

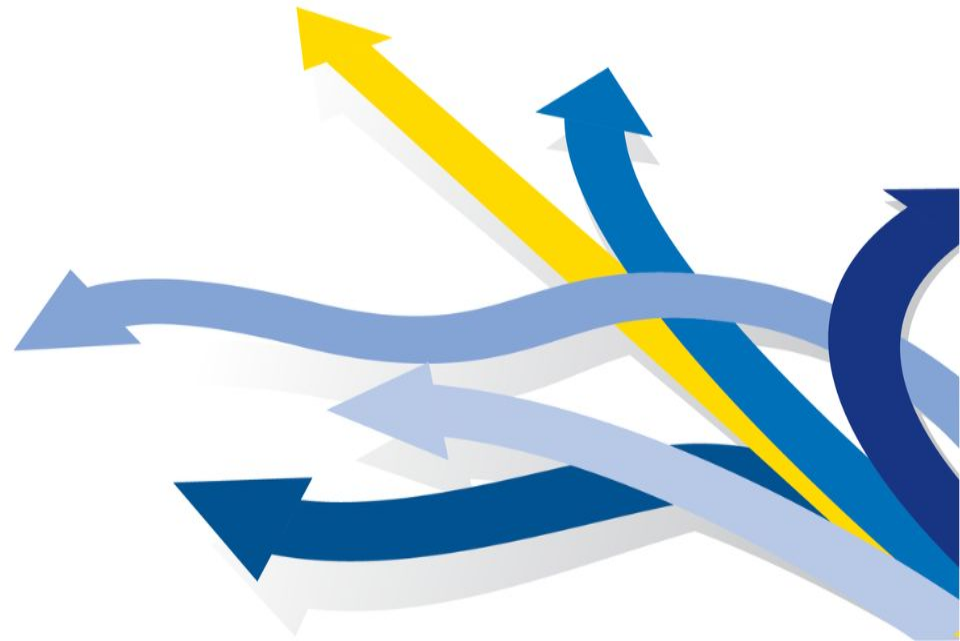


**2024
Annual Conference**

Leading
International
Education
at a Crossroads

Rise of the Global Partnerships Professional

- Corey Blackmar
- Ruth Levenkron
- Eric Wirth



Introductions



Corey Blackmar (he/him)

***Director, Global Partnerships
& Internationalization***

***Emerson College
Boston, MA***



Ruth W. Levenkron (she/her)

***Director for Global
Engagement***

***University of Rochester
Rochester, NY***



Eric A. Wirth (he/him)

***Manager of Global
Partnerships***

***University of Massachusetts
Amherst, MA***



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Today's Agenda

- Rationale
- Institutional Profiles
 - Emerson College (*Ideating*)
 - UMass Amherst (*Implementing*)
 - University of Rochester (*Established*)
- SIO Survey on GP Staff
 - Demographics
 - Those w/ GP Staff
 - Those w/o GP Staff
 - Job Characteristics
- Next Steps
- Discussion Questions



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Rationale

“...institutional partnerships have emerged as a primary component of comprehensive internationalization strategies. International partnerships support institutions as they diversify their educational offerings, amplify their research portfolios, augment their corporate engagement strategies, and extend the impact of their service.”

*Jane Gatewood
NAFSA’s Guide to International
Partnerships, 2020*

- [AIEA Senior International Officer Profile Survey](#)
(Linkages/partnerships a top-three priority for SIOs)
- [Mapping Internationalization on U.S. Campuses](#) (*American Council on Education, 2022*) - Partnerships with institutions/organizations abroad 2nd highest priority after international recruitment
- To date, no data on dedicated global partnership personnel across US colleges and universities

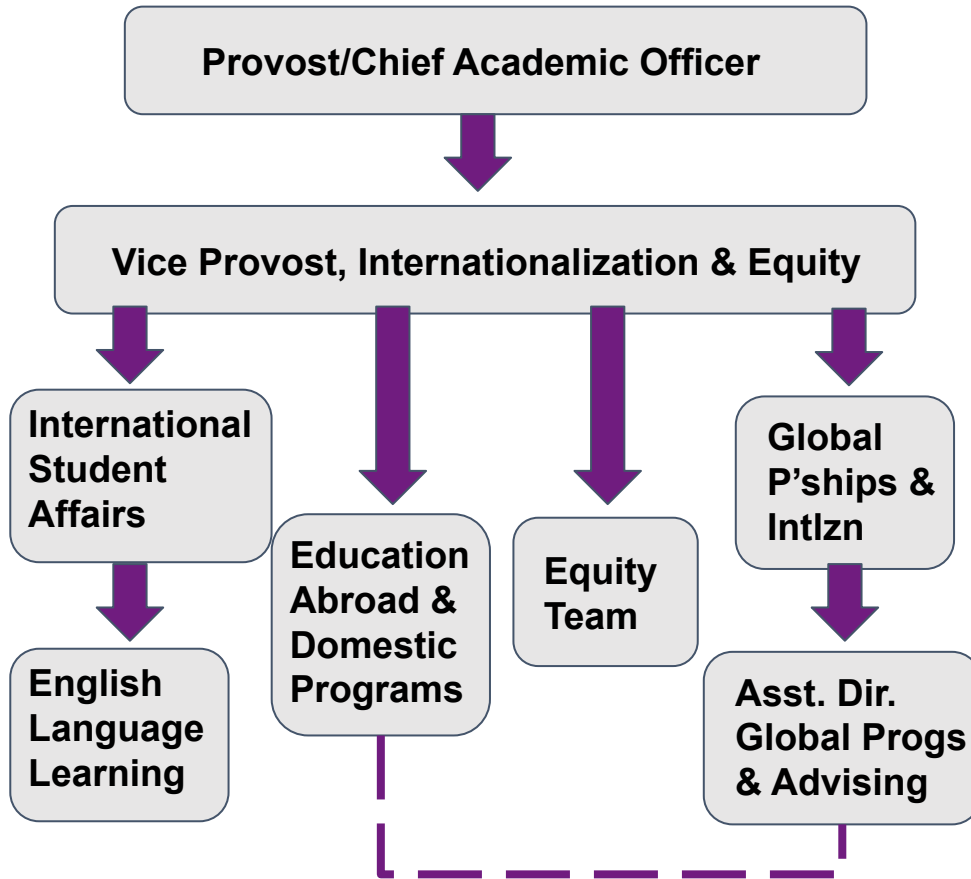


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Emerson

COLLEGE



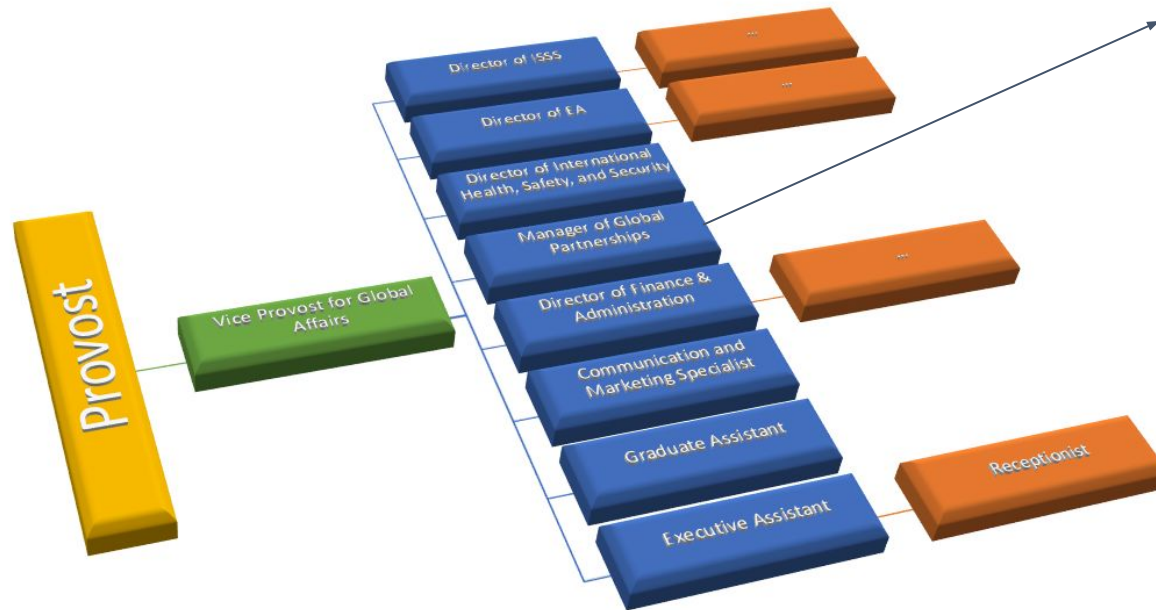
Internationalization & Equity

- Positions: Director, Global Partnerships & Internationalization; Assistant Director, Global Programs & Student Advising
- Major responsibilities: Strategy, intlzn philanthropy, standards & protocols, liaison to academic leadership, faculty opportunities, data and reporting
- 12 institutional partnerships, mostly in Westernized but looking to expand
- Types: 1:1 exchanges, joint research center, joint and dual degree programs; agreements tend to be multi-prong
- Challenges: Standardization of partnership intake and maintenance; making partnerships equitable and mutually beneficial



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- Managing agreements
- Collecting data
- Assessing partner activity
- Reviews new & renewing engagements to ensure their effectiveness
- Supports strategic collaboration with the Office of the Vice Chancellor for Research and Engagement
- Shape data-driven initiatives
- Works with academic and administrative units to advance global partnerships and learning goals
- Organizes high-level visits from international partners and designs global engagement programs.

36 Active Memorandums of Agreement.

A mandate to establish comprehensive agreements that are interdisciplinary, align with institutional priorities/ objectives, while including diverse engagement types such as:

- mobility
- research engagement
- academic pathways such as joint degrees or cotutelle

Challenges

- Human resources
- Building a new culture
- Funding



Global Engagement

Vice Provost for Global Engagement
Jane Gatewood

Center for Education Abroad

Assistant Vice Provost for Global Education/Director, Center for Education Abroad
Tynelle Stewart

Assistant Vice Provost/Director of International Services Office
Ravi Shankar

Director of International Communications
Daniella Sussman

Director of Global Travel Risk Management
Jeff Russin

Director for Global Engagement
Ruth Levenkron

Director of Operations
Aleta Anthony

Associate Director
Ted Pagano

Administrative Assistant
Michelle Bopp-Smith

Associate Director for International Partnerships
Megan Bennett-Spears

Education Abroad Advisor
Aurelia Cammack

Exchange Counselor and Project Coordinator
Rohan Palma

Administrative Assistant
Zuri Mitchell

Technology and Reporting Coordinator
Shoghi Hayes

Event and Student Engagement Coordinator
Vacant

Associate Director/Sr. Immigration Advisor
Kathy Strout

Associate Director for Systems and Communications
Kevin Turley

Associate Director/Sr. Immigration Advisor
Stephanie Krause

Associate Director for Support and Engagement
Wendy Fritz

Sr. Immigration Advisor
Sumie Jacoby

Sr. Immigration Advisor
Susan Stinson

Sr. Immigration Advisor
Jeff Rodgers

Immigration Systems Analyst
Jake Crossett

Immigration Systems Analyst
Mary Mottler

Sr. Immigration Advisor
Lena Ovcharov

Immigration Advisor
Rani Bhagwat

Immigration Advisor
Sarah Cammarata

Immigration Advisor
Christine Dima

Immigration Advisor
Sandra Pittenger

Asst. Director for Student Services/ Sr. Immigration Advisor
Elisabeth Foster

Immigration Intake Advisor
Nora Henry

Int'l Services Coordinator
Courtney Goodman

Assistant Director
TBD

Program Coordinator
TBD

International Services Office

Office for Global Engagement

Updated April 2022



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UNIVERSITY *of* ROCHESTER

Office for Global Engagement

- Positions: Director of Global Engagement and Associate Director of International Partnerships.
- Major responsibilities: Strategy, resources, implementation, tracking, reporting.
- 93 active agreements which include MoUs, exchanges, one-sided mobility, and customized research collaborations
- Challenges: data, rogue actors, guiding internal/external stakeholders on how to initiate collaboration.



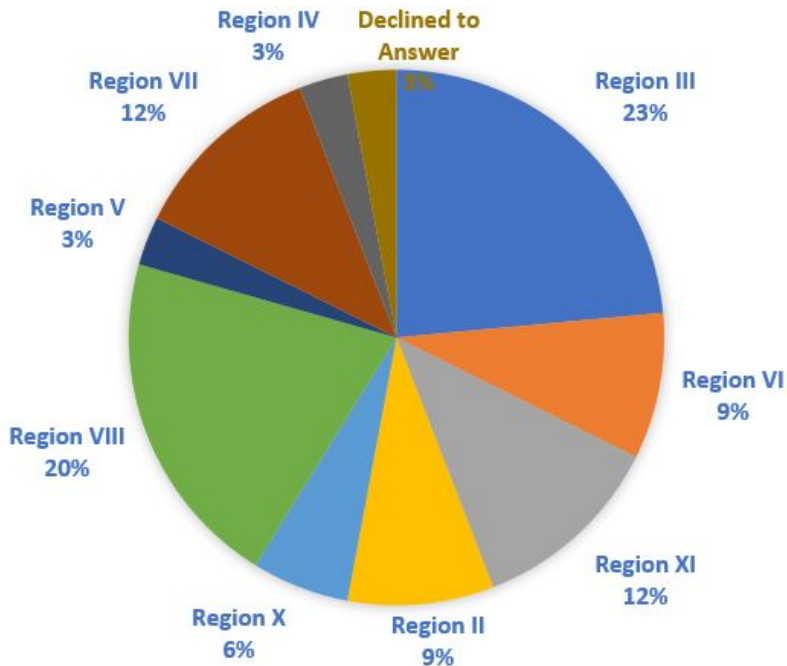
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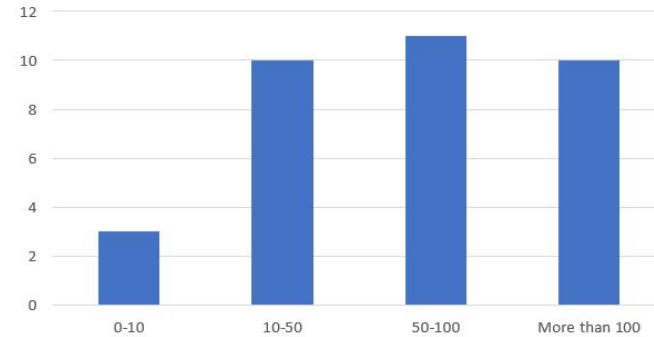
Survey Demographics

34 Respondents

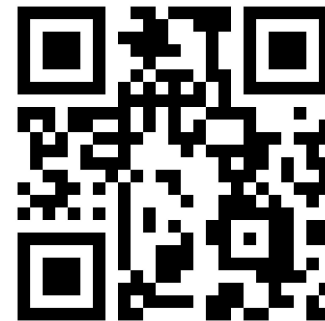
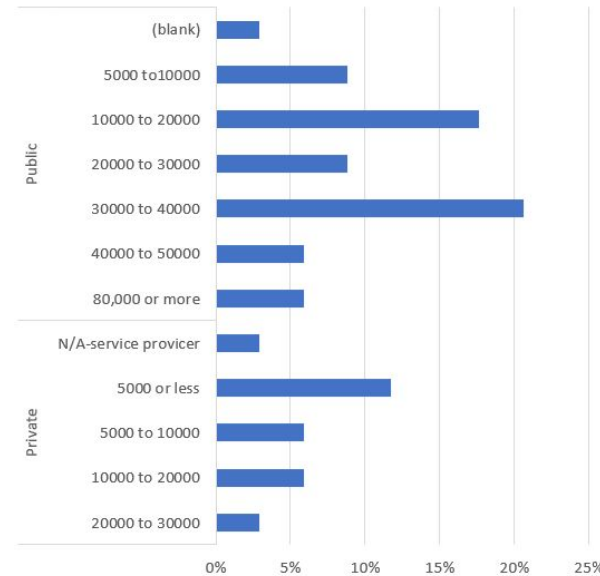
- 21 have global partnerships as part of the strategic plan
- 13 do not.



Number of Partnerships



Institution Type and Size



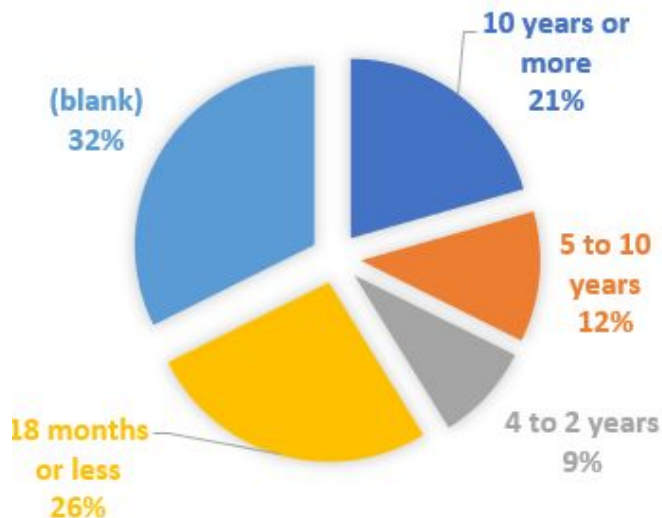
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Those with Defined Position

| Reporting To | |
|--------------------------------|-----------|
| Assistant Vice President | 1 |
| Assistant Vice Provost | 1 |
| Associate Provost | 3 |
| Associate Vice President (SIO) | 1 |
| Associate Vice Provost | 1 |
| Director | 3 |
| Recruitment Manager | 1 |
| SIO* | 8 |
| Vice Provost | 5 |
| (blank) | 10 |
| | 34 |

POSITION AGE



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Those without

| GP? | Plan to Add? | | | Grand Total |
|-------------|--------------|-----|---------|-------------|
| | No | Yes | (blank) | |
| Private | 4 | 1 | 5 | 10 |
| No | 4 | 1 | | 5 |
| Yes | | | 5 | 5 |
| Public | 4 | 1 | 19 | 24 |
| No | 4 | 1 | | 5 |
| Yes | | | 19 | 19 |
| Grand Total | 8 | 2 | 24 | 34 |

#1 Barrier - Funding!

Other areas with GP responsibilities:

- Support (College/School/Department/Faculty Managed)
- Other (Admissions, Graduate School, ISSS, Research)



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Job Description



Next Steps

Where do we go from here?

Resources

- [NAFSA Guide to International Partnerships](#)
- [AIEA Annual Conference](#)
- [AIEA Senior International Officer Survey \(2020\)](#)
- [Mapping Internationalization on US Campuses \(ACE\)](#)
- LinkedIn Groups
 - [International Partnerships Professionals in Higher Education \(IPPHE\)](#)



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Discussion Questions

- What are your institutional challenges in creating or nurturing a distinct Global Partnerships unit?
- How do you envision working with a Global Partnerships unit with respect to your own responsibilities?
- What is most useful to take back to your institution?

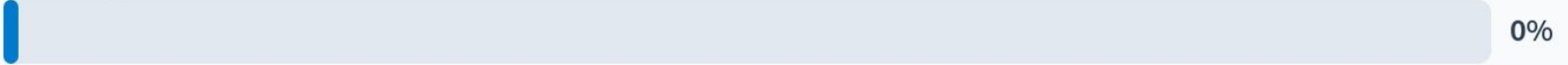


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Where is your institution in terms of having a Global Partnerships Unit?

Ideating



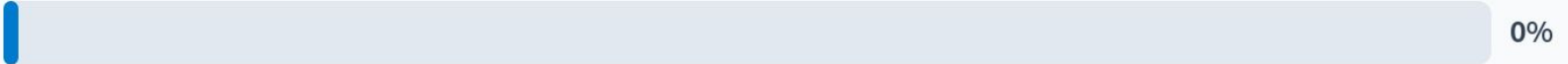
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Implementing



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Already Established



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Thank You!

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