

Searching for partners

(Practical tips on ICM, advices for newcomers)

INTERNATIONAL CREDIT MOBILITY
CONTACT SEMINAR



PARTNER SEARCH S1 gr. 4
OBLIGATIONS (AGREEMENT, ECHE)

- Preparing a proposal letter, structured (unique proposal letter) ^{abstract of course}
 - why our university?
 - global recognition of the uni
 - benefits of the cooperation
- Obligations in the inter-cust agreement
 - types of the mobility
 - fields of study for students
 - fields of teaching/training for staff

A) PARTNER SEARCH S1 gr. 1
OBLIGATION FROM AGREEMENTS
SEARCHING FOR PARTNERS AND ARRANGEMENTS

- USING LONG-LASTING CONTACTS FROM PREVIOUS PROJECTS
- USING PERSONAL CONTACTS
- PARTICIPATION IN THE INTERNATIONAL NETWORKING ACTIVITIES
- CONFERENCES, EXHIBITIONS
- ALUMNIES OF ERASMUS+ AS AMBASSADORS
- PARTNER SEARCH TOOL
- CONTACT ERASMUS+ OFFICES AND AGENCIES

A) PARTNER SEARCH S1 gr. 3
OBLIGATIONS FROM THE AGREEMENT

- ATTENDING CONTACT SEMINARS / PERSONAL CONTACTS
- JOINT VISITS
- INTERNAL QUESTIONNAIRES FOR STAFF MEMBERS
- STATISTICS
- ORGANISING EVENTS / INTER. STAFF MEETS / DAY ETC.
- TO CREATE FIELD-ORIENTED NETWORKS OF UNI.
- TO SHARE CONTACTS WITH YOUR PARTNER UNI.
- for partners, make a point of to provide feedback in English!

Partner Search S1 gr. 6 p. 1

- Previous experience CBHE Projects ICN / Other
- Personal Contacts PTP
- Rankings & University
- National Institutions
- Common study fields
- Joint activities

multichannel approach S1 gr. 5

- "friends & relatives" ☺
 - conferences
 - visits
 - Faculty own contacts
- how to choose: **TRANSPARENCY**
- good, informative website
 - easily accessible information
 - (personal contact needed)
- good @ @ answers (updated every year)
- Int. office as main communication structure of the uni

A) PARTNER SEARCH S1 gr. 2
OBLIGATIONS FROM THE AGREEMENT

1. Face-to-face communication
2. Go to part of the Universities
3. Educational fairs
4. E-mailing (corporate mail, put National E+ agency into copy)
5. Ask existing partners to promote your institution for new partners
6. Involve ambassady
7. Conferences

PERSONAL CONTACTS

- Personal Contacts PTP

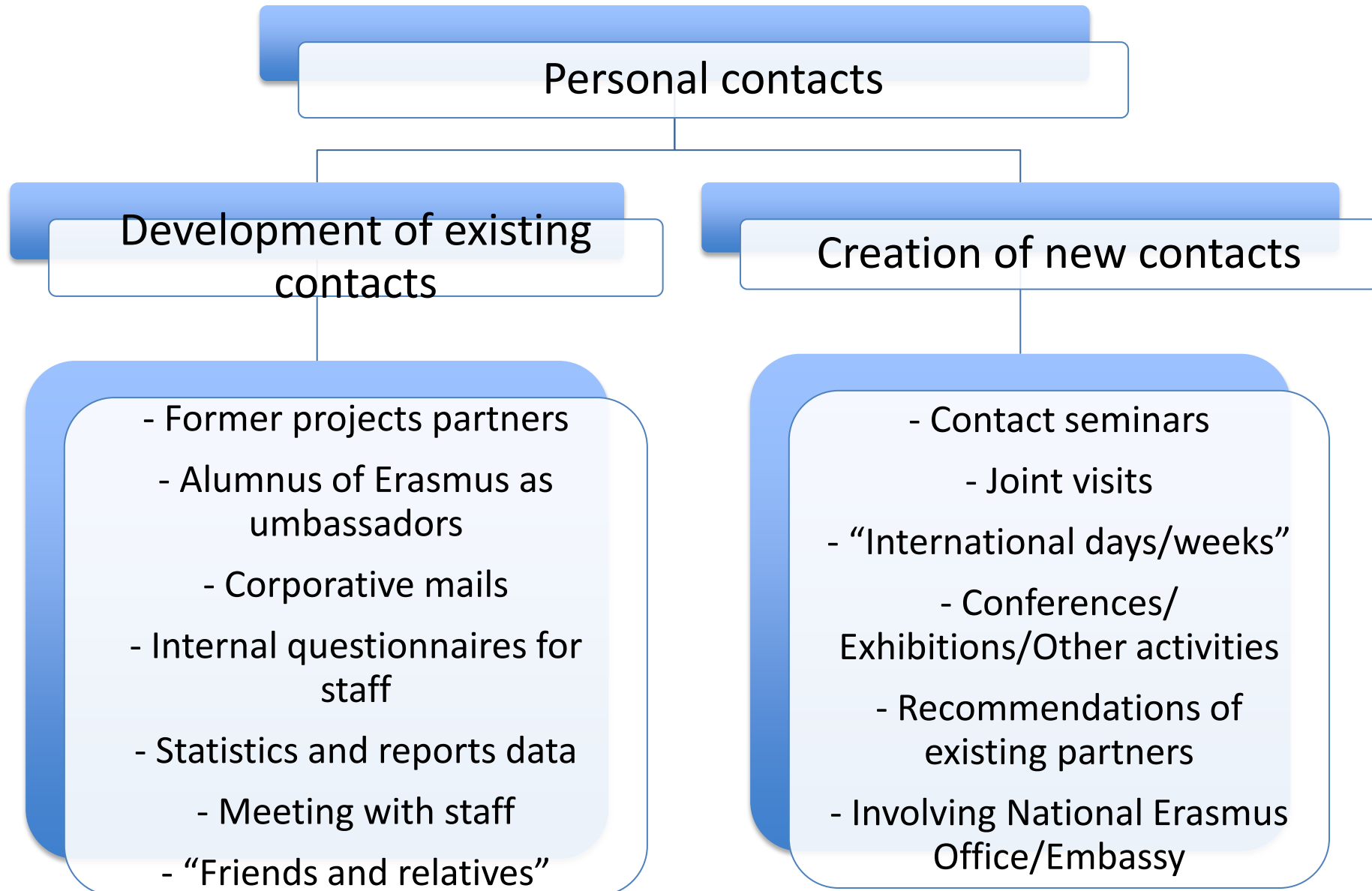
• USING PERSONAL CONTACTS

• (personal contact needed)

1. Face to face communication

1. Partners Search

ERASMUS +



2. E-mailing/Proposal letter

- Relevant partner
 - Common study fields, Ranking the University
- Relevant information
 - Do the research
 - Specify areas of cooperation, what kind of mobility, recognition
- Unique
 - Why our university?
 - Benefits of the cooperation
 - Prestige
- In English
- Put Erasmus Office in to copy

(unique! proposal letter)

3. Facilitate the contacts

- TRANSPARENCY
- Good informative website with easily accessible information
- Info pack of the University
- Internationalization strategy
- Quick and adequate response



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- MULTICHANNEL APPROACH
- ERASMUS SEARCHING TOOLS- contact Erasmus+ Offices and Agencies
- FIELD-ORIENTATED NETWORKS OF UNIVERCITIES (to share contacts with your partner universities)

. Obligations in the inter-inst. agreement:

READ → REFLECT → COMMENT

- **OBLIGATIONS**
- Type of mobility
- Fields of study for students
- Fields of training/teaching

**“PEOPLE WHO SAY IT CANNOT BE
DONE SHOULD NOT INTERRUPT
THOSE OF US WHO ARE DOING IT”**

GEORGE BERNARD SHAW

IMPOSSIBLE