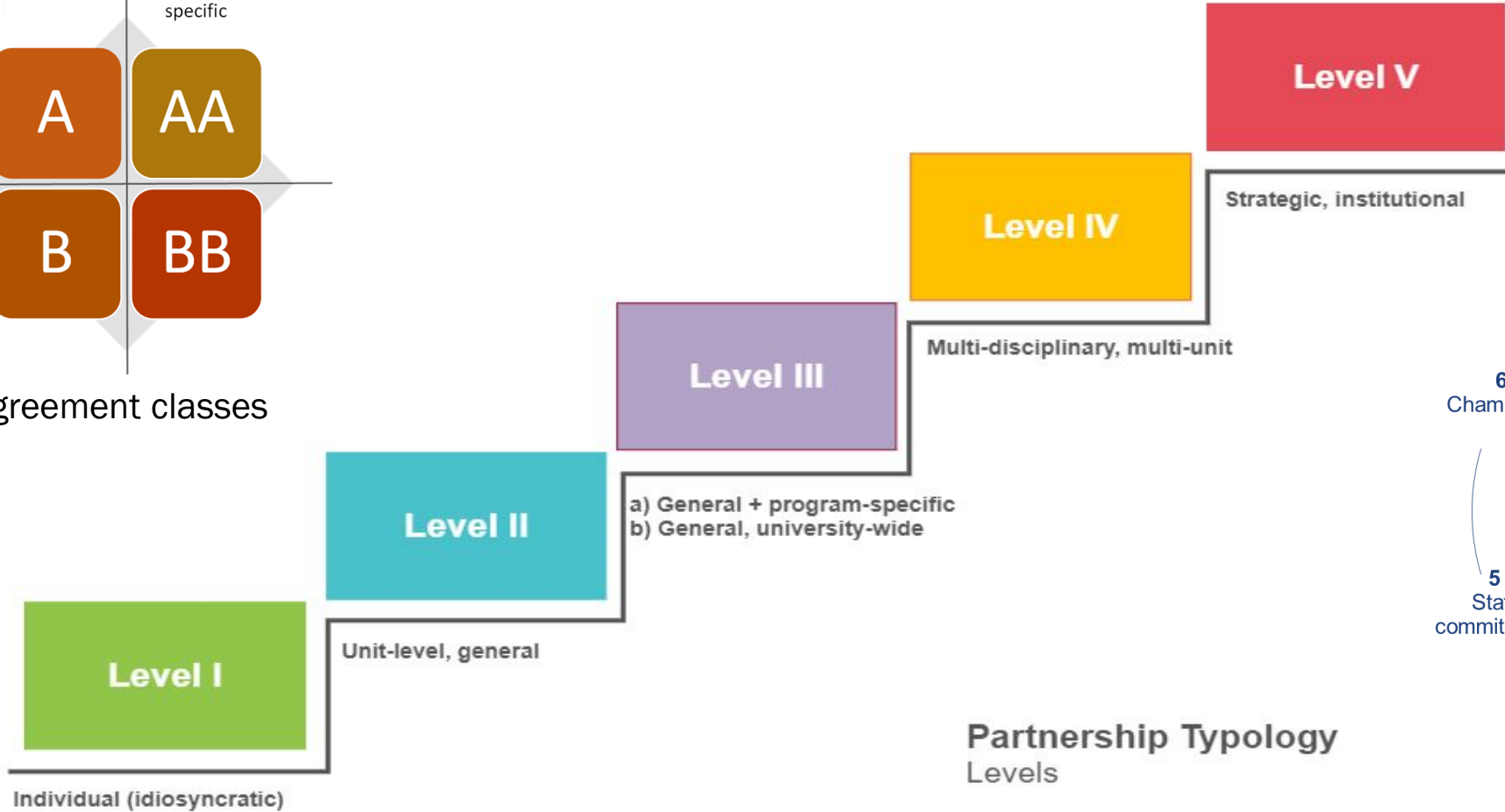
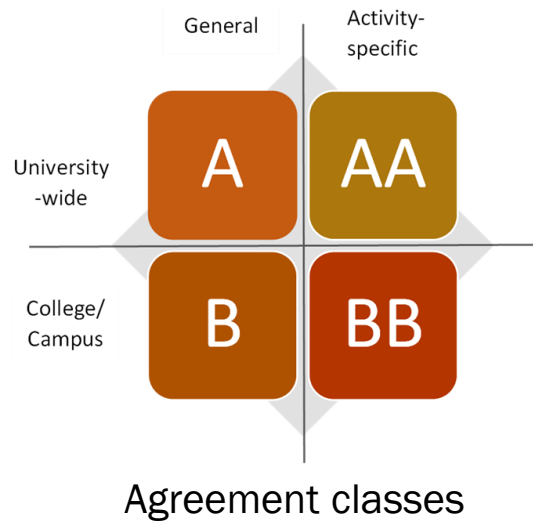
Key metrics



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Partnership Development: Quantity vs Quality



Toward a more holistic approach to global partnerships

Emily MacDougall, Director of Global Partnerships
University of British Columbia, Vancouver
Canada



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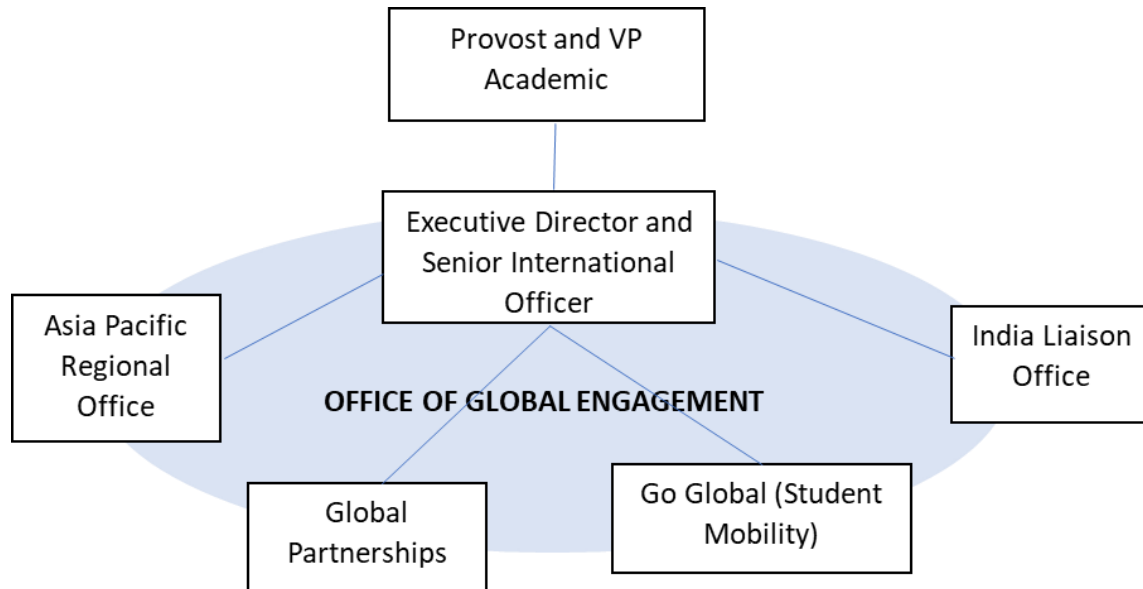
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THE UNIVERSITY OF BRITISH COLUMBIA

- Public university (established in 1915) - 2nd largest in Canada, largest in British Columbia
- Two campuses: Vancouver / Okanagan
- Two Host Nations: Musqueam, Syilx Okanagan Nation
- Student population: 60,000 Vancouver / 12,000 Okanagan

Office of Global Engagement – Structure and Context



Positioning:

- Service unit to the Faculties

Context:

- Focus on foundational work
- New resources limited
- Ethos of engagement

Key Highlights:

- Deepening UBC-Germany Connections
- Expanding Engagement in ASEAN

Deepening UBC-Germany Connections



Context:

- Breadth and depth of partnerships with German institutions
- Faculty collaborations and priorities
- Canada's Association to Horizon Europe

Actions:

- Relationship with Consul General
- Collaborative activities
- Visit from the German President in April 2023
- Communications support



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Expanding Engagement in ASEAN

Context:

- Canada's new Indo Pacific Strategy
- Longstanding engagement in Asia
- Growing economic and political importance

Actions:

- Developed ASEAN Blueprint
- Faculty engagement
- Prioritizing engagement and new partnership development



How can we do together more than we can do alone?

Krista Northup, Director of Global Partnerships
UNC-Chapel Hill, North Carolina
USA



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UNC – Chapel Hill

- First public research university founded in 1789
- Ranked #4 public university in the US
- 20,000 UG / 11,500 Grad
- Carolina's Global Guarantee
- Decentralized structure: College of Arts & Sciences and 14 Professional Schools
- Pan-university unit: UNC Global Affairs



THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

University of North Carolina at Chapel Hill – Eberhard Karls Universität Tübingen: Data Science and Society Collaboration



- Existing strategic partnership is basis for which to build a thematic, transformational partnership.
- Combines best features of top-down and bottom-up.
- Joint seed fund enables engagement.



Research conducted with international partners can accelerate collective progress on shared research agendas.



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Q&A / Discussion



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