Roundtable Discussion
"International Partnership Relationship Management: The Good, the Bad, and the Ugly"

Discussion Tasks:

- Identify 1 or 2 most likely types of partnerships for your scenario

- Identify typical path of origination (likely a combination of internal and external stakeholder relationships)

- Identify (potential) partnership navigation path, including working with advocates and skeptics

- What would effective resolution look like? Identify actions steps.

Table Questions

1. How do you effectively manage saying "no" when the opportunity and institutional priorities, resource capabilities, etc. don't align?
   - Saying no to a faculty member
   - Not signing an MOU at the end of a delegation visit

2. How do you effectively manage stakeholder expectations?
   - Time wise regarding expectations about how quickly recruiters can produce increased international students numbers
   - Essential nature of the faculty role in recruiting students for an exchange program
   - Importance of engaging other faculty, other departments, etc. to make an international agreement successful
   - Dean-initiated partnership – how to move them forward and create long-term assessment that informs the value of the partnership
   - How to effectively ground aspirations (the dream) where there is little basis in reality.

3. How do you make it work when confronted with managing diffuse and powerful external stakeholders, when there is no faculty support for a partnership initiative?
   a. A passionate legislator
   b. Sister city relationships
   c. Dean
   d. Business leader

4. How do you manage unanticipated changes with a partner (university, agent, etc.)?
   - Effective breakup
   - Renegotiation
   - Delivering unwelcome news because of changes in policy (increased TOEFL score requirement, changes in insurance coverage requirement, etc.)

5. How do you effectively end an international partnership?

6. How do you successfully prepare senior administrators for an international trip so that partnerships are not prematurely entered into?