

REQUIREMENTS FOR INITIATING INTERNATIONAL COLLABORATION AND SHARING OF BEST PRACTICES OF LEIBNIZ UNIVERSITY HANNOVER

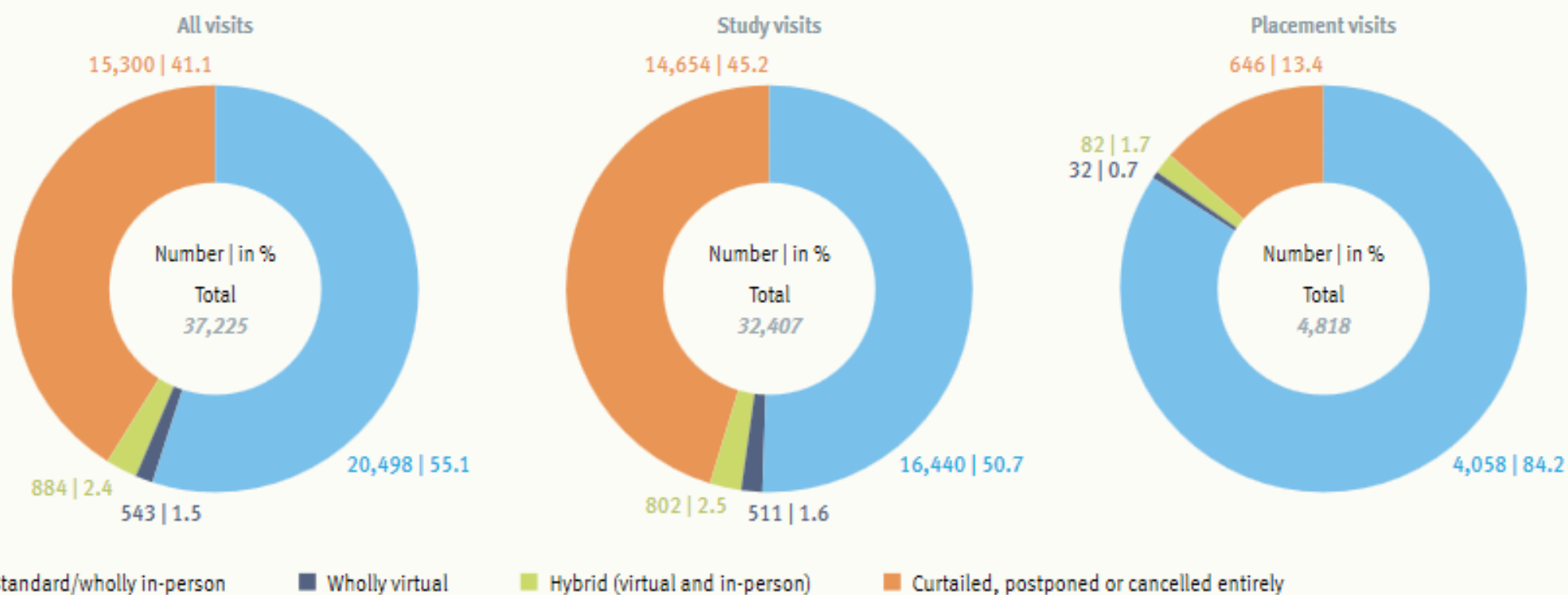
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Globalisation - Internationalisation

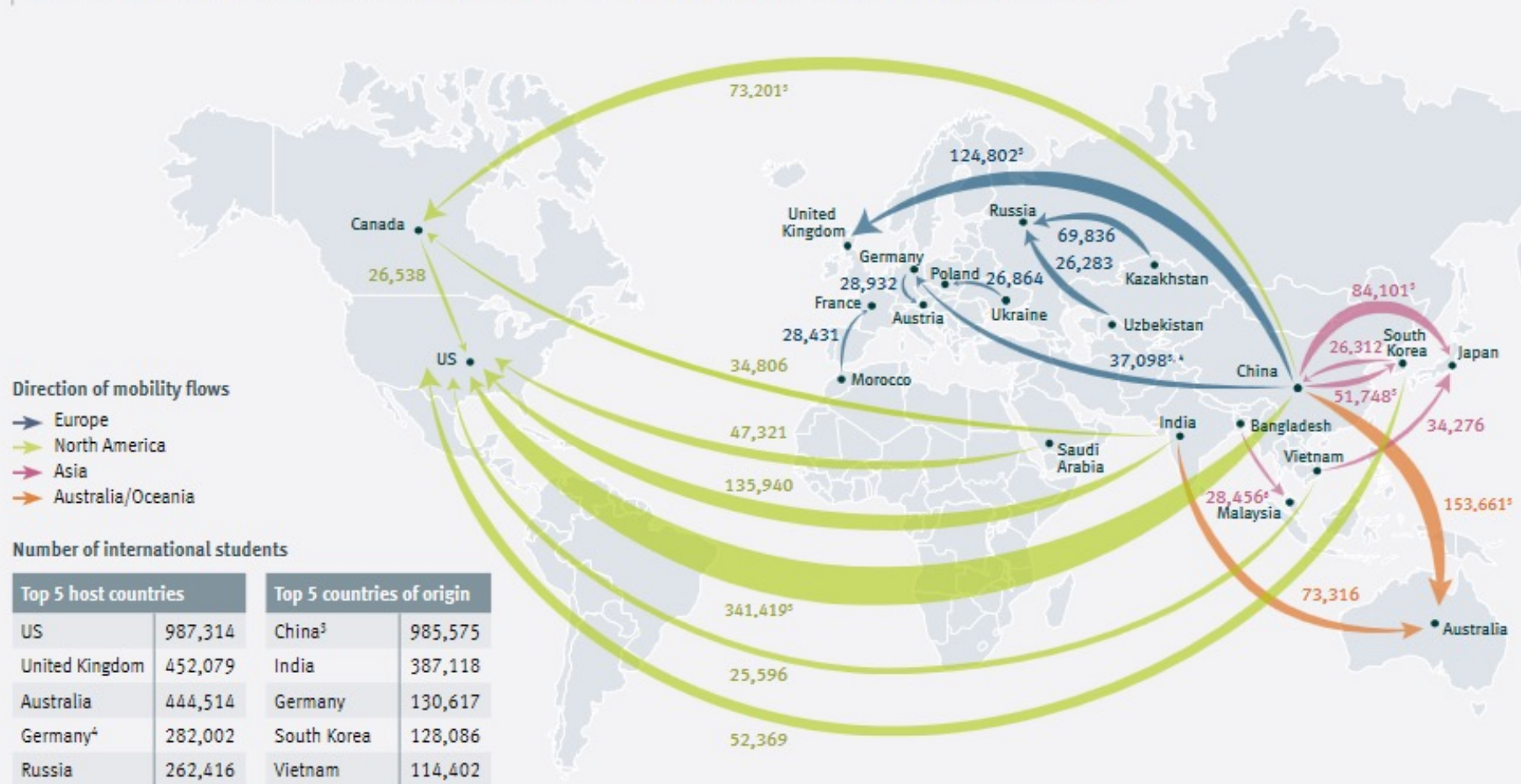
- Corona
- Digitalisation (hard infrastructure, electricity)
- Access to knowledge
- Global networking
- Challenging partners
- Political challenges affecting scientific cooperation
- Sustainability
- Diversity, equality, inclusion

CS2 Standard and non-standard Erasmus visits completed by students from Germany, by type of visit, beginning between July 2020 and May 2021^{1,5}



Source: DAAD, Erasmus statistics; DAAD calculations

3 Flows of internationally mobile students between major host countries and countries of origin, in 2018²



Figures for absolute numbers of students

Sources: UNESCO/Federal Statistical Office student statistics; state-level reporting periods; DAAD calculations

International Cooperation:

WHY

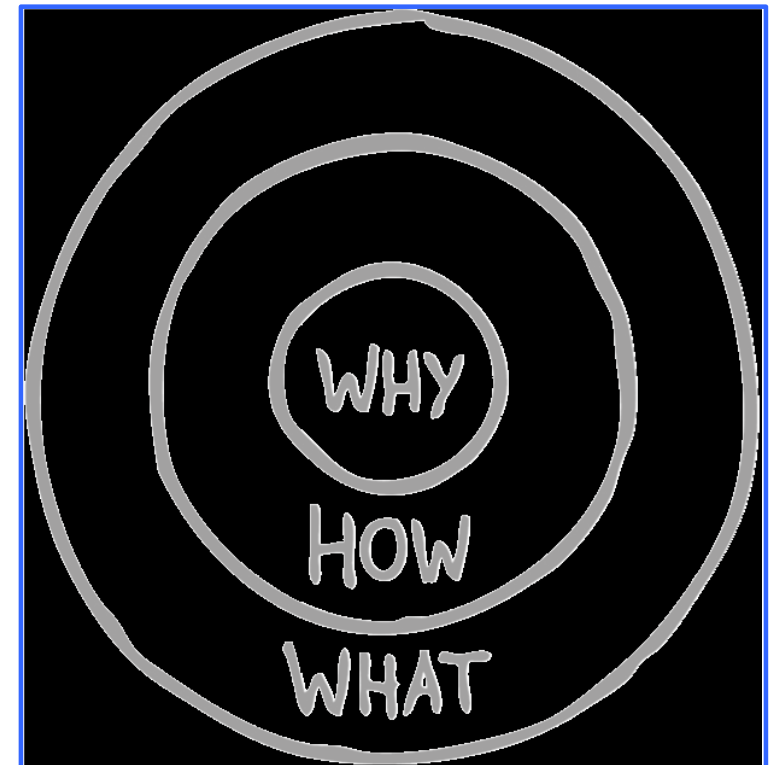
- organisations need to know WHY they do what they do
- WHY is not about making money – it is the very reason the organization exists in the first place

HOW

- Organisations need to know HOW they do it.
- These are the things that differentiate them from their competition.

WHAT

- Organisations need to know WHAT they do.
- These are the products they sell or the services they offer.



Internationalisation Rationale Prioritisation Exercise (Lewis 2014)

- **Statement A (Prestige Rationale):** My institution is concerned with enhancing its international profile and reputation as a world class institution
- **Statement B (Academic Rationale):** My institution is concerned with ensuring that a global outlook permeates all areas of academic activity – from research to curriculum
- **Statement C (Economic Rationale):** My institution is concerned with generating significant income from international sources
- **Statement D (Social Rationale):** My institution is concerned with equipping all its students and staff (and the institution itself) to make an effective and informed contribution to society

Homework

What is your motivation, goal?

What are the needs in Sumatra, in Indonesia?

Labour market, science, academic carrier?

Fitness of students for what purpose?

Research in which fields?

International cooperation and capacity building

- Partnerships are key forces for the future of education, research and service to society
- Quality, not quantity of MoUs counts
- All levels are relevant: departments/centers, faculties, institution, whole university and students, PhD candidates, researchers - not for leaders only
- Win-Win situation: each partner has to gain out of the relationship



International cooperation and capacity building

- What kind of cooperation? Individual partnership, partnership for the whole university, multi-partner networks
- Partnerships include a package of actions, not single actions
- Invest in partner relations, look for sustainability, do not depend on external sources





International cooperation and capacity building

Selection of partner university:

Who fits for what purpose?

Who is responsible at your university?

How to get financial support?

How to connect Internationalisation with the local, national, regional and global context?

How to improve your skills, competence, or upgrading your performance ability? Who will support you?



How to establish contacts

- **Researchers: International conferences, workshops, HE organizations (DAAD, Nuffic, Fulbright) – looking for oportunities to meet, networking**
- **IO: International conferences, workshops – looking for oportunities to meet, networking (APAIE)**
- **Use your own international contacts!**
- **Alumni**
- **Network within Indonesia**

Drivers of international cooperation

Internal drivers:

- Individual researchers
- Institutional leadership
- the international office

External drivers:

- Demand from foreign higher education institutions
- Government policy
- Business and industry demand

Obstacles of international cooperation

Internal obstacle:

- Insufficient financial resources
- Administrative/bureaucratic difficulties
- Lack of knowledge of foreign languages

External obstacle

- Funding
- Language barrier
- Difficulties of recognition and equivalences of qualifications, study programmes and course credits



Strategic planning

- is about positioning (regional, national, international)
- is designed to strengthen and enhance the performance and quality of an institution
- is participative, dynamic and future focused
- results in decisions and actions
- is fundamentally a change process

How to be successful

- **How good is your plan? New and creative?**
- **Commitment?**
- **Communicated, understood and shared by all members of the university?**
- **Good project planning?**
- **Relationship to budget, human capacity and environmental realities?**
- **Are reviews, evaluation and adjustment part of your project plan?**
- **How strict is the course of implementation?**
- **Quick wins possible and visible?**



Take care!

- **Be agile, flexible, creative**
- **Engaging in strategic thinking is more important than the plan itself**
- **Strategic planning is an instrument of facilitation**
- **Choose and concentrate on the most important goals**
- **Involve people in the decisions that will affect them**
- **Start with role model and quick wins**
- **Tell a good story**

Professionalisation of ITN of HE II

- Need for co-ordination of international affairs and efficient administration of day to day business
- Need of science management
- Growing need for effective leadership and management



Need of an International Office ?



IO involvement in strategy I

- Involvement of IOs in initiation and development of strategy
- Direct responsibility and ownership: strategy formation



IO involvement in strategy II

How can you be included in the strategic process? How can you be visible ?

- Vital in implementing objectives, targets, and measures
- Supportive and service role: working with academic and administrative departments to translate priorities into plans and actions



Key tasks of IO V

Establishing new cooperation (according to the Internationalisation Strategy)

Advising and supporting management board, faculty, students, administration

Supporting faculty to establish new cooperation in research, joint and double degree programmes

Advice on third-party funding opportunities (students, PhD, researchers, mobilities, projects)

Acquisition of third-party funds

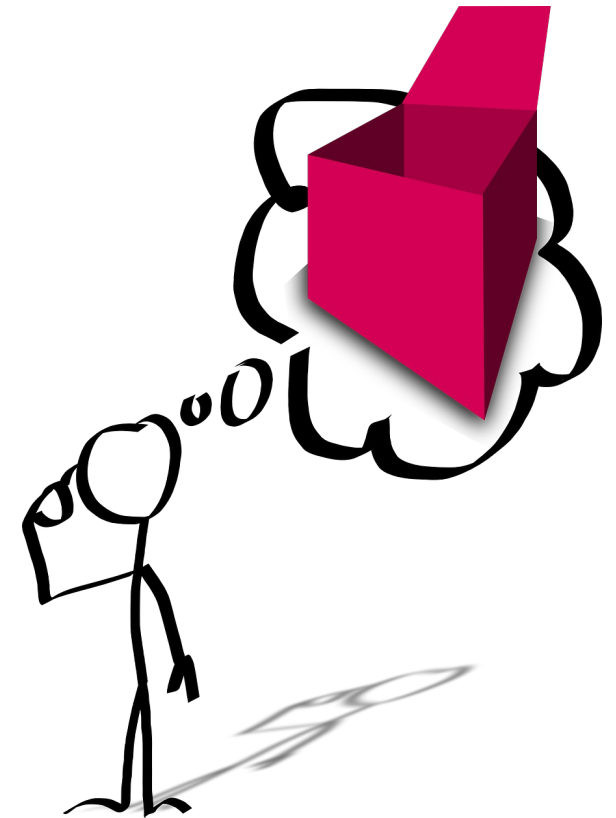
Homework

**Quick WINS:
Write down three measures with
which you can achieve quick wins!**



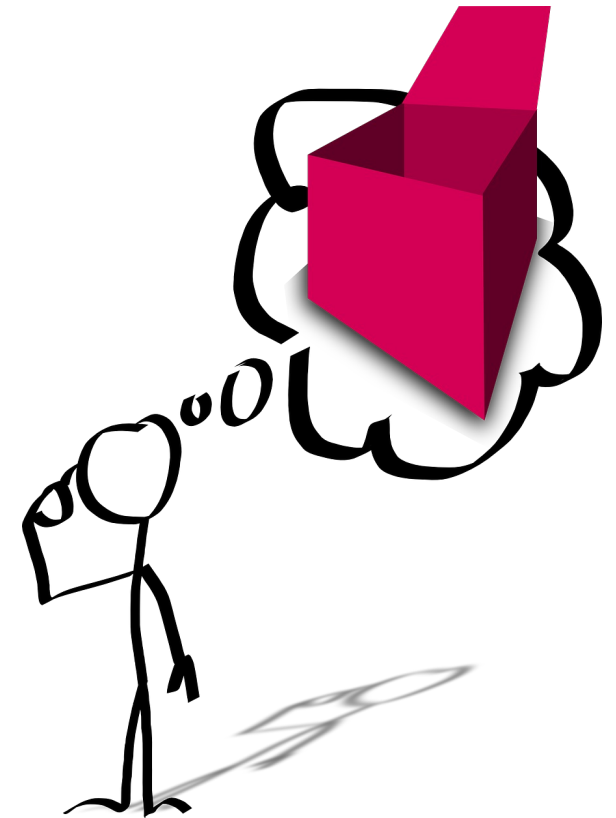
New perspectives

- **making use of online expertise, not by replacing onsite by online learning**
- **focus on all students and all staff, not exclusively on a small elite of mobile ones**
- **link internationalisation to innovation and the needs of local/regional development (third mission) (global Local and local Global)**



New perspectives

- What do mobility and blended mobility models look like in the future?
- How might the digital transformation of higher education lead to new approaches in internationalisation?





TERIMA KASIH

**Apakah Anda Memiliki
Pertanyaan?**