International higher education partnerships have become fundamental components of international higher education. Institutions around the world understand the need and value of working together with counterparts in other countries on everything from joint research and teaching to student exchange and service learning. While some institutions are just ramping up their partnerships, others are working hard to pare down their portfolio. Wherever an institution is in their partnership development, one thing is for certain: where there are partnerships, there is someone managing them. Whether you are solely responsible for managing partnerships or touch parts of the process, this workshop will provide the fundamentals of partnership management that can be applied to any institutional context. In this series there are two offerings:

- The 2-part Managing International Partnerships Training Course (Saturday afternoon & Sunday morning)
- The Masterclass on International Partnership Agreements (Sunday afternoon)

The two options require separate registrations and are considered distinct topics; however, the two are considered complementary as well.

Who should participate?
This training is designed for U.S. higher education institutional professionals who are responsible for managing any or all aspects of partnership development, maintenance, and tracking. All institutional types are welcome.

**MANAGING INTERNATIONAL PARTNERSHIPS TRAINING COURSE (Two sessions, both included in registration)**
Part 1: Saturday, February 16th 11:30am – 5:00pm
Part 2: Sunday, February 17th 8:00am – 12:00pm

The Managing International Partnerships training course is a two-part pre-conference workshop designed specifically for higher education professionals who, in one way or another, manage institutional partnerships. This comprehensive training course will take participants through a series of core topics related to partnership management, including:

- **Types & Taxonomies:** categorizing partnerships, developing a campus-wide language
- **The Role of the International Office:** identifying the various stakeholders that are involved with partnership development and how the international office works to bring these stakeholders together.
- **Processes:** campus- processes that streamline partnership management and allow for stakeholder participation/ownership/buy in
- **Data:** effective ways of collecting and using data across the institution
• **Ethics** To identify the key ethical issues raised by partnership work, with an eye toward how to manage these issues

• **Initiating**: how to start up new partnerships, as well as new activities with existing partners

• **Assessing Partnerships**: effective ways of assessing individual partnerships as well as the overall institutional partnership portfolio.

• **Sustaining Relationships**: tactics for sustaining or ending partnerships, how partnerships can evolve, and what makes for a successful long-term relationship.

**MASTERCLASS ON INTERNATIONAL PARTNERSHIP AGREEMENTS**

One session: Sunday, February 17th 1:00pm – 5:00pm

This masterclass will take a deep-dive into international agreement strategy and management including topics such as creating a partnership agreement strategy for your institution, formulating international agreements, sustaining existing agreements, developing effective partnership management structures, and assessing potential partnerships and agreements. This training will take a close look at the following key areas:

• **Creating a comprehensive international agreement strategy for your university**: understanding emerging frameworks and philosophies to guide your university’s partnership and agreement strategy; engaging with stakeholders to determine key needs and priorities to inform strategy; aligning with campus strategic plans and objectives.

• **Formulating international agreements: developing agreement models**: developing campus-wide guidance; communicating and facilitating the process; centralized versus decentralized models; negotiation strategies and tactics

• **Sustaining existing partnerships**: nurturing faculty exchanges; utilizing seed grants and other incentives for strengthening partnership activities; developing new linkages that build on existing partnerships.

• **Developing effective partnership and agreement management structures**: navigating institutional cultures in your university to guide partnership and agreement processes; gathering, maintaining, and utilizing data on partnerships; establishing monitoring and evaluation criteria and process.

• **Assessing potential partnerships and agreements**: determining opportunities and synergies with potential partners; complementary versus similarity models.

**TRAINERS & FACILITATORS**

Tim Barnes, Executive Director, International Partnerships & Research, University of Kentucky

Susan Buck Sutton, Specialist in Global Learning and Collaboration in Higher Education

Grant Chapman, Assistant Provost for International Administration, Kansas State University

Jane Gatewood, Vice Provost for Global Engagement, University of Rochester

Stephen Hanson, Vice Provost for International Affairs, College of William & Mary (on sabbatical)

Chad Hoseth, Director, International Initiatives, Colorado State University

Dale LaFleur, Senior Director, International Partnerships, University of Arizona

Clare Overmann, Head, Higher Education Initiatives; Director, Center for International Partnerships, IIE

Joanna Regulska, Vice Provost and Associate Chancellor, Global Affairs, University of California, Davis