

MANAGING & PROCESSING INTERNATIONAL PARTNERSHIP AGREEMENTS

From Ideas to Executed Agreements and More

Kike Ehigiator

Director, International Partnerships & Agreements
Office of International Initiatives, Georgia State University

Kathleen Campbell

Program Coordinator of International Partnerships & Agreements
Office of International Initiatives, Georgia State University

PRESENTATION OBJECTIVES



I. From Ideas – The art of navigating and negotiating relationships and partnerships.

II. To Executed Agreements

- *Initiating > Approving > Executing Agreements using current processes*

III. And More ...

- *Tracking*
- *Data Management*
- *Establishing where we are going and how*
- *Institutional Reflections*
 - Of Cultures, Stakeholders and Systems
 - Q&A

CIGE MODEL

The Center for Internationalization and Global Engagement (CIGE) Model for Comprehensive Internationalization is comprised of six interconnected target areas for institutional initiatives, policies, and programs.

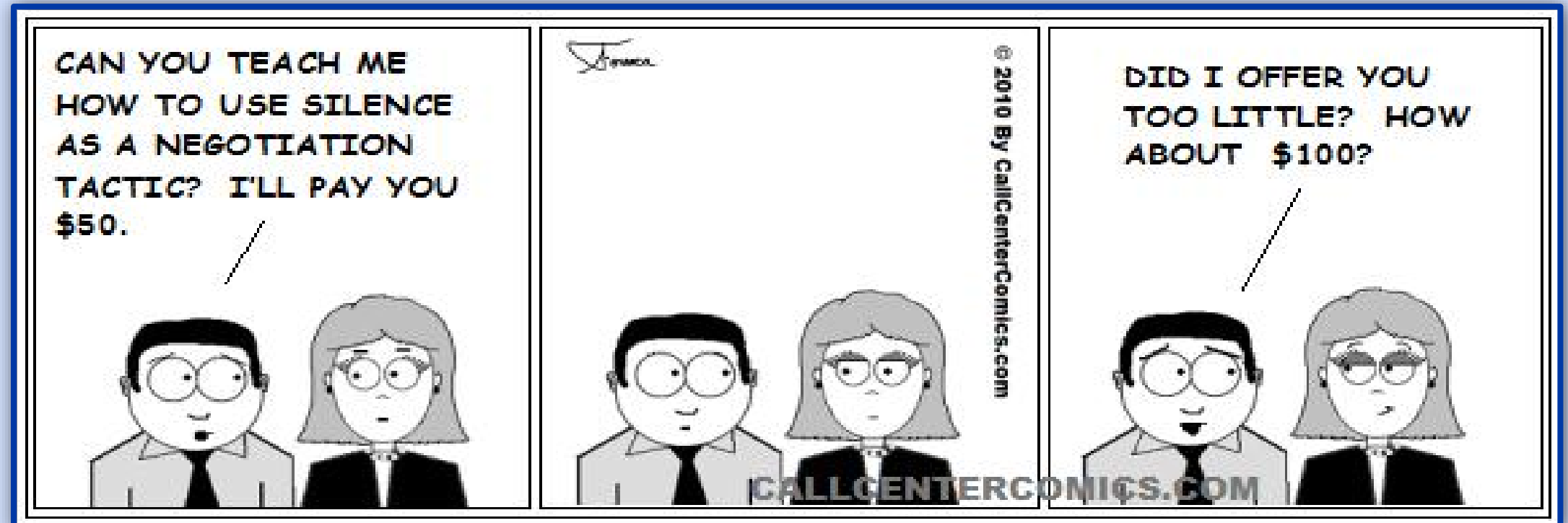


GSU Trends

1. Formally engaging more and diverse partners to support State of Georgia and BOR Universities' international objectives
2. Shift from agreement management to partnership management
 - *Marked growth in agreement portfolios (non-traditional partners & programming)*
 - *Management of increasingly complex types of agreements*
 - *Extensive involvement of university stakeholders*
 - *Increasing support for data-driven partnership outcomes*
3. Increasingly elaborate processes
 - *Negotiating, initiating, tracking, executing, renewing, terminating*

FROM IDEAS...



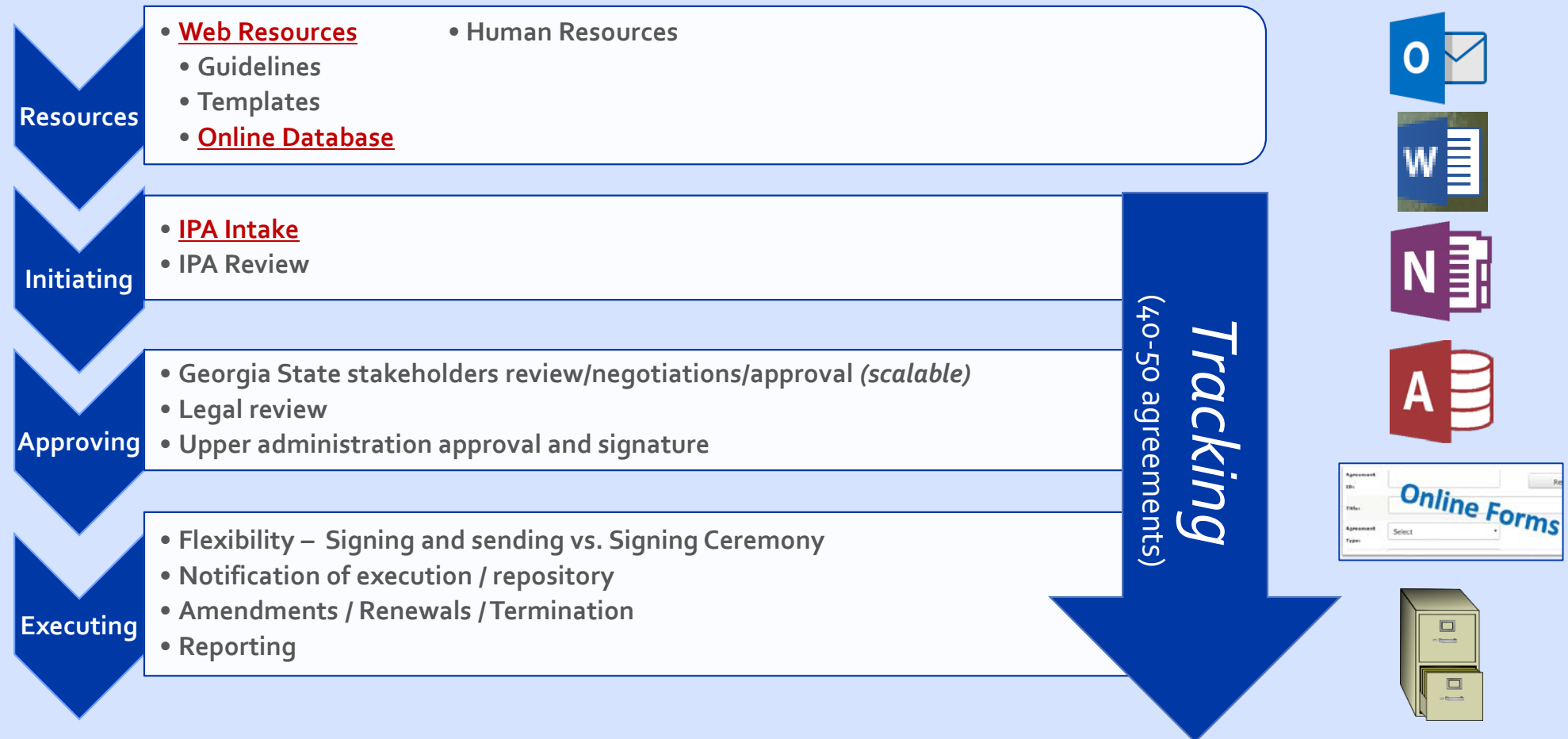


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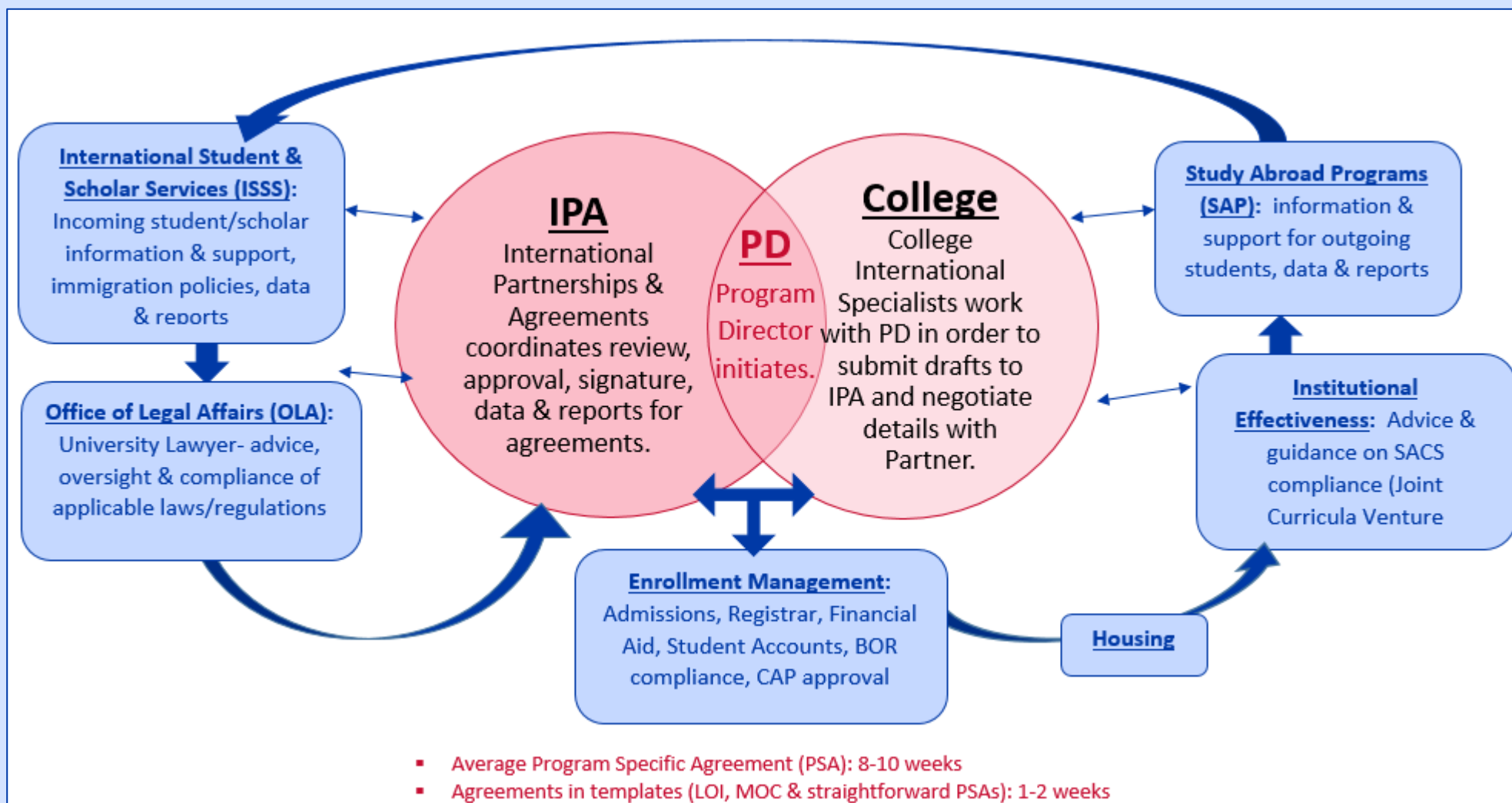
TO EXECUTED AGREEMENTS...



GSU CURRENT PROCESSES



ROLES & RESPONSIBILITIES



AND MORE...



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Moving forward

- **Lessons learned**
 - *Prior tools*
- **Vision for Partnerships Management**
 - *Streamlined Processes*
 - SharePoint
 - *Partnerships Outcomes*
 - Global Gateway
 - MoveOn



INSTITUTIONAL REFLECTIONS

1. Who manages the partnerships and/or agreement portfolio at your university?
2. What are the challenges faced with managing agreements at your university?
3. Who are your internal stakeholders? After this presentation, which other stakeholders would you identify and engage?
4. What systems do you currently use for agreement management?

Questions?

THANK YOU!

Kike Ehigiator

Director, International Partnerships & Agreements
Office of International Initiatives
Georgia State University
kehigiator@gsu.edu

Kathleen Campbell

Program Coordinator, International Partnerships & Agreements
Office of International Initiatives
Georgia State University
kcampbell44@gsu.edu