

Developing U.S.-India Partnerships: Lessons Learned

The ten colleges and universities that participated in the 2010 International Academic Partnerships Program (IAPP) submitted the following tips for partnering with India. IAPP is a core initiative of IIE's Center for International Partnerships in Higher Education and seeks to increase the number of international partnerships between higher education institutions in the U.S. and those in other countries. IAPP was launched in 2009 with support from the U.S. Department of Education's Fund for the Improvement of Postsecondary Education (FIPSE).

DO YOUR RESEARCH

- Educate yourself about Indian culture, higher education and current events.
- Research the Indian institution's capacity to accept your students
- Learn some basic greetings in Hindi or a local language

KNOW YOUR INSTITUTION

- Explore where partnerships fit into your institution's plan
- Do a careful analysis of why India and not another region if there are scarce resources.
- Know your institution's strengths to help identify a broad range of opportunities.
- Research what linkages and connections with India already exist at your campus.
- Know how your institution evaluates Indian degrees

ACTION ITEMS

- Set up of an "India team" on campus and include various constituencies
- Introduce India as a destination for education abroad programs (for faculty and students)
- Visit India and schedule face-to-face meetings with faculty and staff
- Support reciprocal faculty visits
- Use faculty for recruitment purposes in India
- Raise institution's brand recognition in India

PARTNER SELECTION

- Identify partner institutions carefully
- Consider triangulating or forming consortium with other partner universities
- Encourage linkages at multiple levels

RESOURCES

- Leverage the expertise of in-country organizations: Institute of International Education (IIE), US-India Education Foundation (USIEF), US Department of State, US Department of Commerce (Gold Key), EducationUSA offices, etc.
- Read IIE and other entities reports on the changing higher education scene
- Leverage expertise of alumni, parents, and faculty and staff with Indian connections
- Contact the U.S.-India Higher Education Cooperation (USIHEC) for an assessment of that institution's capacity to accommodate study abroad students.

STATE OF MIND

- Think big and openly
- Be innovative
- Be patient, start slowly

This resource was produced by IIE's Center for International Partnerships. For more information, visit www.iie.org/iapp.