

APAIE 2024



PERTH, AUSTRALIA 4-8 MARCH 2024

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Collaborating for sustainable impact: partnerships across the Asia Pacific

APAIE Perth 4 - 8 March 2024



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Session 10B: Weds 6th March, 15:15 – 15:45

Driving institutional impact through sustainable partnerships

Ashley Tanks
University of Wollongong, Australia

Julie Lambert
University of Southern Queensland, Australia

Katie Padilla
University of Technology Sydney, Australia

Chair
Ashley Tanks
University of Wollongong, Australia

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Driving Institutional Impact through Sustainable Partnerships





Collaborating for sustainable impact: partnerships across the Asia Pacific

Katie Padilla

Manager Inbound Global Mobility Programs, UTS



Sydney's City University

UTS at a glance*

45,200 students

11,900 international students

33,100 undergraduate students

9700 postgraduate coursework students

1100 incoming study abroad and exchange students

* Data for 2021 is at March 2022

The UTS logo, featuring a stylized tree icon followed by the letters "UTS".A photograph of a modern glass skyscraper with the UTS logo on top. A blue circular overlay is on the left side.

TOP 100
in the world

QS World University
Rankings 2024

University of Technology Sydney

A leading public university of technology with global impact

240 Exchange partners

50 Study Abroad Partners and Agents

17 Key Technology Partner universities

2 Transnational education programs

51 Pathway Partners

UTS has a long and proud international history across research, industry and university partnerships.



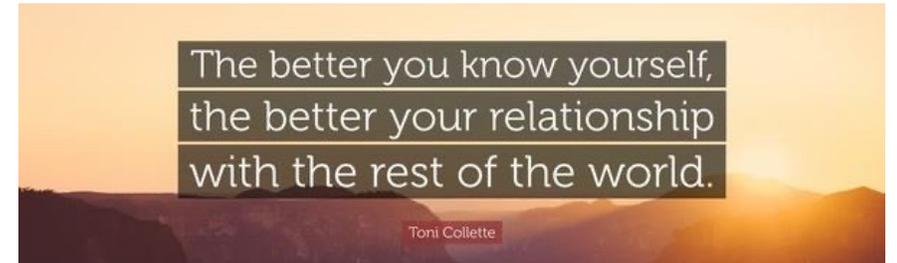
Understand your organisation

Strategy

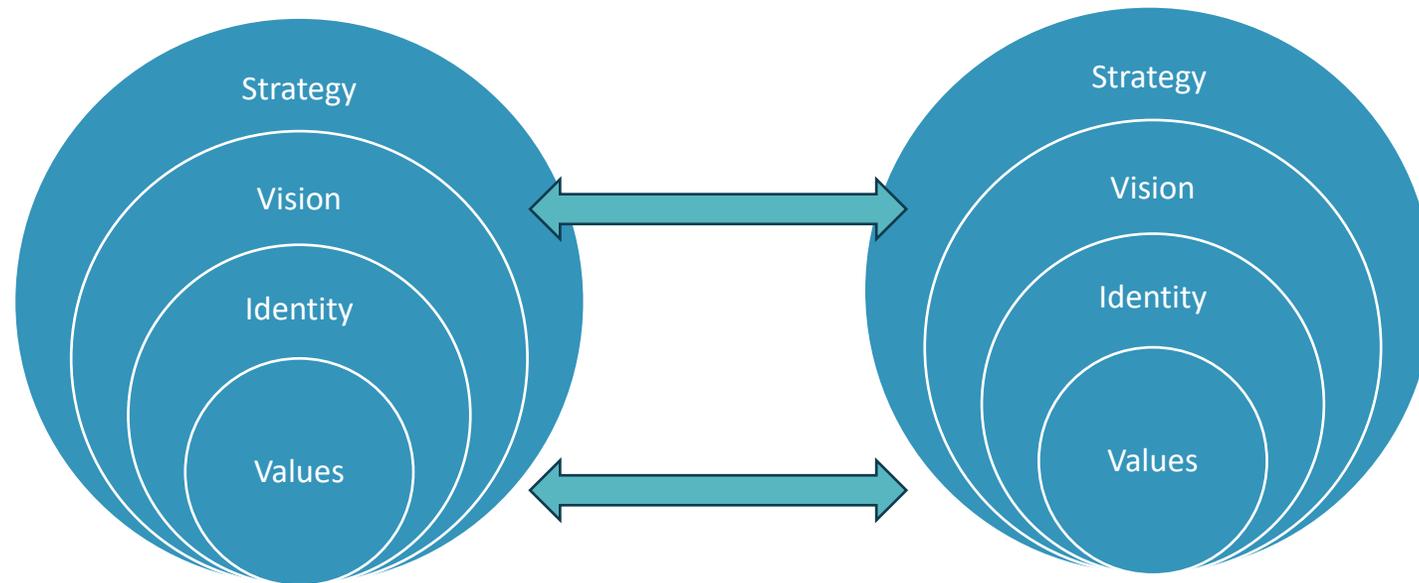
Vision

Identity

Values



Do our values and goals align?

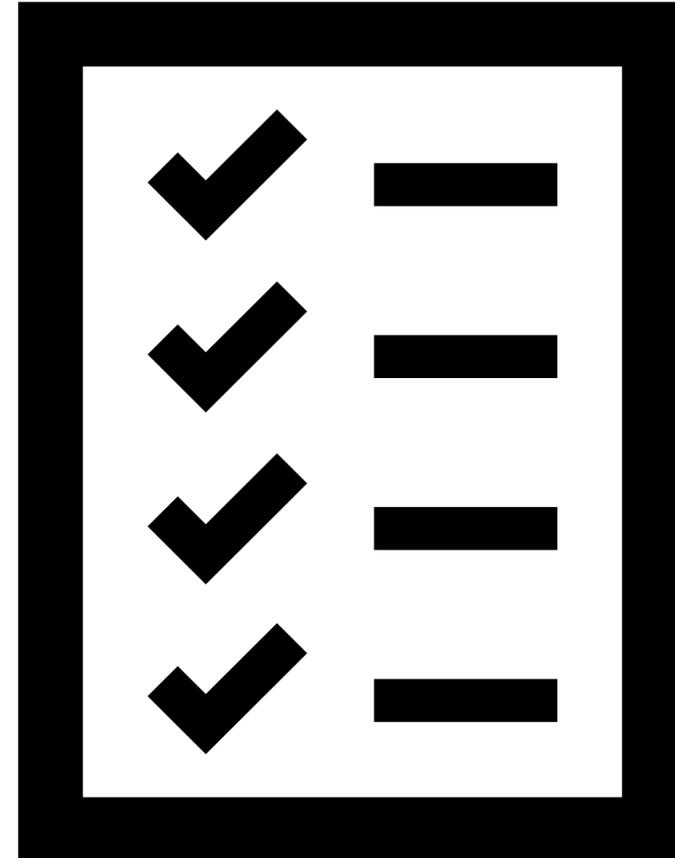


Strategic approach to setting up partnerships



Due Diligence Process

- Meet and learn
 - Do our values align?
 - Do our goals align?
- Gather and document information
- Centrally Managed
- Strong faculty support with Dean approval



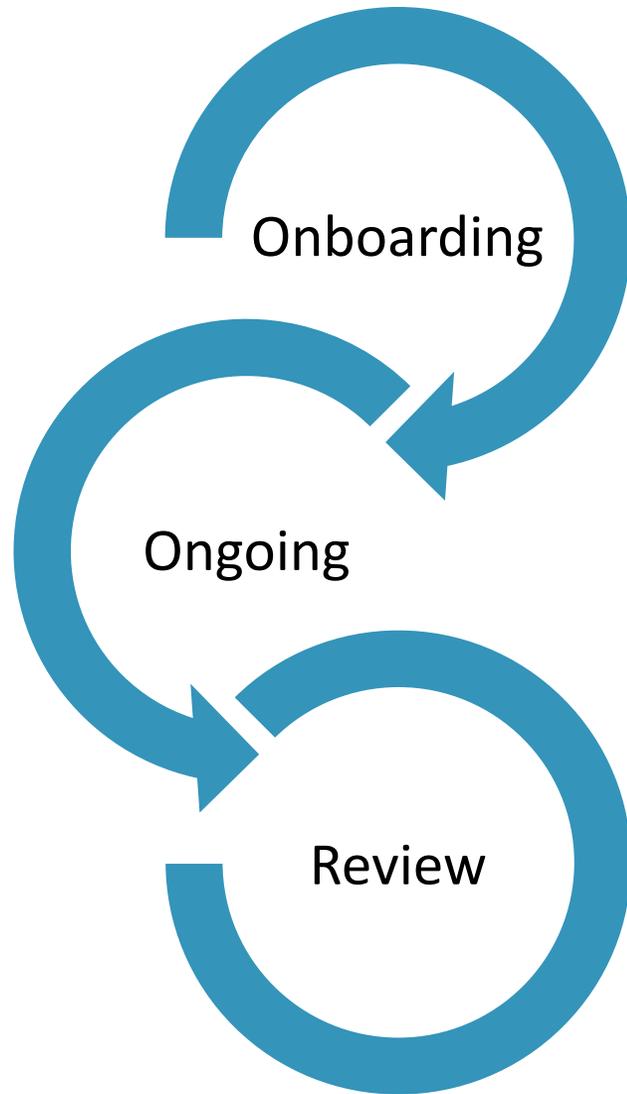


Establish Agreement

- UTS Commitment to the partnership
- 5-year periods
- Approval process and signing
- No set and forget

Maintaining and strengthening partnerships





Communication

- Understand needs and expectations of both sides
- Clear and engaging
- Friendly and approachable
- Regular
- Supportive
- Streamlined but tailored



Dear Partner,

Warm greetings from University of Technology Sydney!

We are pleased that the Exchange Agreement between UTS and your university has been signed and we look forward to working with you and your team.

We would like to provide you with our UTS Partner Welcome pack which contains key information about UTS and our Exchange Program, as well as an introduction to our Global Mobility team. We hope you find this information helpful for you and your students.

We would appreciate if you could share this email with other colleagues who may find this information useful and to also send us your team's contact details.

UTS EXCHANGE PARTNER PACK



Why UTS?

Find out [why](#) more than 1200 Study Abroad and Exchange students choose to study at UTS every year!

Take a look at our new [UTS 360-degree virtual tour](#) and experience being at UTS campus.

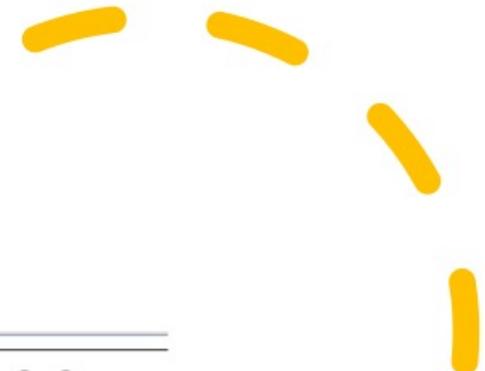


UTS Exchange Program

Take a look at our [UTS Fact Sheet](#) and [Study Abroad and Exchange Guide](#) when advising your students.

This guide covers all topics about the Exchange program including academic calendar, entry requirements, application procedures and deadlines etc.

Onboarding



Outbound - Adding partners

Manager: add to balance chart	<input type="radio"/> No <input type="radio"/> Yes
Add GSP Institution type	<input type="radio"/> No <input type="radio"/> Yes
Add in/out exch stay Moveon stay opportunities	<input type="radio"/> No <input type="radio"/> Yes
Check institution partner type added ex or saex	<input type="radio"/> No <input type="radio"/> Yes
Create Moveon profile	<input type="radio"/> No <input type="radio"/> Yes
Add to flat list of partners on web	<input type="radio"/> No <input type="radio"/> Yes
Add to outbound application instructions excel	Please select
Add to credit point table Careerhub if needed	Please select
Add to chance of placement	Please select
Add Moveon ID to balance chart	<input type="radio"/> No <input type="radio"/> Yes
Add outbound contacts to Moveon	<input type="radio"/> No <input type="radio"/> Yes
Add subjects to balance sheet	<input type="radio"/> No <input type="radio"/> Yes
Update tracking status to complete	Please select
Outbound Officer: notes	<input type="text"/>

Inbound - Adding partners

Add to Master Chart	Please select
Create SA to masters guide	Please select
Send partner welcome pack	<input type="radio"/> No <input type="radio"/> Yes
Add to CASS / link CASS-Moveon ID	<input type="radio"/> No <input type="radio"/> Yes
Add to flat list of partners on web	<input type="radio"/> No <input type="radio"/> Yes
Send special cohort to SC / save in G drive	Please select
Add inbound contacts to Moveon	<input type="radio"/> No <input type="radio"/> Yes
Add to contacts in Email Studio	Please select



Dear Partner,

Warm greetings from University of Technology Sydney (UTS)

We are thrilled to provide you with the nomination and application procedures for the **UTS Spring 2024 Exchange program (Jul - Nov)**.

We invite your exchange students to apply for this exciting opportunity to study in Sydney!

Nomination Instructions

Nomination period: 19 February – 15 March 2024

Application period: 19 February – 31 March 2024

Please only nominate exchange students commencing at UTS for the Spring 2024 Session (Jul - Nov) for 1 or 2 sessions. Nominations for exchange students commencing in Autumn 2025 Session (Feb - Jun) will be available in September 2024.

[Nomination Portal](#)

Note:

- We will use the 2024/25 academic year exchange allocations for the Spring 2024 intake.
- Please email Studyabroad.exchange@uts.edu.au if students wish to extend their current studies at UTS into Spring 2024.
- Once the nomination is received by UTS, we will email you and your students instructions on how to submit the application.

Entry Requirements for Admission Guide

Academic

UTS requires applicants to have achieved equivalent to a 65% Weighted Average Mark (WAM). On our [website](#), we give broad guidance that this is equivalent to:

- A 'credit' or 'good' average or
- A cumulative Grade Point Average (GPA) of 2.5 on a 4.0 point scale or
- Average grade of 'C' or better on the European ECTS grading scale

As a guide, UTS requires students from Australia, to meet the following minimum average mark/grade for admission into the UTS Exchange program:

Minimum Mark/Grade: (≥ 65% WAM)	On a scale of
2.5	0 to 4
-	-
-	-

Note: Exchange students are required to have completed at least one year of full

Ongoing Support

Email templates

- Aligned to application process
- Bulk but tailored

Collaboration and training

- In person
- Online
- Conferences
- Visits





Review and renew

- Active yearly review of partnerships and/or exchange balances
- Meet and discuss with partners
- 5-year renewal process
 - Faculty must be involved for ownership



Key takeaways

Understand your strategic priorities first

Ensure mutual benefit, commitment and expectations

Due diligence process with strong faculty support

Commitment

Engage, communicate and collaborate with your partners

Review before renew



University of
**Southern
Queensland**
Australia

Julie Lambert, Global Education Program Manager

UniSQ International

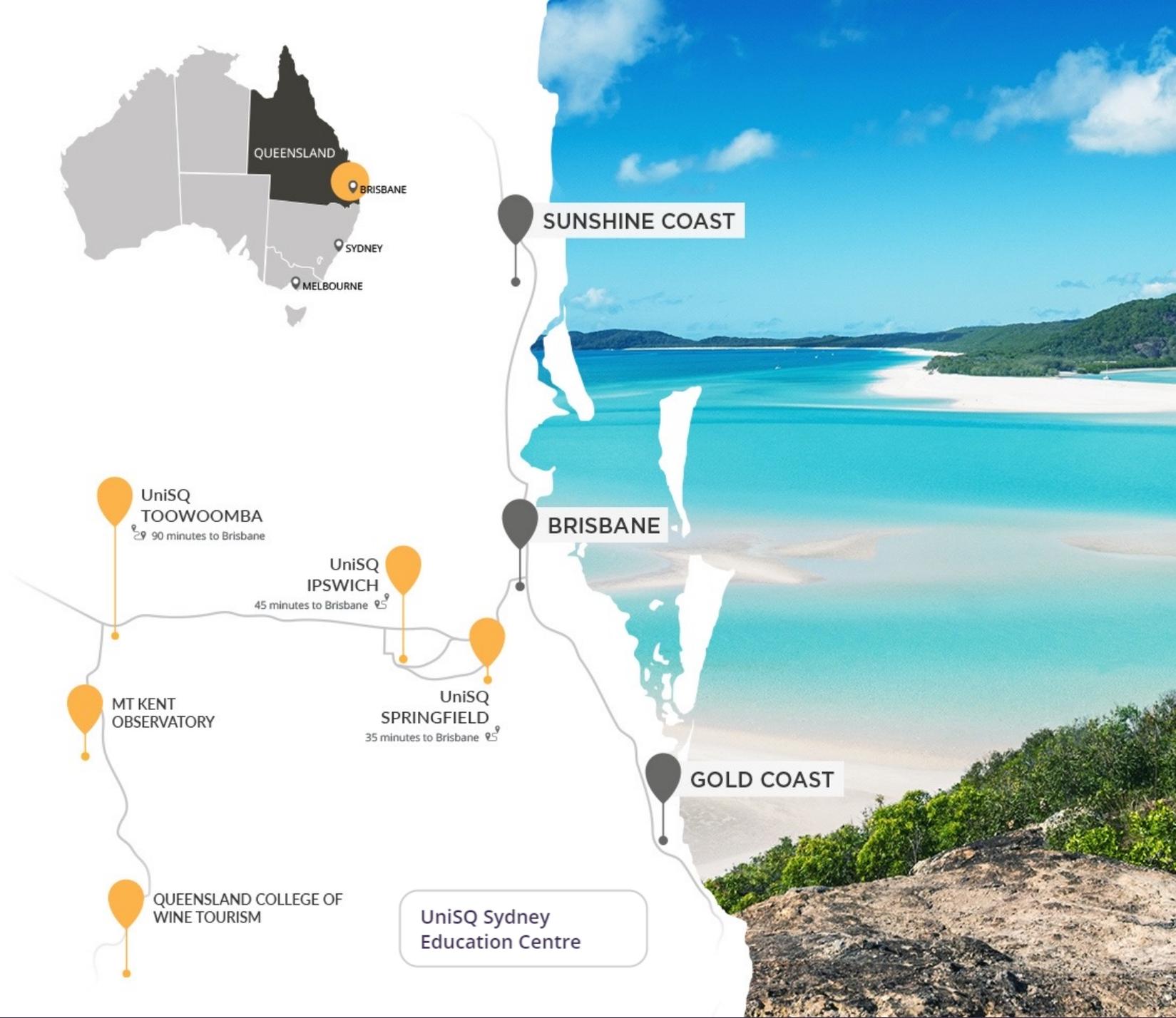


University of
**Southern
Queensland**
Australia

Our SE Queensland location

Throughout QLD we have numerous areas to facilitate education.

- UniSQ Toowoomba
- UniSQ Springfield
- UniSQ Ipswich
- Mt Kent Observatory
- Queensland College of Wine Tourism
- UniSQ Sydney – Study Hub



Our community

Students from over 120 countries

27,563 students
from around the world

Over
2,300

international students

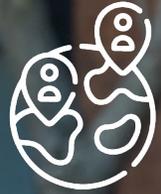
126

languages spoken

100,000+ alumni across

146 countries

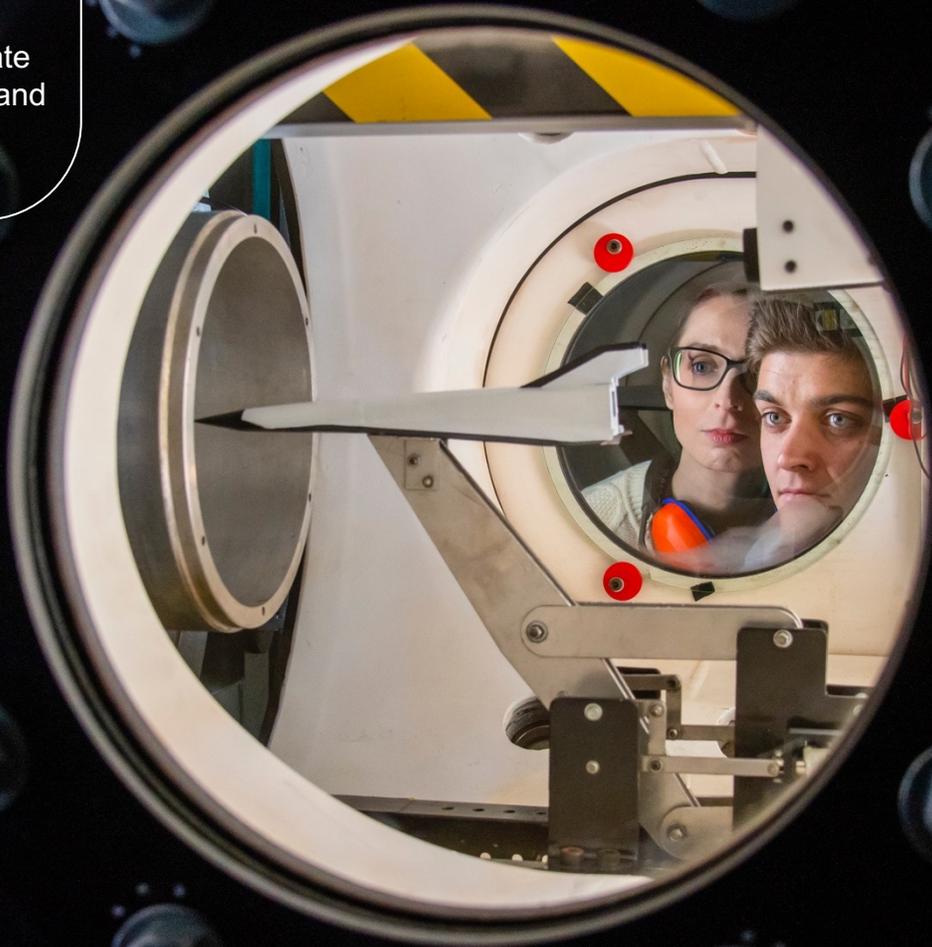
- International communities
- Sporting and Cultural clubs
- Aboriginal and Torres Strait Islander Community



Fostering an inclusive environment that embraces difference and supports, values and unique perspectives



Be supported by our globally-focused Graduate Research School (GRS) and International Office



Our research strengths

Higher Degrees by research

UniSQ has a world-leading research centre for **future materials**; we are pioneers in **astrophysics** and a national leader in **agricultural studies**. With a total of 10 research centres, we conduct ground-breaking research with government, non-government and industry partners.

LAUNCH your Higher Degree Research journey at UniSQ



Ranked 1st globally in the Natural and Physical Sciences, ranking in 3 categories



59.4% of UniSQ's scholarly output is international collaboration

40+

40+ years delivering
flexible study options
via online learning



Our rankings



5 out of 5 stars
in global ratings for
teaching, research,
internationalisation,
online learning
and employability



Rated 5 out of 5
in Australia for graduate
starting salary



Ranked as a World
Top 400 University



Ranked top 55 young
universities worldwide

QS Stars World University Rankings, 2024
Time Higher Education Rankings, 2024

Research strengths

The high standing of UniSQ's world-class research is demonstrated by its strong performance in ERA, Australia's research quality assessment framework. Our well-established research institutes and centres are home to unique state-of-the-art facilities enabling our researchers to deliver a broad range of research outcomes across multiple disciplines.

- Agricultural and Veterinary Sciences
- Agriculture, Land and Farm Management
- Astronomical and Space Sciences
- Biological Sciences
- Chemical Sciences
- Civil Engineering
- Clinical Sciences
- Crop and Pasture Production
- Engineering
- Environmental Science and Management
- Environmental Sciences
- Historical Studies
- Human Movement and Sports Science
- Information and Computing Sciences
- Information Systems
- Inorganic Chemistry
- Macromolecular and Materials Chemistry
- Manufacturing Engineering
- Materials Engineering
- Mathematical Sciences
- Mechanical Engineering
- Medical and Health Sciences
- Microbiology
- Numerical and Computational Mathematics
- Nursing
- Nutrition and Dietetics
- Physical Sciences
- Psychology
- Psychology and Cognitive Sciences
- Public Health and Health Services







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UOW Global Partnerships

Ashley Tanks – Manager, Student Mobility, UOW



Key Responsibilities



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Engagement and Relationship Building:

- International Engagement: Coordinate high-level activities and initiatives.
- Relationship Management: Ensure effective communication and relationship-building with external entities.

Partnership Management:

- Partnership Exploration: Identify and assess potential partnership opportunities.
- Transnational Education: Manage and assure the quality of cross-border education programs at offshore locations.
- Agreement Management: Oversee the establishment, negotiation, and renewal of international agreements.

Advisory and Consultation:

- Consultation: Provide guidance on internationalisation protocols and related matters.
- Foreign Engagement: Address and manage foreign engagement and queries
- Governance Support: Provide reports and updates to the University's committees and council regarding global strategy initiatives.

Student Mobility:

- Student Mobility: Manage and coordinate student mobility initiatives and partnerships to ensure successful and enriching experiences for participants.

About us

GLOBAL STRATEGY DIVISION

The University of Wollongong defines internationalisation as an understanding of the interconnectedness of global, regional and national issues, leading to a greater interaction between different cultures and languages.

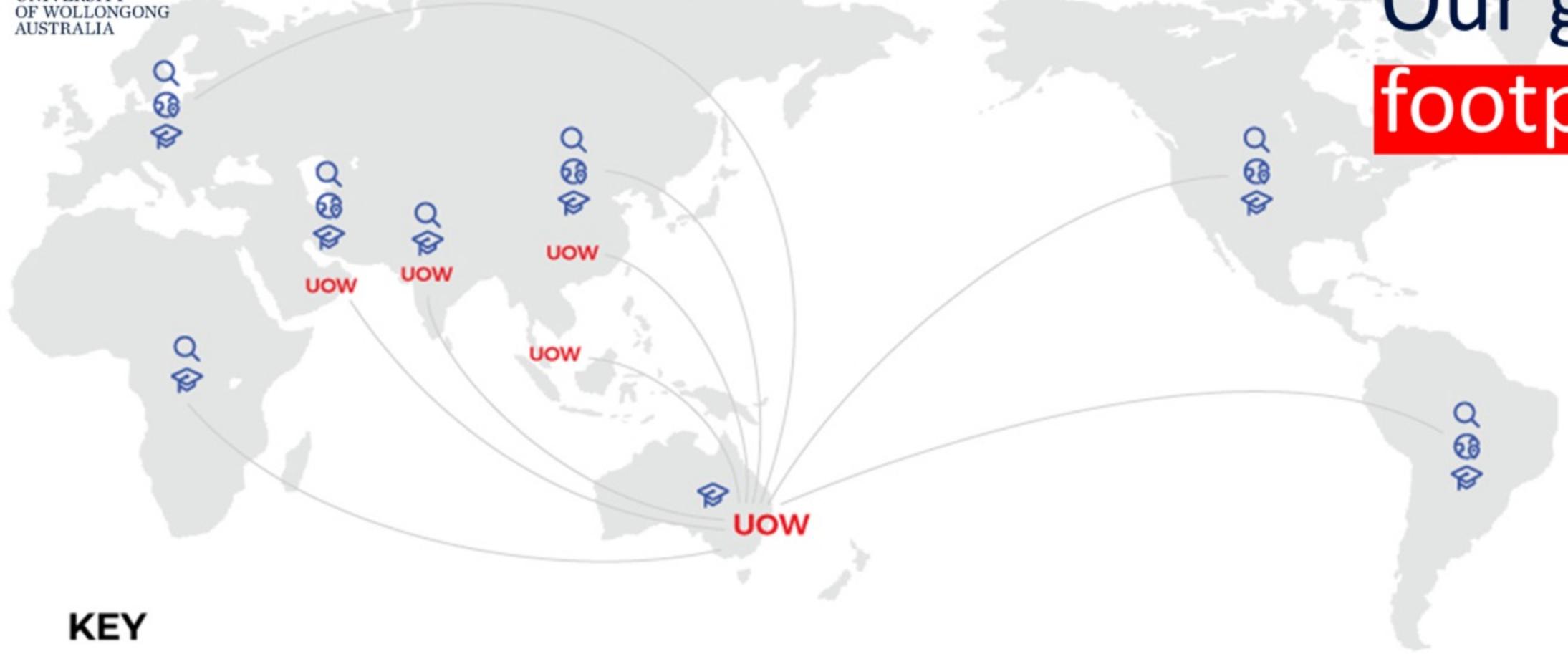
Global Strategy Division aims to support and enhance UOW's global positioning and international capability through the centralised management and coordination of international activities including transnational education activities, student mobility, international alliances, global sports programs, international engagement and collaboration.





UNIVERSITY
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AUSTRALIA

Our global footprint



KEY

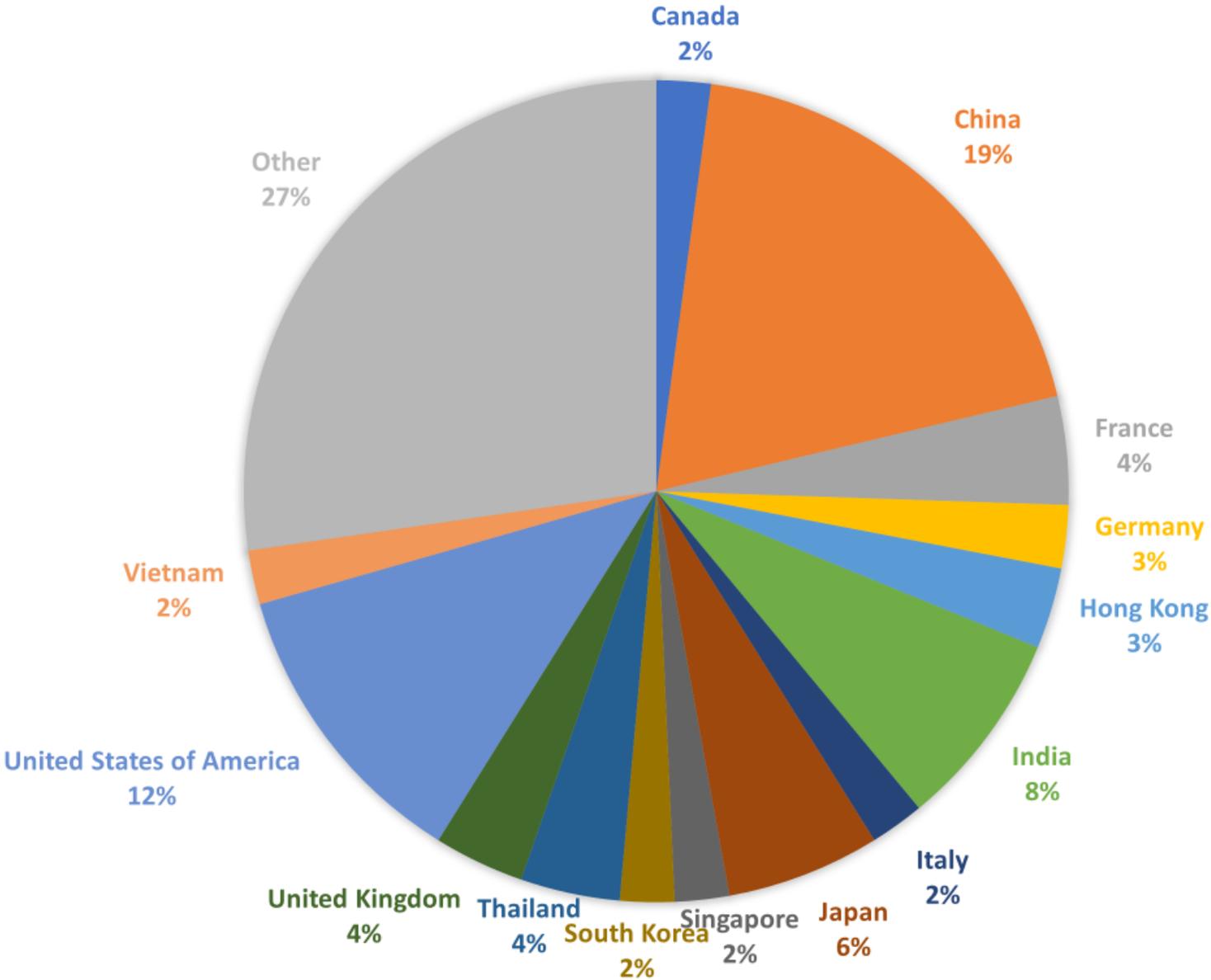
UOW Locations

 Research & academic connections

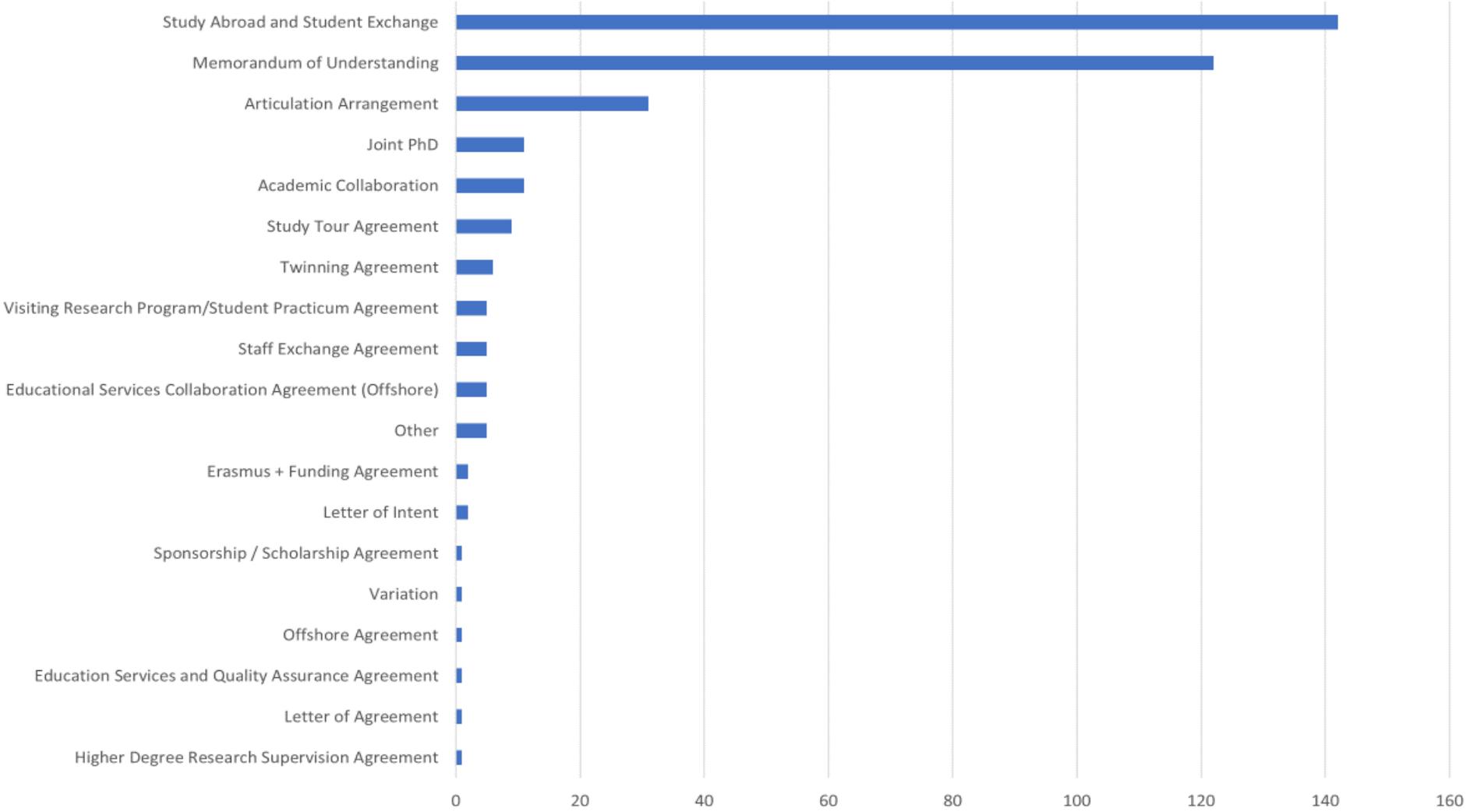
 Alumni

 Exchange destinations

Demographic view of key Global Partners



Composition of active partnerships (Excluding Credit Transfer Arrangements)





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UOW Global Partnerships – example Australia-UK-Dubai

1) UOW in Dubai

- Launched in 1994 teaching UOW degrees
- Student Mobility agreement UOW-UOW Dubai

2) UOW – University of Surrey

- Student Exchange agreement signed
- UOW to Surrey as first partnership milestone
- University Global Partnerships Network (UGPN)

3) UOW – Surrey – UOW Dubai

- ‘UOW Group’ Student Mobility agreement established
- Exchange balance ‘secretariat’
- Allows flexibility of Surrey and UOW Dubai students to select global campus

Key Take-Aways

- Understand strategic priorities FIRST
- Due diligence and strong faculty engagement
- Don't be everything to all
- Multi-faceted agreements
- Embed global across all facets of planning and operations
- Start with existing partnerships and BUILD!

Thank you!

Ashley Tanks – University of Wollongong atanks@uow.edu.au

Julie Lambert – University of Southern Queensland Julie.Lambert@unisq.edu.au

Katie Padilla – University of Technology Sydney Katie.Padilla@uts.edu.au

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