



THE UNIVERSITY  
OF QUEENSLAND  
AUSTRALIA

CREATE CHANGE

# International Partnerships

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# Let's sign as many MoU's as we can?

- Why?
- Improve of reputation
- Improve our reach, branding, visibility



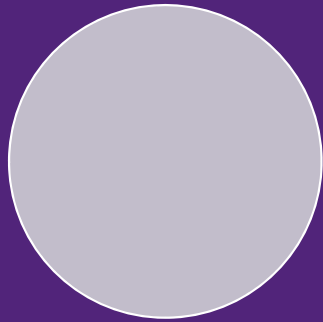
## Problems?

- An agreement is just a piece of paper. Time and effort
- Too many partners
- Over committed (quality of service). Insufficient resources (money, time, people)
- Lack of focus – trying be everything to everyone

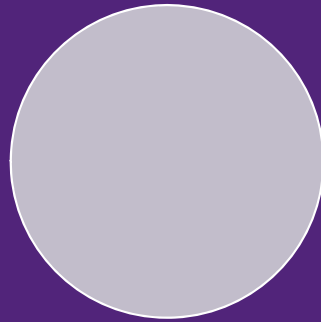


## We want to be strategic

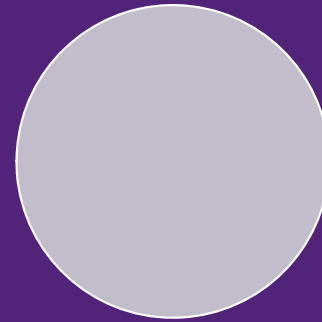
- Careful planning
- Deliberate action
- Attention to quality, depth and sustainability
- Allows you to prioritise and make trade offs
- Will depend on the overall strategy and goals of the Uni...what about if these don't align with Faculty/School/Department goals?



GE



BEL



School



## Partners...are just one aspect of international strategy

What is it about partners and/or partnerships that is so important?  
Motivation?

- Build new capabilities
- Develop synergies
- Provide global opportunities for staff and students > teaching, research
- Build diversity
- Improve intercultural understanding of Australian staff and students
- Attract quality international students



# What type of partnership or...what are we actually going to do!?

- Must be tangible!!!
- Student Mobility – Exchange/Short Term. What about virtual?
- Research
- Articulation of students
- Staff



## Partnership engagement

- Is there a commitment on both sides?
- If not, how can we encourage? What practical steps can we take to foster?
- Differences of culture, approaches and expectations
- At what point do we cut our losses? The notion of sunk cost fallacy





## Future

- Partnerships take time. They can take decades to flourish.
- Often start small with something simple. Broaden and deepen over time.
- Challenges? Change of staff, people on both sides. New Dean, HOS, Professional Staff
- Natural end



## Success Metrics

- How do you measure?
- Different types of partnerships require different metrics.  
Exchange v Articulation
- Factors that are outside your control