



OFICINA DE GESTIÓN DE PROYECTOS INTERNACIONALES  
UNIVERSIDAD DE ALICANTE



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# TIES Project *back to basics*

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## A. TIES Wider Objective

Develop institutional capacity in the area of internationalisation for MEDA country institutions through the transfer of know-how, managerial capacities and good practice for the management of IROs.

### **Indicators of progress:**

Strategic thinking, innovation in partner institutions, improvements to the working methodologies and services offered, and human resources capacity enhancement.

### **How indicators are measured:**

- New ideas adopted or planned
- Strategic Internationalisation Plans
- Training actions given on 7 topics relevant to International Relations, good practice transfer between MEDA participants

## B. Specific TIES Objectives

- Develop an internationalisation culture through regional actions;
- Provide appropriate knowledge and means and methods to improve international actions of partner country institutions;
- Create a recognised regional network for internationalisation.

### Indicators of progress:

- Approx 168 trainees from 7 trainings, 12 internationalisation plans & IR dedicated websites developed, formal Network Business Plan (format, structure, competences), Conclusions of national dialogue in Roundtables, Development of a guide for IROs in the MEDA region
- Competences, ideas and innovation

## B. Specific TIES Objectives

Cont.

### How indicators will be measured:

- Records of the project activities (meetings), feedback from the participating institutions on knock-on activities (new ideas, planning processes, improvement measures)
- Involvement level of other actors, their feedback and ratification of project outputs and conclusions

### Assumptions & risks:

- Assumptions: that good practice transfer and development of structure can lead to improved international extension
- Risks: non-applicability of the good practice transfer (offset through inter-regional dialogue with actors operating in the same context and under same conditions).

## C. Outputs and Outcomes

- Innovation Through Observation
- Human Resources Development
- Capacity Building and Action Plans
- Networking and Sustainability (Network)
- Dissemination Sustainability (project)
- Quality Control and Monitoring
- Project Management

### Indicators of progress :

- Ideas gathered, good practice transfer.
- Nº participants, conclusions, nº case studies from MEDA, strategic thinking, 7 training sets, nº trainings, 2 persons per institution.
- Items purchased, improvements web, guide distributed, project web, 12 IRO web, internationalisation plans (12).
- Network business plan, nº / type participants internationalisation roundtables, conclusions

## C. Outputs and Outcomes

Cont.

### How indicators will be measured:

- Conclusions, participant lists, evaluation surveys, records of participant's ideas for innovation;
- Participant lists, documentation of conclusions and case studies, evaluation surveys, training materials online, record of training;
- Record of purchase, record of web changes, lists of distribution, adopted plans, website addresses;
- Conclusions of network meeting and Business Plan, list of participants / agenda etc of internationalisation conferences, declarations.

## C. Outputs and Outcomes

Cont.

### Assumptions & risks:

- Time management to organise the observation visits, planning of other items such as VISA obtention;
- Reports of the first activity to be able to develop useful materials, all materials ready before workshops commence to be able to re-schedule the order if needed;
- Joint efforts to draft the guide and propose improvements to the websites. Quick actions from MEDA partners to implement improvements or plan them, pre-dialogue with top level to have draft ideas for the plans;
- Pre-dialogue to obtain network ideas.





## D. Activities

Activity	Date and Place
1.1 Observation Session for Management	
1.2 Observation Session for Staff level	03-07/05/10, Alicante and Grenoble
2.1 Development of workshop materials	Ongoing
2.2 W/S Internationalisation and Globalisation	13-14/12/10, Mansoura, EG.
2.3 W/S: International Strategic Planning	12-13/03/11, Amman, JO
2.4 W/S: IRO Models	16-17/05/11, Hammamet, TU
2.5 W/S: IRO Services Development	26-28/02/12, Marrakesh, MO
2.6 W/S: International Networking and Opportunities	26-28/02/12, Marrakesh, MO
2.7 W/S: Fundraising and Project Management	--/03/12/12, Beirut, LE
2.8 W/S: ICTs for IROs	15-16/11/11, Rome, IT
3.1 Purchasing IT Equipment for IROs	Purchased 9 of 12; Started on 31/05/10
3.2 Improvement IRO dedicated website	Set 8 of 12; Started on 30/06/11



## D. Activities

Cont.

Activity	Date and Place
3.3 "Guide for IRO Management in the MEDA Context"	Detailed description follows
3.4 Designing Internationalisation Plans	Detailed description follows
4.1 Internationalisation Network Set-up	Detailed description follows
4.2 Drafting the Network Business Plan	Detailed description follows
4.3 Roundtable Conferences	Detailed description follows
5.1 Project / Network Website	Created on 23/02/12
5.2 Mailing Activities	Ongoing
5.3 Development of a Standard Package	Detailed description follows
5.4: DfA: Policy Makers and Shakers	Detailed description follows
8.1 Evaluation Board	PCI
8.2 Project Management and Reporting	Ongoing
8.3 Management Meetings	Kick-Off meeting: Alicante, 01-02/03/10 Coordination meeting: Alicante, 30-31/01/12

## 3.3 - Guide for IRO Management in the MEDA Context

The aim of the guide is to provide a useful reference material for IROs and HE institutions in the MEDA region inside and outside the consortium.

The guide will contain sections on:

- Collection of good practices from the Partner Country institutions;
- Theory and conclusions reached in the workshop series per topic and some practical information;
- Some general data on HE in MEDA region;
- Fiches on the institutions involved in the project and their contact details.

### Deadlines:

Guidelines by UA: 03/12

PCI information: 05/12

Publication: 09/12

Distribution: 11/12

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 3.4 Designing Internationalisation Plans

The internationalisation plans will be strategic documents which should plan the institution's international activity and growth for the period 2011-2015, providing key actions, expected numbers of students, marketing plans, new developments, etc.

According to this mission, the institutions will decide upon a series of realistic objectives based on SMART principles (Specific, Measurable, Accurate, Realistic, Timebound) and the concrete actions to be developed to reach those objectives. The document shall be considered as a “roadmap” for internationalisation, and should be as far as possible integrated into the overall institutional planning.

### Deadlines:

Guidelines by UA: 02/12

PCI information: 04/12

PCI Internationalisation Plan: 07/12

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 4.1 Internationalisation Network Set-up

The aim of this activity is to turn the consortium into a formalised and recognised network for the internationalisation of HE in the MEDA region.

The formalisation process will include the following steps:

- Naming of the network and creation of an image (logo);
  - Network website to be joined with the project website);
  - Creation of the network “statutes”;
  - Election of the network “president” and “Secretariat”
  - Marketing of the network in between institutions and to the Ministries, to gain both potential support and interest and further membership outside the consortium;
  - Identification of potential “legal entity” status for the network.
- A meeting will be held in UA to discuss the points set in activity 4.2.**

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 4.1 Internationalisation Network Set-up

### Deadlines:

Creation of the Network: 03/12

Network Website: 03/12

Statutes by UA + PCI: 04/12

Election of the Network President and Secretariat: 04-05/12

Marketing of the Network: 06/12

Network as legal entity: 07/12

**Meeting in Alicant: May 2012**

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 4.2 Drafting the Network Business Plan

The network business plan must cover the following ground:

- a) The network name and ideas for image;
- b) The network main “mission”;
- c) The network mandate – which activities should it carry out;
- d) Identify any relevant contacts to make;
- e) Examine ideas for funding, including the introduction of fees;
- f) Discuss how to make the network attractive for other institutions;
- g) Build a plan of action and sustainability for the period 2010 – 2012.

### Deadlines:

Start the activity on 08/12

**Meeting in Alicante: TBD**

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 4.3 Roundtable Conferences

To promote the activities of the project, and disseminate the messages and lessons learned the Partner Country institutions will prepare and host a National Internationalisation Roundtable, in which other local HEIs and representatives of the Ministry of Education will be invited.

In the roundtables, the hosts will choose topics of interest nationally for debate related to international relations and HE, and will also take the opportunity to present the project outputs and market the network.

### Deadlines:

Guidelines by UA: 09/12

Start the activity on 10/12-01/13

Coordinator: Algeria

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*



## 5.3 Development of a Standard Package

The project partners will develop a standard presentation package in which a unified image of the project can be presented, both in terms of visual image and content.

For the purpose of different target groups, there will be two types of package with a common backbone:

- a) Standard General Package Standard description of the project ,and general information on international relations and internationalisation.
- b) Standard Informative Package: Standard description of the project, some information on international relations and internationalisation, plus some concrete information on why change is important, how it can be done, etc.

### Deadlines:

UA Send Draft on 02/12

Publication: 04/12

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*

## 5.4: Dissemination for Action: Policy Makers and Shakers

The aim is to provide relevant policy makers and shakers (Regional HEIs, Ministries of Education, Networks and Associations of Universities, etc) with information on the project and its activities plus the rationale behind it all with a view to enabling them to see the intrinsic value of the strategisation and formalisation of internationalisation processes.

The internationalisation roundtable of Outcome 4, Activity 4.3, will be the major communicative action with this group. Besides this, regular meetings and contact shall be promoted.

### Deadlines:

Coordinators: PCI

Reports: 04/12 and 10/12

*The payment of staff cost in 2012 will depend on the active participation, and respect to the deadlines of the TIES members for each activity.*



## E. Assumptions, risks and preconditions

- Preconditions: the openness and willingness of top level management to initiate a dialogue with other stakeholders;
- A need or desire to improve and promote international activities;
- An understanding that international activities operate within the structure of an institution, and should be part of its overall mission and strategy;
- Cooperative attitude with neighbouring partners and counterparts in MEDA region;

## E. Assumptions, risks and preconditions

Cont.

- Willingness of top level management and institutions to implement new ideas, strategic thinking and innovate to gain higher potential from their international activities.
- Conditions: political stability, inter-regional peace for dialogue and exchange, stable human resources to replicate and use the knowledge and ideas gathered, flexibility and interest on the institutional level.
- The majority of these conditions (except for political factors outside our control) are present already.



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# Conclusions



# CONCLUSIONS

- Next activities will follow the initial schedule;
- There will be 2 workshops (International Networking & IRO services) in Marrakech next month – 26/28 February;
- UA will provide guidelines in this meeting for 3<sup>rd</sup> year activities ( Guide, Internationalisation network, Roundtables, etc.). Initial schedule has been agreed between partners;
- There will be 2 coordination meetings in Alicante until the end of the project to follow up these activities. Next meeting will take place in May
- Some activities still pending for some (Equipment / Web)



# CONCLUSIONS

- EU partners will be requested to provide expertise in the coming activities. International and recognised experts could be also invited to reinforce or replace EU experts;
- Software for IROs has been identified as one of the main needs of the PCI. UA will start negotiations with all involved parties to progress on this;
- Resources of the EU partners that have not participated in Workshops could be used by PCI in the roundtables (one invited expert to each roundtable)
- Fundraising workshop should focus on drafting proposals to international calls (Tempus, Erasmus Mundus and FP7)
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# Thank you!

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