



Identify New Partnership Opportunities and Expansions

*Second Session in a Series on New Opportunities for
International Partnerships in Higher Education*

2 November 2021



Joining Us Today...

Meet Your Presenter



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EAB's International Partnerships Team



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EAB

A **Global Approach** to Higher Education Research, Strategy, and Support



We Have Line of Sight into Every Aspect of University Operations

Our expertise cuts across all terrains—academic strategy, student experience, finance, estates, fundraising, IT, and more—to support both specific initiatives and overall goals.



We Harness a Global Network of Sector Leaders

Our proprietary research model seeks out replicable solutions from universities around the world, uncovering innovative strategies where you may not have known to look.



We Offer Unmetered Access to Our Research and Advisory Services

Our partnerships provide everyone on your campus unlimited access to research initiatives, expert consultations, implementation tools, and virtual and in-person events, without per-person fees.

14+

years researching operational, academic, and student challenges

2,100+

institutional partners around the world

26,000+

campus leaders use EAB research and services in their daily workflows

New Opportunities for International Partnerships in Higher Education



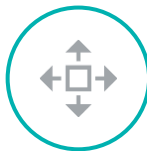
Recording Available



Cultivate an International Partnership Portfolio

- Empower an international strategy champion
- Craft a university-wide partnership plan
- Cultivate institutional strengths and branding

Today's Focus



Identify New Partnership Opportunities and Expansions

- Break into new markets
- Grow existing partnerships into multi-functional collaborations
- Evaluate and communicate return on investment

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Empower Academics and Other Leaders to Make Smarter Partnership Decisions

- Incentivize international activities
- Educate instructors on collaboration risks and pitfalls
- Reduce friction in instructor-led engagements

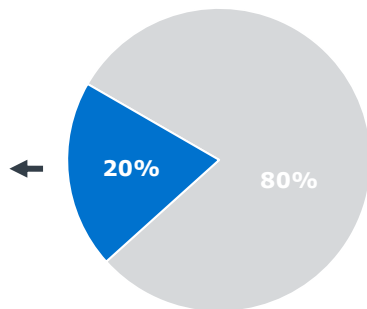
The 20-80 of International Partnerships



While Smaller Pool, Institutionally-Led Partnerships Have Oversized Impact

Institutionally-Led Partnerships

- Limited to largest and most impactful engagements
- Cultivated with expansion, longevity, and university-wide impact in mind
- Senior leadership oversight and sign-off necessary



Demonstrative Distribution of Faculty-Driven and Institutionally-Led Partnerships

Role of Executive Leadership

- Scope new markets and promising expansions
- Develop and manage partnerships directly
- Evaluate and communicate return on investment

Barriers to Institutionally-Led International Engagement



Difficult to identify strategic partners



Existing partnerships difficult to scale



Expensive to sustain over time



Tough to balance elite and regional interests



Difficult to coordinate variety of stakeholders



Current assessment processes insufficient



Picking the Right Partners

“How can our institution identify the best-fit partners and then approach them to collaborate?”



Expanding the Right Collaborations

“How can we expand and combine our existing engagements into a single agreement?”



Tracking the Right Metrics

“How can we ensure our partnerships are bearing fruit given the investment made in them?”

Today's Guest Panel

Please use the Chat feature to submit any questions you have for our panelists.

Next Steps and Opportunities

Recording Available



Cultivate an International Partnership Portfolio

Available Resources:

- [How to Create an International Strategy Champion](#)
- [Evaluate the Effectiveness of Your International Partnership Web Presence](#)
- [Key Takeaways about the Pandemic's Impact on Partnerships](#)

Today's Focus



Identify New Partnership Opportunities and Expansions

Available Resources:

- [Go-To-Market Tactics for International Partnerships](#)
- [International Partnership Case Studies](#)
- [Create High Impact International Partnerships](#)

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Empower Academics and Other Leaders to Make Smarter Partnership Decisions

Interactive session on:

- Incentivizing international activities
- Educating instructors on collaboration risks and pitfalls
- Reducing friction in instructor-led engagements



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