



Building Successful International Partnerships

A training event for beneficiaries of KA2 Cooperation Partnerships in higher education, as well as those who are interested in applying for a Cooperation Partnerships project in the future.

October 16 – 18, 2023, Prague



BASIC INFORMATION

Event start: Welcome dinner on Monday, October 16, at 19.00. The name of the restaurant is to be specified. The restaurant is located in Prague city center.

Registration: Tuesday, October 17, from 9.20 till 9.55 at the entrance to the conference area. The name of the venue is to be specified. The venue is also located in Prague city center.

Accommodation and diet: Accommodation, meals, Welcome dinner on Monday and Social dinner on a boat on Tuesday are provided cost-free by DZS (Dům zahraniční spolupráce/Czech National Agency for International Education and Research)

End of event: Wednesday, October 18; the event ends at 14.15.

Please see the agenda on the following pages, as well as the speakers and their topics.



AGENDA

Monday, October 16

19.00	WELCOME DINNER (name of the restaurant to be specified)
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Tuesday, October 17

9.20 – 9.55	Registration
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10.00 – 11.00	Finding partners for your project collaboration Anna Stina Sinisalo, University of Helsinki
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11.00 – 11.30	COFFEE BREAK
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11.30 – 13.00	Stakeholder engagement as a key to the success of every project Shane Lordan, University College Dublin
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13.00 – 14.00	LUNCH
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14.00 – 15.30	Erasmus+ Lump Sum Financing: Insights, Expectations and a Chance to Practice, Part I Paul Guest, Orientra Consulting
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15.30 – 16.00	COFFEE BREAK
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16.00 – 17.00	Erasmus+ Lump Sum Financing: Insights, Expectations and a Chance to Practice, Part II Paul Guest, Orientra Consulting
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19.00 – 22.00	SOCIAL DINNER ON A BOAT CRUISING ON THE VLTAVA RIVER
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Wednesday, October 18

8.20 – 8.55	Registration
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9.00 – 10.30	The Art of Project Event Planning: Captivate, Educate & Inspire Your Audience, Part I Cristina Rigman, Strategist & Experience Designer
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10.30 – 11.00	COFFEE BREAK
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11.00 – 12.00	The Art of Project Event Planning: Captivate, Educate & Inspire Your Audience, Part II Cristina Rigman, Strategist & Experience Designer
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12.00 – 13.00	LUNCH
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13.00 – 14.00	Project sustainability: Using other Erasmus+ funding to support your KA2 Cooperation Partnerships project Anna Stina Sinisalo, University of Helsinki
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14.00 – 14.15	CLOSING THE TRAINING
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Speakers and their topics:



Anna Stina Sinisalo, University of Helsinki

Anna Stina Sinisalo works as a Head of Development, International Affairs at the University of Helsinki. In her current role she acts as the University of Helsinki Operational Lead of the Una Europa alliance. She has been working with diverse tasks within higher education international relations for over fifteen years and has broad expertise on international higher education cooperation, joint degree programmes, international exchanges and collaborative projects carried out with external funding. She is a Steering Group member of the EAIE Expert Community European Collaborative Programmes since 2020 and has contributed also in various other international networks' steering groups and committees.

Anna Stina is going to hold the following workshops:

Workshop 1: Finding partners for your project collaboration

A great project idea alone is not enough to apply for an Erasmus+ Cooperation Partnerships project since it also requires a good combination of international project partners who are willing and interested in working on the idea together with you. How and where to find these partners and how to get them onboard? This workshop focuses on 1) demonstrating different ways and tools to find other higher education institutions and 2) sharing best practices on how to contact and engage the partners to join your project proposal. In addition, this session includes tips, do's and don'ts for the funding application writing.

Duration of the workshop: 45 minutes + 15 minutes discussion

Workshop 2: Project sustainability: Using other Erasmus+ funding to support your KA2 Cooperation Partnerships project

What can be done after the project funding has run out to continue the project lifetime? How to increase the impact and scope of a single stand-alone project by using the synergies of other Erasmus+ funding instruments available? This workshop introduces the participants to different possibilities the Erasmus+ programme has to offer that can be used in stages before, during and after to support your Cooperation partnerships project.

Duration of the workshop: 45 minutes + 15 minutes discussion



Shane Lordan, Global Networks and Projects Manager, University College Dublin

Shane has over fifteen years of experience managing international projects and teams in various higher education contexts. Beginning as an academic researcher and then lecturer, he has worked on trans-Atlantic research projects, Erasmus+ teaching projects, and funded PhD training projects in the UK. Shane leads the Global Networks and Projects team within UCD Global, overseeing the university's participation in several global networks and external funding strands, including Erasmus+ KA2. Shane is also the lead for UCD's participation in the European University Alliance Una Europa. This broad portfolio sees him working with teams across UCD and its partners to manage the successful delivery of diverse projects, requiring careful relationship and stakeholder management.



Shane is going to hold the workshop **Stakeholder engagement as a key to the success of every project**:

Project management success is measured against the end outcomes: has the project achieved its objectives? Has the project realised its promised benefits? Any project management textbook or methodology will provide steps and processes to help you achieve these outcomes, but these are only helpful if your project stakeholders are on board and ready to play their part.

Engaging stakeholders is critical to the success of every project. It builds a sense of involvement and agency; a feeling that everyone is working together for a shared outcome. It involves understanding and working with your team so that they support a project from the ground up. This elevates a project from something that is merely 'accomplished' for someone to something that is 'created' with others. When leading a cross-functional team in an international environment you will encounter a variety of expectations, assumptions, and perspectives. Stakeholders at different levels will react differently to the same request or process, and some will take a keener interest than others. It is impossible to meet everyone on their own terms, but it is possible to engage everyone by giving them ways to contribute and be heard.

In my session I will introduce delegates to some of the key principles in stakeholder engagement as brought together in the Erasmus+ KA2 project, Evaluate: Developing a Framework for Evaluation of International University Partnerships. This project centres stakeholder engagement as a means of building and understanding success. I will illustrate these principles with practical examples from my own experience of managing international teams, and participants will have the opportunity to practice some exercises and see these principles in action.





Cristina Rigman, Strategist & Experience Designer

After a 20 years career in nonprofit organizations, Cristina started to work as freelance trainer & consultant specialized in strategic planning, project & impact evaluation and organizational development since 2017. In the past 3 years Cristina focused on developing a people-centered component of her services, based on studying mindset, communication & coaching, as she learned that strategies alone, no matter how professionally they are designed, do not bring expected results in practice, if people and teams are not aligned, communicating well & supported by an enabling environment. She is accredited DISC behavior consultant, Adaptability Quotient Assessor & Coach, and Maxwell Method Speaker. Cristina is a

Political Scientist and trainer in the Erasmus+ and ESC pool of trainers of the Romanian National Agency since 2014.

Cristina is going to hold the workshop **The Art of Project Event Planning: Captivate, Educate & Inspire Your Audience**

This workshop looks at project event planning and organizing from the perspective of designing an experience for the participants. We live challenging and changing times, in which the struggle to get people's attention is more and more difficult.

The Erasmus+ funded projects provide extraordinary opportunities to organize events that can mean for the organizations involved much more than just implementing a project activity: connection to the wider community & recognition for the organizational brand. But how to stand out in times when there are daily overlaps in people's calendars might be a challenge.

This workshop addresses this challenge by

- (1) providing a step-by-step process to plan & organize your project event so that you deliver an experience to remember for the participants and
- (2) providing communication insights into how to formulate attractive event description, session titles & promotional messages related to your project event.

The workshop will combine interactive delivery session with real-life examples, small groups work, and role plays to ensure participants not only get information, but also skills and attitudes that will help them improve the way they design and organize project related events.

Participants are encouraged to use their own projects and planned events as support for the practical exercises as well as sharing agendas from their recent project events to serve as documentation for case studies and small group work.



**Paul Guest,
Orientra Consulting**

Paul has worked in national and European developments in the fields of education and training for more than 30 years. Having started work in the UK guidance sector, Paul spent five years working in Brussels, helping to deliver the European Commission's higher education and vocational training funding programmes. Paul continues to provide research, training, development and consultancy services to a broad range of clients, including Scottish Government and the European Commission and has both specialist expertise, and a confirmed interest, in issues relating to learning and skills recognition. Paul regularly delivers training on all aspects of Erasmus+ project and programme delivery and works closely with the network of Erasmus+ national agencies. Paul recently worked on the development of a common model of training for Erasmus+ assessors, in which the issue of lump sum financing was directly addressed.



Paul is going to hold the workshop **Erasmus+ Lump Sum Financing: Insights, Expectations and a Chance to Practice.**

