



Building Successful International Partnerships

A training event for beneficiaries of KA2 Cooperation Partnerships in higher education, as well as those who are interested in applying for a Cooperation Partnerships project in the future.

October 11 – 12, 2022, Prague

Primary target group: obsahový řešitelé.



BASIC INFORMATION AND PROGRAMME OUTLINE

Please note that there might be slight changes to the programme.

- Arrival:** Monday, October 10, all speakers and participants are invited to a **welcome dinner** at 19.00 where they will get to know each other before embarking on the two-day long training
- 1st day,
Tue, Oct 11**
- Registration: 10.00 – 10:30
Start: 10.30
Workshops to take place:
- Finding partners for your project collaboration** (Anna Stina Sinisalo, University of Helsinki)
 - Stakeholder engagement as a key to the success of every project** (Shane Lordan, University College Dublin)
 - Establishing cooperation with private companies** (Perry Hobson, Breda University of Applied Sciences)
 - Panel discussion**
- End of the sessions at around 17.00
Wrapping up the day together over a cozy dinner at around 19.00

Please see details regarding the speakers and the individual workshops on the following pages.



2nd day,

Wed, October 12

Registration: 9.00 – 9.30

Start: 9.30

Workshops to take place:

Virtual and Co-Creative Methods for Successful Projects:

Part 1 – Project Design and Management

(Philipp Baur, Uppsala University)

Virtual and Co-Creative Methods for Successful Projects:

Part 2 – Case studies: How to leverage digital platforms for co-creation beyond Zoom-meetings

(Björn Nyström, Uppsala University)

Project sustainability: Using other Erasmus+ funding to support your KA2 Cooperation Partnerships project (Anna Stina Sinisalo, University of Helsinki)

Closing workshop: Wrapping up the training in small groups

End of the sessions at around 16.15

Departure:

Wednesday, October 12; the event will be ending around 16.15 while the participants from outside Prague have the option to stay at the hotel until the next day, Thursday, October 13 (the accommodation is provided by DZS)

Please see details regarding the speakers and the individual workshops on the following pages.

**Accommodation
and diet:**

Accommodation is provided cost-free by DZS from Monday till Thursday (according to participants' preferences). The hotel and its location are to be specified later, in good time before the event. Meals are included for all participants.



REGISTRATION: [here](#)

Please pay attention to all **questions** we ask you on the registration site! Your answers will help us determine whether the event is the right fit for you.



CONTACT PERSON

If you have any questions regarding the event, its programme, or practical matters regarding the organisation, please do not hesitate to get in touch with

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Speakers and their topics:



Anna Stina Sinisalo (MA), University of Helsinki

Anna Stina works as a Specialist of international education projects at the University of Helsinki. Her main expertise focuses on international collaboration funded with external funding such as Erasmus+ and she works as a university-level support person for the education project initiatives. She has close to fifteen years of experience in working with higher education international relations and especially with international education projects and joint degree programmes. She acts as an associate in the European Association for International Education (EAIE) Expert

Community: European Collaborative Programmes since 2020 and she has been part of the development group for international mobility of the Finnish National Agency EDUFI in 2017-2019.

Anna Stina is going to hold the following workshops:

Workshop 1: Finding partners for your project collaboration

A great project idea alone is not enough to apply for an Erasmus+ Cooperation Partnerships project since it also requires a good combination of international project partners who are willing and interested in working on the idea together with you. How and where to find these partners and how to get them onboard? This workshop focuses on 1) demonstrating different ways and tools to find other higher education institutions and 2) sharing best practices on how to contact and engage the partners to join your project proposal. In addition, this session includes tips, dos and don'ts for the funding application writing.

Duration of the workshop: 45 minutes + 15 minutes discussion

Workshop 2: Project sustainability: Using other Erasmus+ funding to support your KA2 Cooperation Partnerships project

What can be done after the project funding has run out to continue the project lifetime? How to increase the impact and scope of a single stand-alone project by using the synergies of other Erasmus+ funding instruments available? This workshop introduces the participants to different possibilities the Erasmus+ programme has to offer that can be used in stages before, during and after to support your Cooperation partnerships project.

Duration of the workshop: 45 minutes + 15 minutes discussion



Shane Lordan (PhD), University College Dublin, Global Projects Officer UCD Global

Shane has almost fifteen years experience managing international projects and teams in various higher education contexts.

Beginning as an academic researcher and then lecturer, he has worked on trans-Atlantic research projects, Erasmus+ teaching projects, and funded PhD training projects in the UK. Since 2019, Shane has worked as the Global Projects Officer for the UCD Global Relations and Partnerships Team with a particular focus on Erasmus+ KA2 projects and initiatives connected to the UCD Global Engagement Strategy. In this role he works with teams across UCD and its partners to manage the successful delivery of diverse projects, requiring careful relationship and stakeholder management.



Shane is going to present strategies for how to get on board of your project relevant stakeholders (i.e., senior lecturers, heads of departments, and the university leadership):

Project management success is measured against the end outcomes: has the project achieved its objectives? Has the project realised its promised benefits? Any project management textbook or methodology will provide steps and processes to help you achieve these outcomes, but these are only helpful if your project stakeholders are on board and ready to play their part.

Engaging stakeholders is critical to the success of every project. It builds a sense of involvement and agency; a feeling that everyone is working together for a shared outcome. It involves understanding and working with your team so that they support a project from the ground up. This elevates a project from something that is merely 'accomplished' for someone to something that is 'created' with others. When leading a cross-functional team in an international environment you will encounter a variety of expectations, assumptions, and perspectives. Stakeholders at different levels will react differently to the same request or process, and some will take a keener interest than others. It is impossible to meet everyone on their own terms, but it is possible to engage everyone by giving them ways to contribute and be heard.

In my session I will introduce delegates to some of the key principles in stakeholder engagement as brought together in the Erasmus+ KA2 project, Evaluate: Developing a Framework for Evaluation of International University Partnerships. This project centres stakeholder engagement as a means of building and understanding success. I will illustrate these principles with practical examples from my own experience of managing international teams, and participants will have the opportunity to practice some exercises and see these principles in action.



Perry Hobson (Prof.), Director of the BUas Academy for Tourism, Breda University of Applied Sciences

Perry Hobson has gained a significant reputation in the field of leadership in tourism and internationalisation. Not only has he managed two large universities for tourism and hospitality in two different countries, he also led the development of university-wide internationalisation strategies at the senior executive level at two different universities. As an academic he is recognised for his research in tourism and for over 22 years he was the author of a leading applied tourism marketing journal.

Currently Perry Hobson is Professor of Tourism and Pro-Vice Chancellor at Sunway University (Malaysia), and before that he was Pro-Vice Chancellor and Executive Dean at Taylor's University (School of Hospitality and Tourism Management). From 2006 to 2011 he was Chief Executive Officer at the International Centre of Excellence in Tourism and Hospitality Education (THE-ICE), after having held other academic positions such as at the Hong Kong Polytechnic University. Perry Hobson holds the British nationality and is married. In 2012 he moved from Australia to Malaysia to work at Taylor's University for many years before literally crossing the road to join Sunway University. In the nineties he briefly lived and worked in Friesland and he is looking forward to returning to the Netherlands.

He holds a PhD in Tourism (Southern Cross University, Australia), a Master's degree in Hotel, Restaurant and Travel Administration (University of Massachusetts) and a BSc (Honours) in Hotel and Catering Management (Oxford Brookes University).

Perry's session will be focused on how to engage actors from the private sector. Participants will get the opportunity to work in groups and reflect on methods and strategies they can use to establish cooperation with private companies and organisations within (and outside of) their project.

Philipp Baur (PhD), Uppsala University, Unit for Global Partnerships

Philipp Baur works as a Project Manager in the Division for Internationalization, Unit for Global Partnership at Uppsala University (UU). He has a MA in History, English and German Language and Culture from the University of Augsburg, and PhD in Modern History from the University of Mannheim (both Germany). He has worked with Erasmus+ projects for 7 years and has contributed to more than 15 projects. From 2017-2020, he was the coordinator of the E+ capacity building project LISTO (Latin American and European Cooperation on Innovation and Entrepreneurship). He is UU's representative in the COIMBRA University Network's "Development Cooperation Working Group". He has given talks and workshops about internationalization, Virtual Exchange, co-creation methods and Design Thinking.



Philipp is going to hold training sessions together with his colleague Björn:

Björn Nyström (MA), Uppsala University, Unit for Global Partnerships

Björn Nyström is a Project Manager at the Unit for Global Partnerships at Uppsala University. Undergraduate and graduate studies at Kyoto University and Tokyo University of Foreign Studies in Japan led him to managing student exchange agreements with Asia and Oceania before transitioning into EU project management. Since 2018, he has coordinated the E+ CBHE project EVENT with focus on graduate employability in Vietnam, as well as the UU Regional Representative Office in Hanoi. He currently manages the Erasmus+ Strategic Partnership project "SkillMill", which combines Career Counselling methodology with Game Design to innovate practices on soft skills recognition. This project is currently in its final phase, continuously generating interest from stakeholders in higher education such as universities and Ministries of Education, in for example Germany, Israel and Singapore.



Together, they are going to hold workshops on **Virtual and Co-Creative Methods for Successful Projects**:

The workshop will introduce participants to tools and methods for managing international projects in an inclusive and creative way. We will highlight the role of balancing synchronous and a-synchronous virtual approaches, as well as methods based on co-creation and effective partner engagement. The workshop will draw on good practice examples from projects run by the Unit for Global Partnership at Uppsala University (LISTO, VAMOS, SkillMill).

Part 1 – Project Design and Management

- How to develop a project management structure based on shared responsibilities, co-creation and virtual collaboration (focus tips for proposal development)
- How to work effectively with virtual exchange methods for synchronous and a-synchronous activities (focus project management).

Duration of the workshop incl. an interactive part: 90 minutes

Facilitator/speaker: Philipp Baur

Part 2 – Case studies: How to leverage digital platforms for co-creation beyond Zoom-meetings

- Synchronous co-creation:

Beyond novelty: GatherTown as a means to teach Design Thinking and combine challenge-based learning with ideation and target-group interaction.

Co-creation spaces in Virtual Reality: Opportunities + limitations.



- A-synchronous co-creation:

When whiteboards work: Methods for long-term ideation, silent brainstorming and structured design over time.

Does your project need a wiki? An alternative approach to onboarding and information management.

Duration of the workshop incl. an interactive part: 90 minutes

Facilitator/speaker: Björn Nyström



PANEL DISCUSSION

A panel discussion will take place as a part of the event. Please give it 15 minutes and think through what questions, ideas, and challenges could be raised then. **Grasp the occasion and ask our guests anything that is on your mind! It will be very helpful for us if you write your points down in the relevant text field when filling in the registration.** The panel will bring together experienced international educators from Czech universities and some of the guest speakers.

