International Networking

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Workshop:
IRO Services Development and Networking and Opportunities
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International Networking

OBJECTIVES

- Provide participants with an overview of the accepted strategies behind networking, as well as the relative pros and cons of different approaches. Share experiences good and bad between participants.

- Provide an overview of important communication skills.
International Networking

CONTENT

- Basic concepts of Networking
- International Networking in Higher Education: A Key Tool for Internationalisation and Cooperation
- Building an international culture "at home" to foster successful international networks
- Selecting Partners and Negotiating Projects
- Practical Exercise: Experiences in Networking
Basic concepts of Networking

• **Networking** can be defined as a supportive system of sharing information and services among individuals, groups or institutions having **common interests**, cultivating productive relationships.

• **Relations** are based on **trust** and **making a personal connection**. So be **genuine, authentic** and **reliable** with the others.

• **International networking** implies connecting to people around the world through a valid linking.
International Networking in HE: A Key Tool for Internationalisation and Cooperation

• The ability to network is one of the most crucial skills any IRO representative can have.

• Boosting the capacity of an IRO to maintain and promote worldwide contacts, allows institutions to build the platform of relations needed to sustain I&C programmatic actions.
Building an international culture "at home" to foster successful international networks

Will of the University Community for Internationalization

University Community Capacity for Internationalization

Collaboration Development

Cooperation Development

Will Development

Visibility

Knowledge Development

Institutional Projection Development

Capacity Development

Authenticity Development

Universality Development

Identity Development

Identity of the internationalized University Community
Selecting Partners and Negotiating Projects

• Networking is more than getting out and meeting people. It is a **structured plan** to get to know people who will relate with you or introduce you to those who will, including unplanned international networking opportunities, which can arise at any time.

• Define the institutional objectives to be achieved, the projects to be develop and the profile of the desirable partner.

• Make a list of candidates and establish how, when and where to reach them.
Selecting Partners and Negotiating Projects

- Identify reliable potential partners – validated with referrals - that fit your interests and could be interested in your offer. Research their backgrounds.
- Have a clear understanding of what your institution wants and what makes your project an special offer.
- Use all the available ways to communicate your interest to your potential partners, especially face to face interaction.
- When meeting, be realistic, do not waste people’s time, always have a business card and follow up your contacts.
- Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help each other.
Practical Exercise: Experiences in Networking

• Speed networking table among the TIES partners.

• Time: 5 minutes each participant.
Gracias!  Thank you!  Merci beaucoup

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