



# INSPIRE

INNOVATIVE GOVERNANCE PRACTICES  
IN THE HIGHER EDUCATION INSTITUTIONS IN IRAQ

WP4

**The impact of international projects and fundraising on university strategic plans for internationalization**

How to make Erasmus plus Capacity building action a useful tool to match universities needs and priorities

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- Fundraising for internationalization: matching your own goals with external opportunities
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## Why to pursue internationalization?

### **Prestige**

(a centre of excellence,  
a university of choice)

### **Graduate profile**

(to develop skills to be  
successful in a global  
labor market)

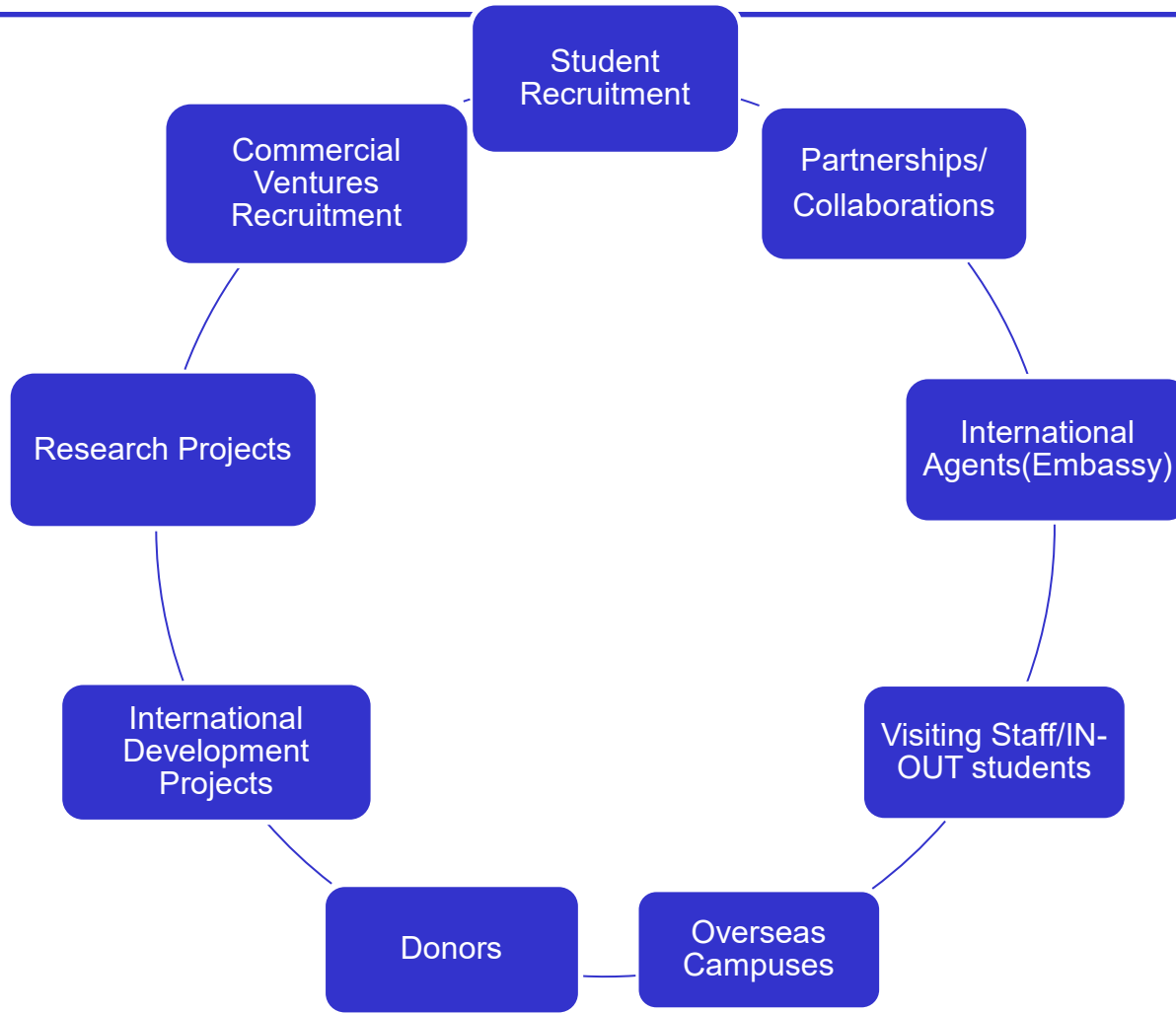
### **A response to globalization**

### **“transversal dimension”**

(empowering and improving  
the 3 fundamental university  
dimensions: Teaching and  
Learning/ Research/  
Outreach and Public Service)



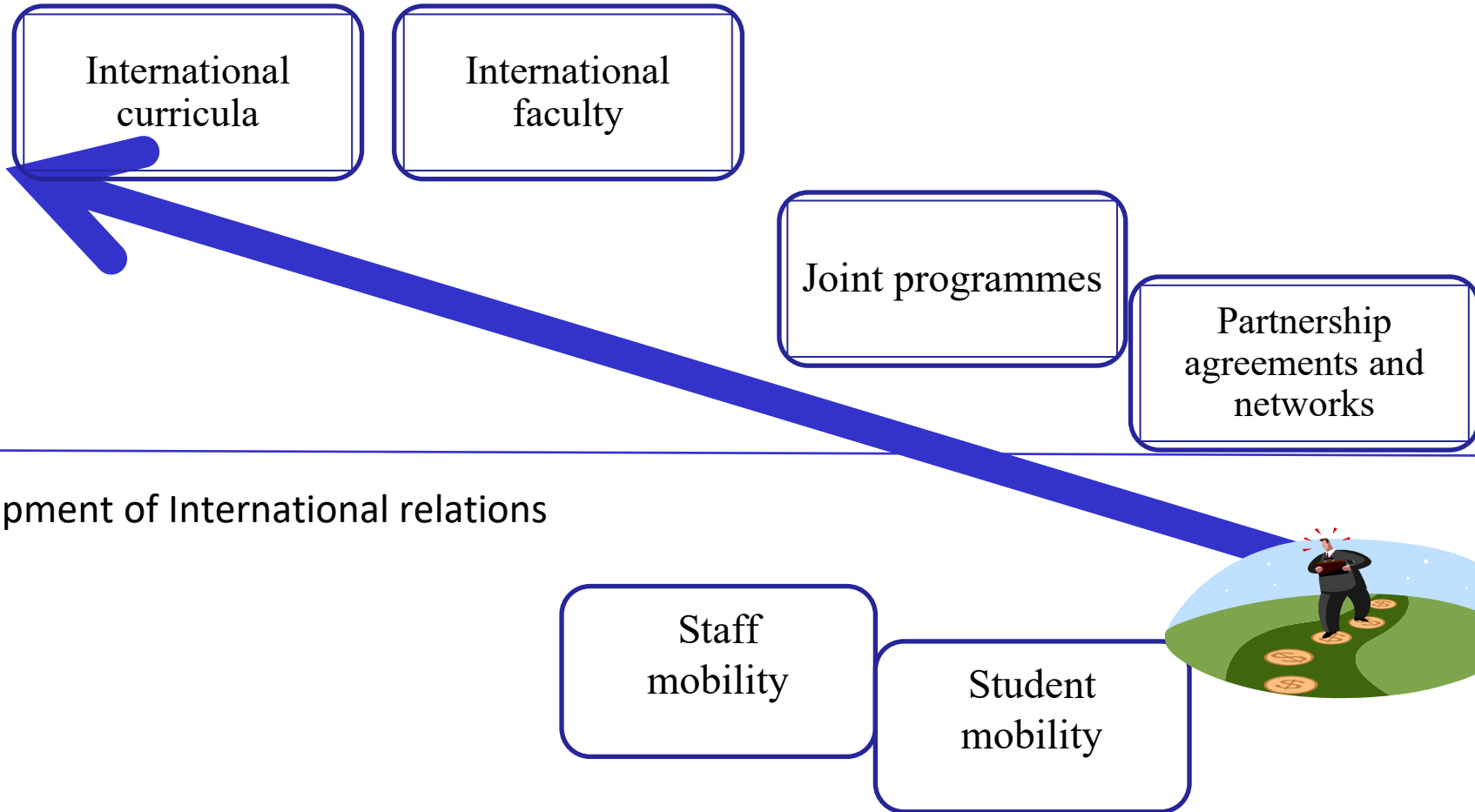
# International Activities




## Areas of intervention: where we are going?

- Recruit international students
- Recruit international faculty members
- Empower IROs
- Internationalise processes and procedures
- Increase in/outbound mobility
- Internationalise curricula
- Strategic partnerships
- International research collaboration/innovation

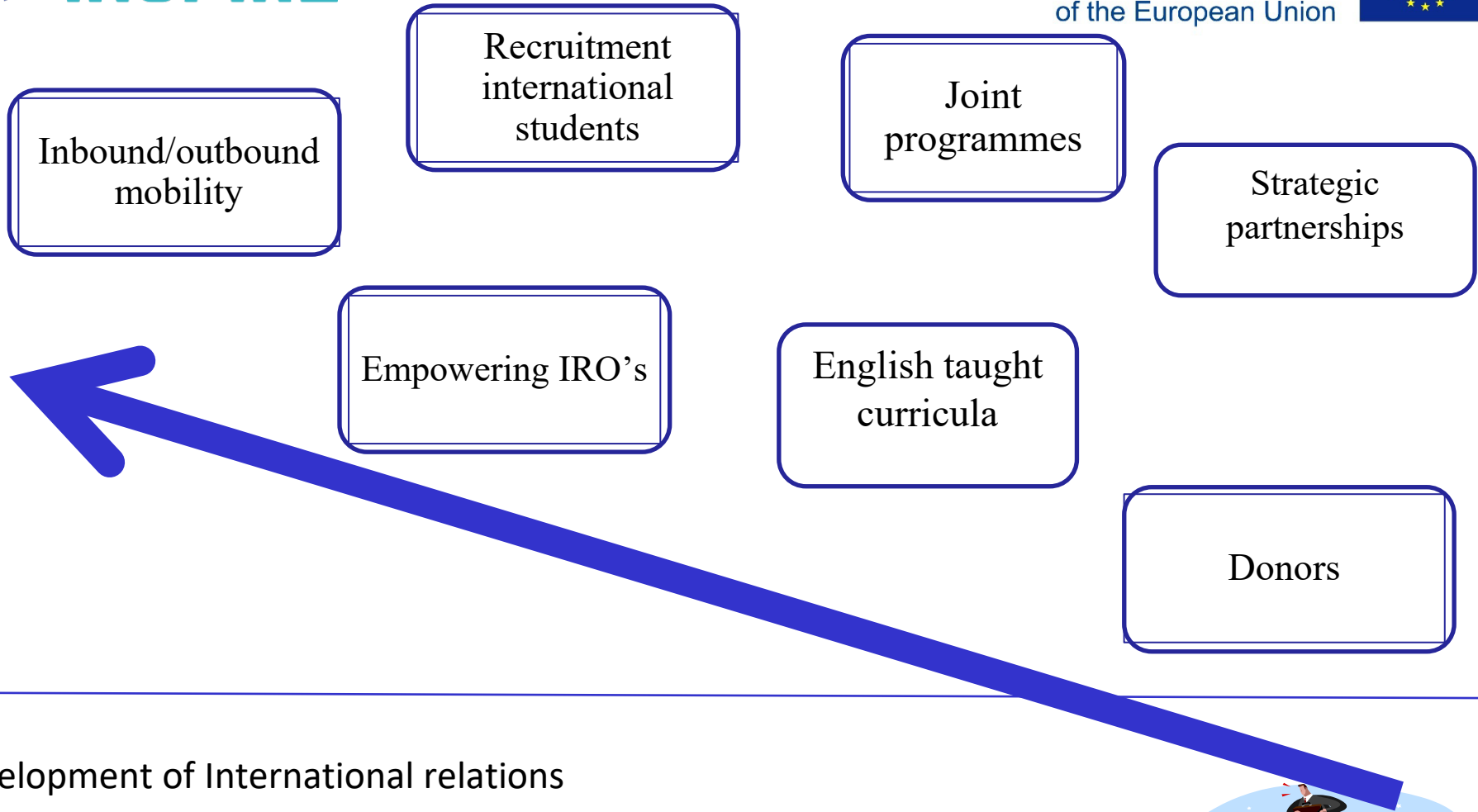




A stylized illustration of a meeting. In the foreground, two people are seated at a table, viewed from behind. The person on the left has blonde hair and is wearing a white shirt. The person on the right has dark hair and is wearing a black suit. The background is a light blue sky with various icons: a target with an arrow in the bullseye, a speech bubble with three red dots, and an envelope icon. There are also several white and green circles scattered around.

# Working Groups

10/15'



Development of International relations







Even when we take a horizontal/multidimensional approach towards internationalization we need to identify **priorities**

Entire **university community** is involved in forming international relations (IRO, studies, research, infrastructure, students, faculties, etc.)

Internationalization is not an end in itself but a **driver** for change and improvement across the organization

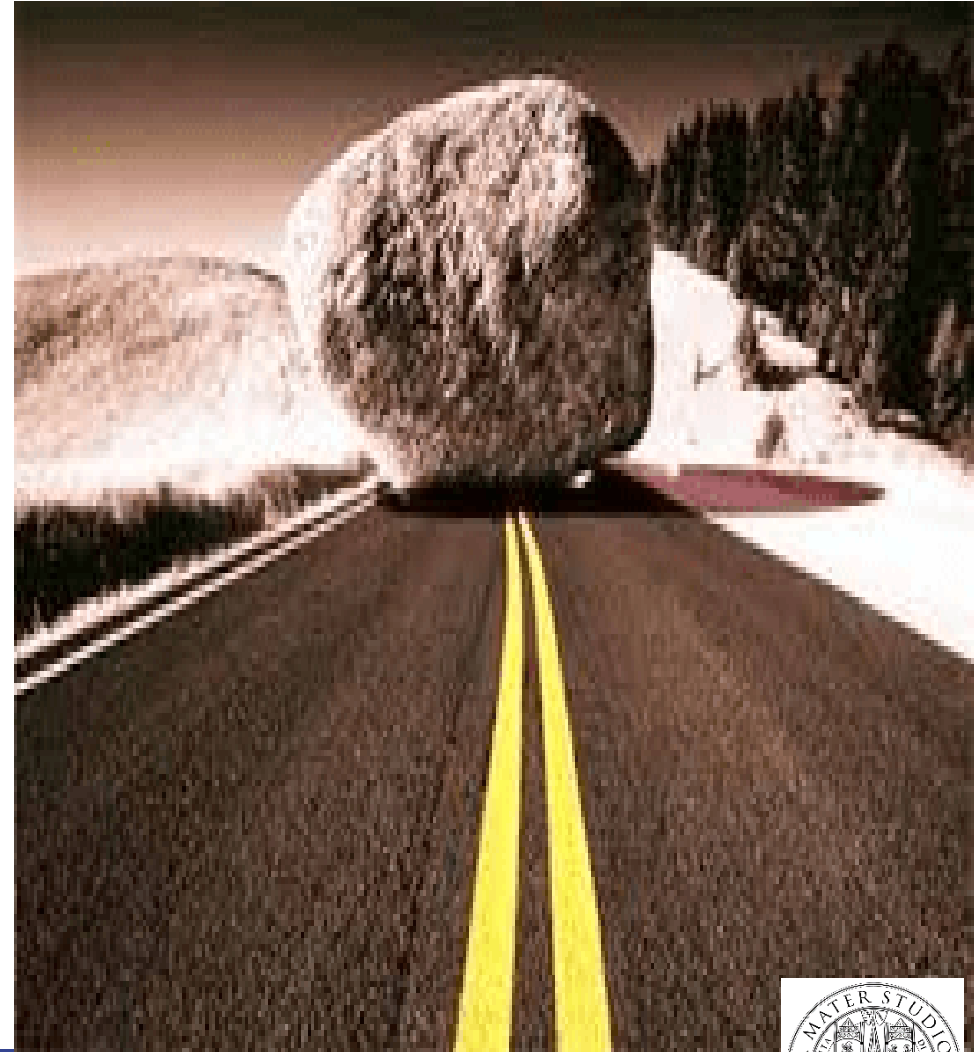


The road towards internationalization is  
paved with obstacles





- **Budget**
- **Language** proficiency
- Human Resource for **IROs**
- **Infrastructures**, services
- Data management with limited file-sharing and **websites**
- **Standard procedures** to support beneficiaries applying for international mobility grants
- Regulation for **credit transfer**
- Standard system to support invitations, **visas issuance**





There might be many opportunities **out** there

International projects and fundraising

# Funding jungle

Catching an opportunity  
externally available

**Who?**

**Know your donors**

**What?**

**Know what your donors fund**



## Who

- Bilateral cooperation** (Scientific and cultural cooperation, Cooperation for development Agencies)
- Supranational organizations** (EU, UN agencies)
- Private foundations** (Banks, Big Corporations, Philanthropists, Trust funds)

## What

- ❖ **Individual fellowships** (degree, short exchanges for study or research)
  - ❖ **Research**
  - ❖ **Collaborative research**
- ❖ **Education** (curriculum development, Teach/Learn innovation)
  - ❖ **Capacity building**
  - ❖ **Partnerships**
- ❖ **Management & Governance development**



WHO	WHAT
NORAD (Norway)	Norwegian Programme for Capacity Development in Higher Education and Research for Development (NORHED)
DAAD (Germany)	German Academic Exchange Service Individual scholarships German language courses Research
Bill & Melinda Gates Foundation	Education and research on specific topics (health)
Volkswagen foundation	Fellowships and collaborative research
European Union	Research (Horizon Europe) Education (Erasmus+) Mobility scholarships (Erasmus+)
UN Agencies	Development projects





**what kinds of funding align with  
your mission, needs and goals?**





## The case of the Department of Modern Languages, Literatures, and Cultures

Project: WeTell – Storytelling and Civic Awareness

Seed money funded by the University of Bologna – initial investment 20,000€

What we do well  
Make it visible

More international and visible on what we are  
strong at local level

Attract Money from international  
providers (private companies,  
foundations, centres of research,  
the EU)

Fundraising actions (presenting  
your project to specific donors)

Apply for Competitive Calls

BluMet  
Foundation  
(Montréal)

Luminato  
Festival  
Toronto

Ingeborg  
Bachmann  
Prize  
Klagenfurt

Europa  
Cultura/Eur  
opa  
Creativa

Europa  
Cultura/Europa  
Creativa

Mobilize around 1mln € (donations, in kind contributions, etc.)



## Case Study

# Erasmus+ Capacity Building in the field of Education

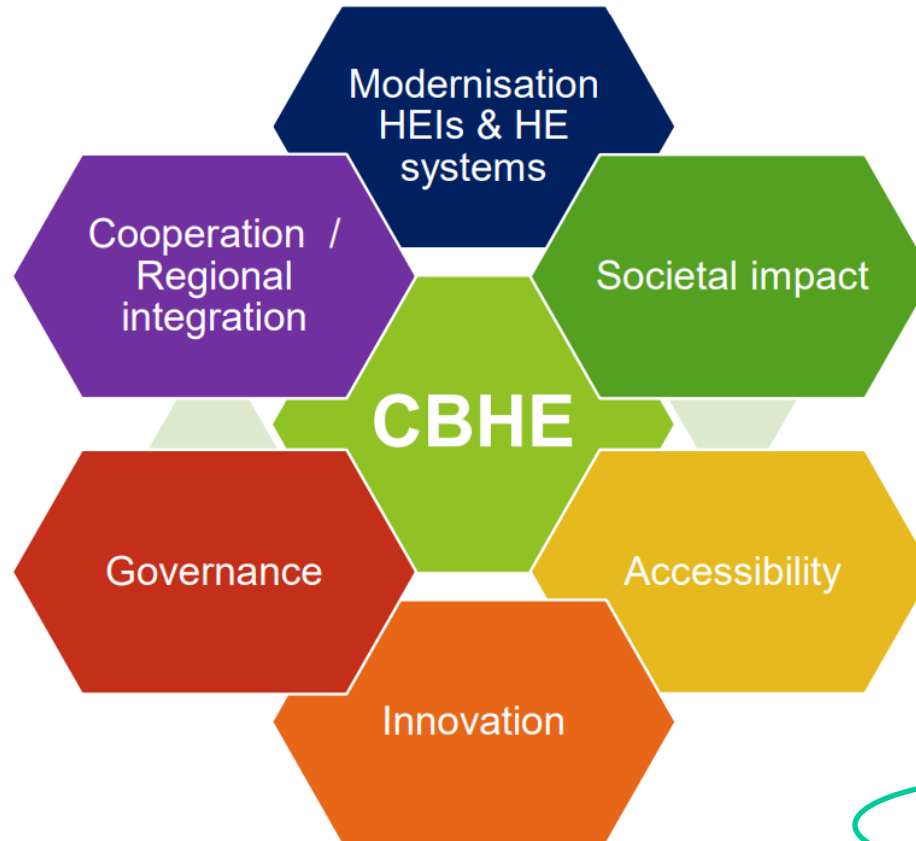
## Erasmus+ Capacity Building in the field of Higher Education

What?

Know what your donors fund

Aligned with  
SDGs and  
Paris  
agreement

strengthening  
of higher  
education's  
wider  
economic  
and social  
ecosystems



Support HEIs  
development  
for socio-  
economic  
recovery and  
growth

Accessibility  
and inclusion

Employability



## Erasmus+ Capacity Building in the field of Higher Education

### PURPOSE

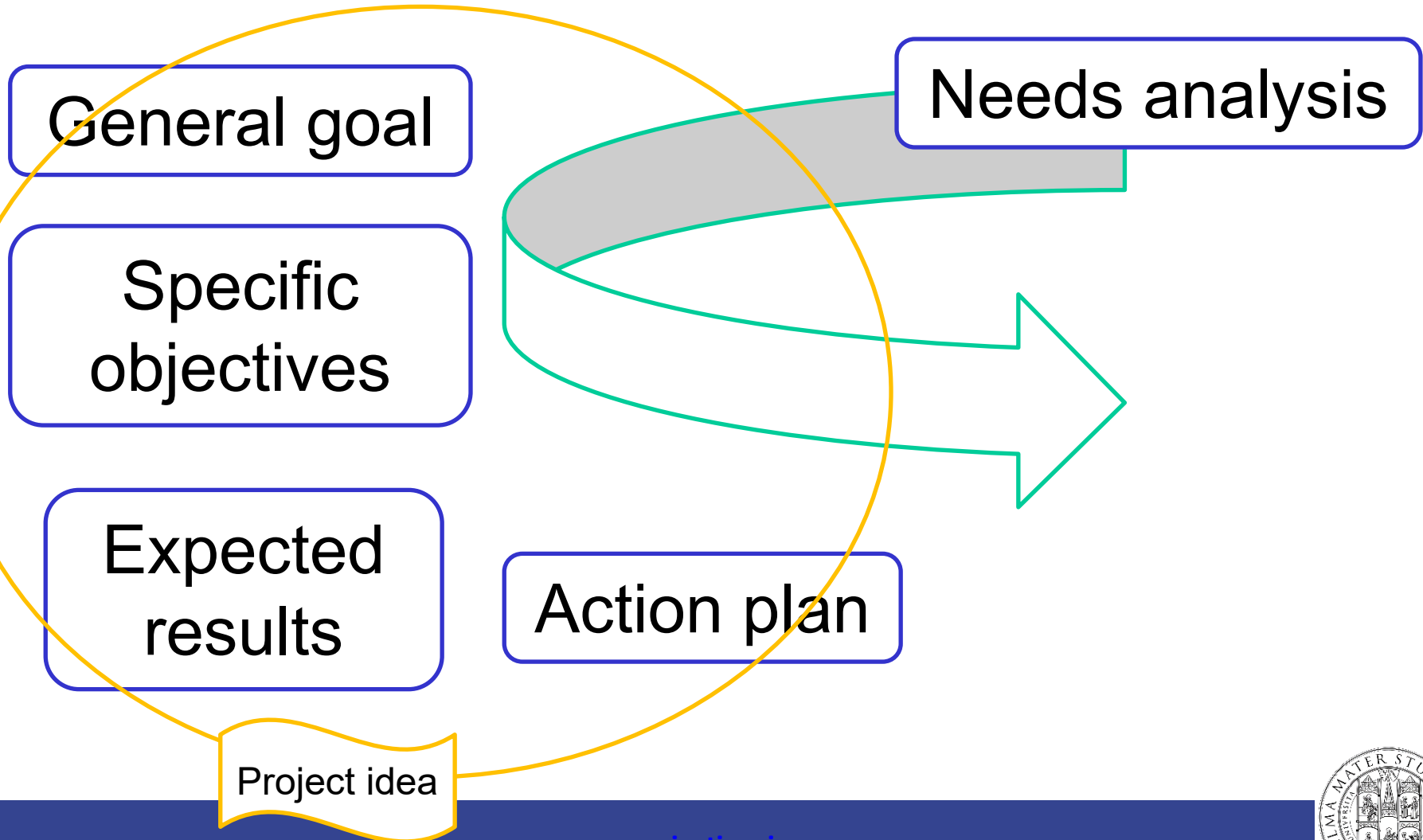
Focus on  
the **needs**  
of target  
countries

Targeting the **priorities** of  
the **third countries** not  
associated to the  
programme and **matching**  
them **with the EU**  
**priorities for these**  
**countries**

HEI  
systems

Common  
challenges

FUNDS PARTNERSHIPS OF THIRD COUNTRIES HEIs and EU HEIs

**Erasmus+ Capacity Building in the field of Higher Education**

## Erasmus+ Capacity Building in the field of Higher Education

### Overarching priorities

### Region 7: Middle East

**Green deal:** Projects should contribute to a green and sustainable economic recovery and transition as well as climate change mitigation and adaptation by supporting reforms of education systems and by strengthening links with the private sector, while also exposing higher education institutions in the Region to European practices.

**Sustainable growth and jobs:** Projects should support the Region's diversification and sustainable development and address the mismatch between the education system and needs of the labour market, also providing support to team up with the private sector, to foster economies that work for all. Projects could be linked with the *Green Deal* priority by enhancing educational capacities concerning the Region's green transition.

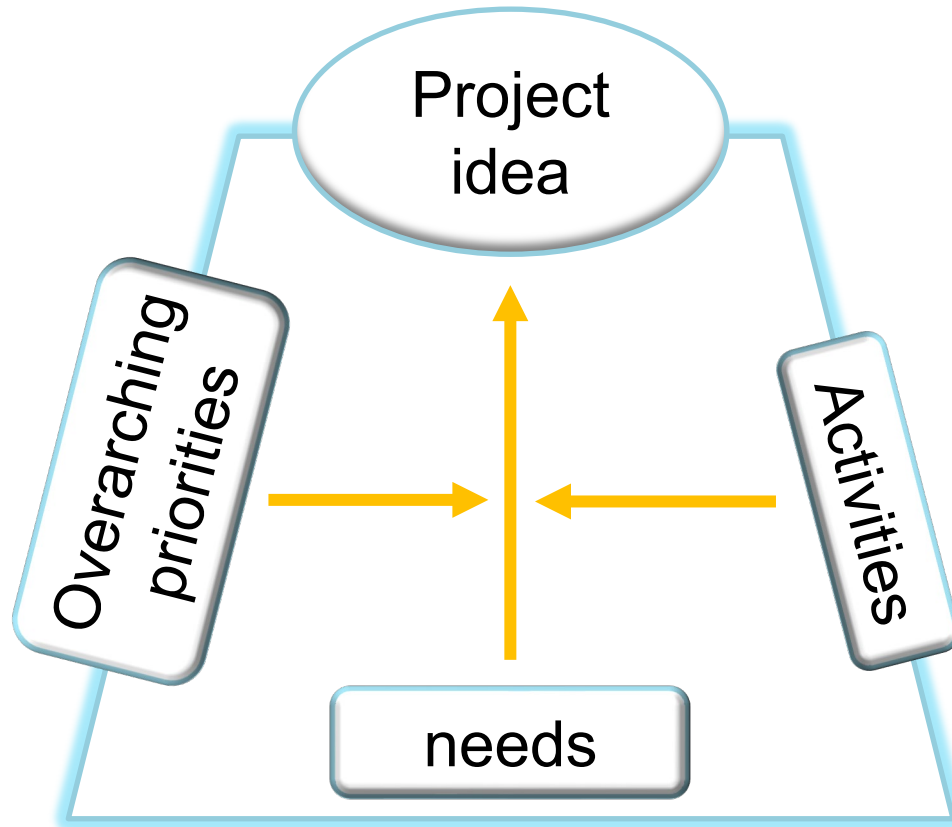


## Erasmus+ Capacity Building in the field of Higher Education

### Activities

- modules or **study programmes**, technical or professional orientations of programmes
- establishing **intensive study programmes** bringing together students and teaching staff from participating HEIs for shorter study periods
- developing capacities **for postgraduate student and academic staff** as well as promoting postgraduate students and/or staff mobility;
- implementing **training courses for HEI staff**.

## Erasmus+ Capacity Building in the field of Higher Education







## The case of the Department of Education

**Needs:** to improve the international profile of students' community at the department to increase **employability** of graduates at global level

### Drivers:

- Increase n. of incoming students at the department
- Increase n. of outgoing students

### Weaknesses:

- no courses taught in English – few international students know Italian
- Low income; part-time workers; curriculum constraints

### Solutions incoming:

- 4 new courses in English in attractive fields of research and interdisciplinary (gender and education; inclusive education; citizenship education)
- Buddy programme

### Solutions outgoing:

- Specific agreements for Short mobility
- Ambassadors' programme

## Erasmus+ Capacity Building in the field of Higher Education

Would CBHE help the Department of Education case?

- modules or **study programmes**, technical or professional orientations of programmes
- establishing **intensive study programmes** bringing together students and teaching staff from participating HEIs for shorter study periods

Developing new  
modules

Short mobility  
through intensive  
study programmes



Activities



Overarching priorities for  
Region 7 Middle East

*Sustainable  
growth and  
jobs*

*Green Deal*



## Erasmus+ Capacity Building in the field of Higher Education

Project idea

Develop a blended intensive international programme on climate change being interdisciplinary, innovative in teaching and collaborative in learning to increase the capacity of young researchers to address global challenges

Overarching priorities

Activities

needs

### Action plan

Training the staff on how to design an intensive programme (programme organization, budget management, involvement of non-academic partners)

Training the staff on how to branding your intensive programme for successful recruitment of international students

Training the staff on innovative teaching and learning

Training the staff on welcome services for international students

Visits to experienced partners

Intensive programme pilot



## Erasmus+ Capacity Building in the field of Higher Education

Possible outcomes/output?

Teaching  
and  
teaching  
design

Intensive  
programme  
design  
protocol  
ready for  
replication

Increased joint  
research  
production on  
climate change

Improved  
welcome  
services for  
international  
students

Improved  
staff  
capacity

Improved  
recruitment  
strategy  
(e.g.  
trending  
topics;  
selling  
peculiarities  
topics)

Increased n. of  
international  
students at our  
institution

Fees –  
Fundraising



## Erasmus+ Capacity Building in the field of Higher Education

Working groups

Starting from your SWOT exercise, identify a need and match it with the CBHE opportunity drafting a project idea.