



The Art of Partnerships

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The Basics

- Situating partnerships in the institutional context
- Developing a strategy for partnerships
- Providing adequate supporting structures
- Long-term potential



Selecting a Partner

- Doing due diligence
 - › Mission, reputation
 - › Areas of strength
 - › Commitment and capacity to manage partnership
 - › Resources, infrastructure

Problem areas

- Different levels of commitment and expectation
- Language and cultural differences
- Differences in standards
- Teaching methodologies
- Students and faculty expectations and customs
- Balance in exchanges of students/faculty
- Different evaluation/accreditation standards

Elements of the Formal Agreement

- Statement of mutual goals
- Responsible person at each site
- Expected levels of participation
- Financial responsibilities
- Date and duration of trial period
- Process for review and evaluation
- Provision for program changes
- Release/termination clause



Sustaining the Partnership

- Adjusting to the unexpected
- Fine tuning the balance and reciprocity
- Responding to the evaluation results
- Dealing with differences
- Planning new activities