More than Friends: Developing a Sustainable Partnership

2010 AIEA Conference
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I. Overview

II. Selecting a Partner

    A. Benefits of close partnerships
- Financial and logistical support from home and partner institutions
- Access to public and private funding
- International publicity for joint research projects
- More thorough integration of research teams and labs
- Access to governmental and corporate contacts in the partner country and region
- Administrative personnel exchange and cross-training opportunities

    B. Selection criteria
- Research prominence (strengths in similar areas)
- Disciplinary breadth (similar schools and departments)
- Institutional rankings
- Strategic location (in terms of geopolitics, economics, and accessibility)
- Existing faculty collaborations

    C. Align a partnership with each institution's internationalization plans
- Research collaborations and publications
- Access to international funding
- Student exchanges and study abroad opportunities
- Recruitment of international students and postdocs
- Enhance institutional presence and academic reputation abroad.

    D. Evaluate the potential
- Other partnerships – complementary or competing?
- Interest of academic leadership
- Internal funding and other resources for fostering collaboration
- Administrative resources for managing the partnership

III. Developing a Partnership

    A. Select areas of focus:
- Define short term and long term goals
- Build on existing collaborations and/or develop new ones
- Align collaborations with external funding opportunities
- Determine units of measurement

B. Attract and sustain faculty interest in the partnership
- Outreach to departments and schools
- Internal and external media
- Institutional initiatives

C. Regular communication and interaction
- Campus Visits
- Video conferences
- Teleconferences
- Joint website
- Joint funding mechanism

D. Managing the research collaborations and activities
- Grant reports
- Database to track activities
- Point person at each institution
- Regular communication

E. Dealing with challenges
- Faculty resistance to a top-down partnership
- Managing expectations, especially funding
- Changes in administrative personnel or faculty
- Shifts in institutional priorities

IV. Next Steps

A. Maintaining momentum
- Ensure that the partnership has visibility across both institutions
- Continue to attract faculty interest and new projects
- Add new funding or opportunities

B. Evaluate the partnership
- Determine units of measurement

C. Unsuccessful partnerships
- No administrative support
- Lack of funding
- Lack of interest among faculty
- Shift in institutional priorities

V. Questions and Discussion