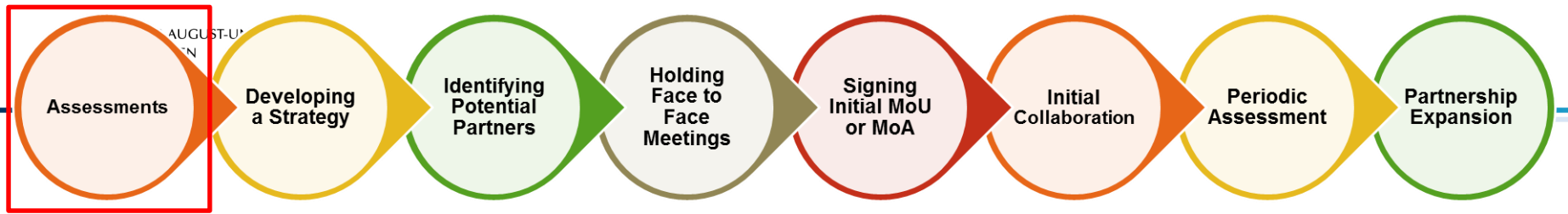


# Internationalization Process: in 8 Steps

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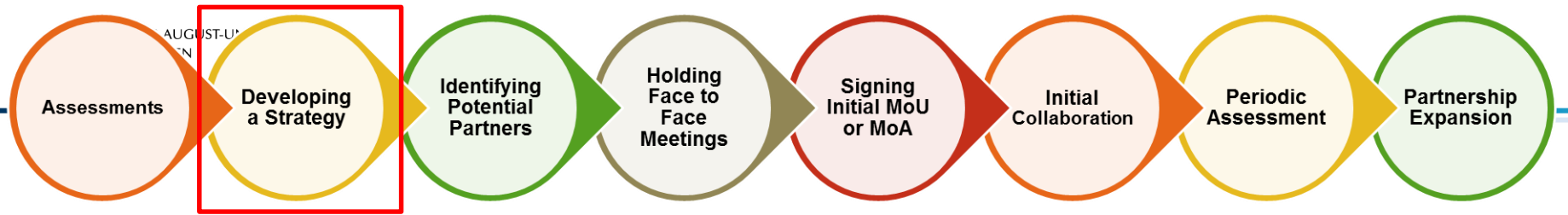




**Main elements:** Gathering the necessary existing data to make an informed decision.

**Key questions:**

- What are the current collaborative activities taking place on campus? Who? And with which countries?
- What are our international student and study abroad goals?
- Where do we currently have international partnerships? Are they active? If so, what has made them successful?
- What are my institution's strengths and areas of growth?



**Main elements:** Identifying priority regions, disciplines, and home institutional interest.

**Key questions:**

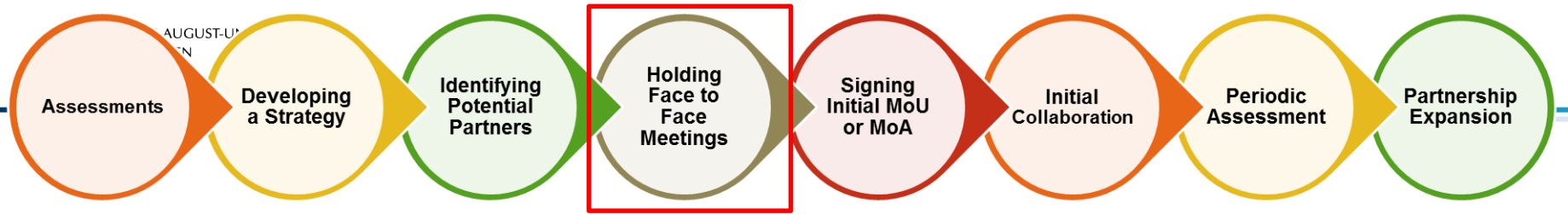
- What partnership activities are feasible for my institution? Who on campus is willing/able/needed to participate?
- What are my top partnership goals? How would a partnership benefit our school?
- What could my institution offer a partner?
- What is my institution's timeframe for initiating a partnership?



**Main elements:** Planning a fact-finding trip, doing research, identifying faculty ties.

**Key questions:**

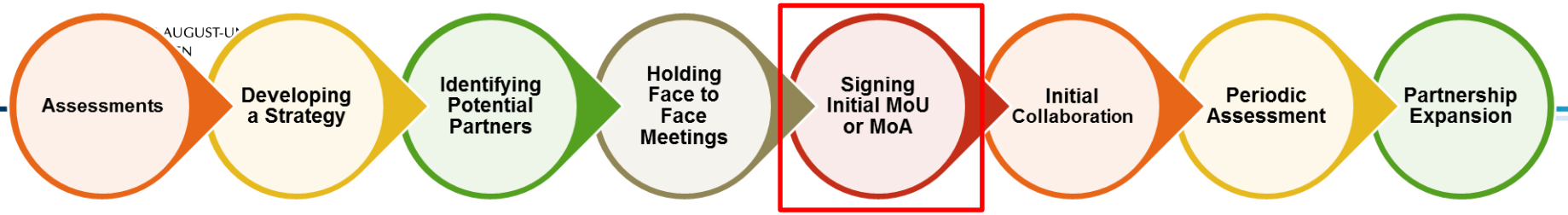
- What are my top criteria for a partner?
- What type of financial commitment would this entail?
- Does the potential partner have similar or complementary areas of strength?
- Who from my institution should go? Who will be available at the potential partner institution?



**Main elements:** Gain an understanding of institutional priorities, challenges, and opportunities.

**Key questions:**

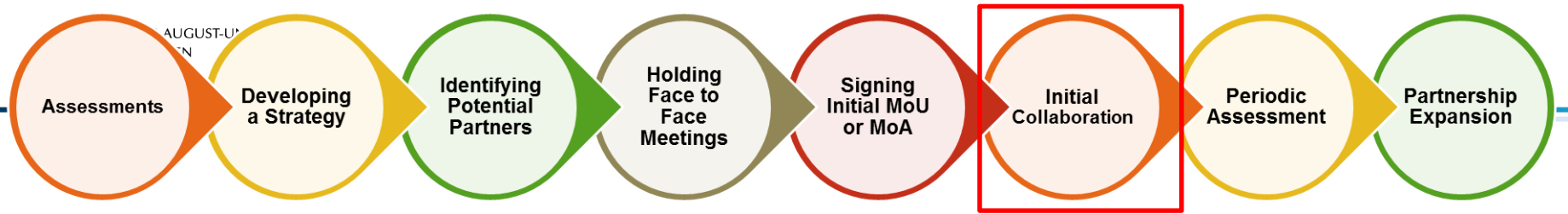
- Does the institution “fit” with yours (i.e. similar mission, infrastructure, academic calendar)? And if not, are both parties willing to work on a solution?
- Are you able to meet with a variety of people (i.e. administrators, faculty, students, alumni, international students on campus)? What is your general impression of the institution?
- If possible, can the potential partner visit your school?



**Main elements:** Articulating concrete activities, identifying who is involved, and determining desired outcomes.

**Key questions:**

- What are our potential synergies?
- What is our timeframe?
- How will the activities be funded? How will payments be executed?
- What legal aspects do we need to communicate to our potential partner, and what might they need to adhere to their own legal code?



**Main elements:** Executing the activities mentioned in MOU/MOA.

**Key questions:**

- How often will participants communicate? And through what medium?
- What is each institution responsible for producing/providing?
- Are all parties abiding by the terms laid out in the agreement?

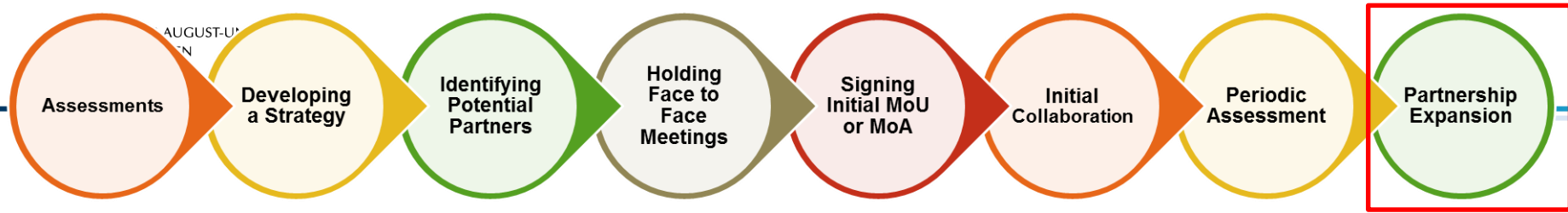




**Main elements:** Ensuring that both parties continue to benefit from the partnership and improving/modifying where necessary. Where too difficult or unsatisfactory, the partnership may have to be terminated.

**Key questions:**

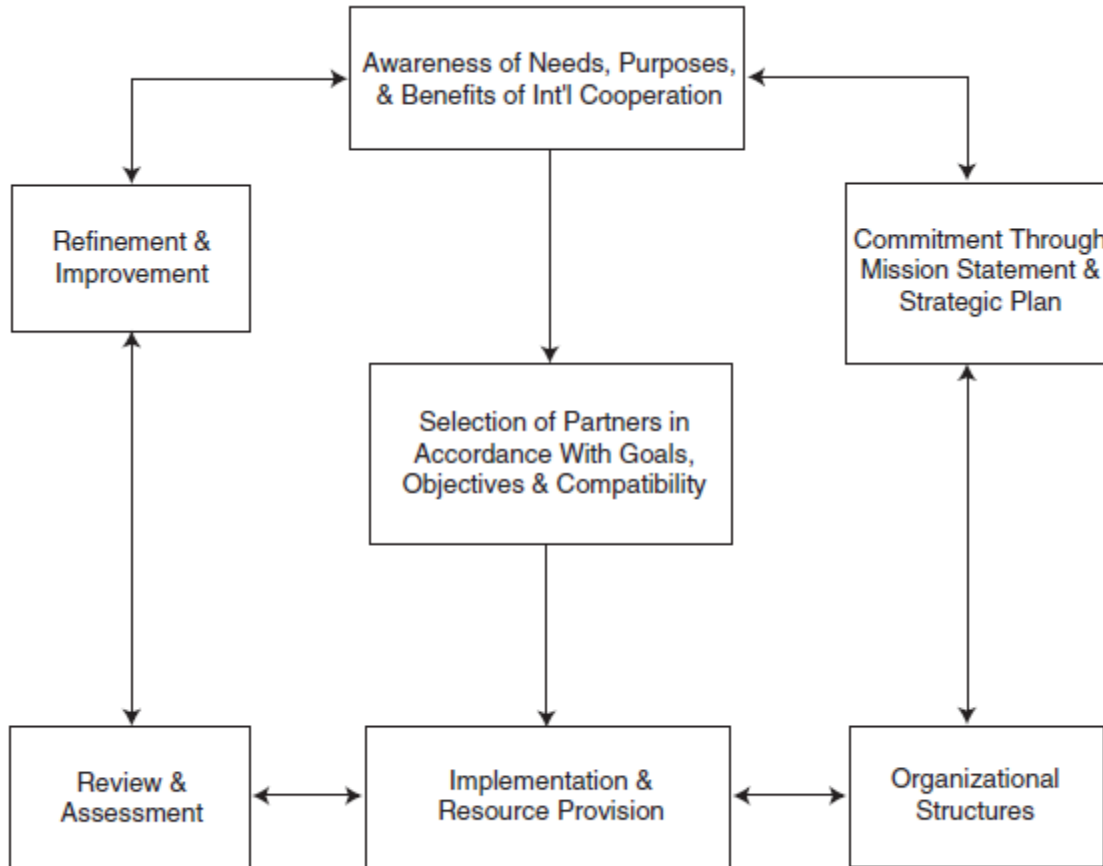
- How do we evaluate success?
- What was the cost versus the benefit of initial partnership activities?
- Do both parties have the continued support of major stakeholders? (i.e. faculty, senior leadership, students, trustees.)



**Main elements:** Growing partnership activities to include more disciplines, people, and activities.

**Key questions:**

- Who else would like to/is able to be involved in partnership activities?
- How can we expand upon the current activities? (ex. Faculty-led study abroad program leads to joint faculty research; joint symposium leads to faculty exchange.)
- How will we sustain funding?



Process and Strategies for International Cooperation in Higher Education//

*Source:* Modified from Knight and de Wit (1995) and Liu (1998).



**The next big thing  
will be a lot of small things.**

Thank you!