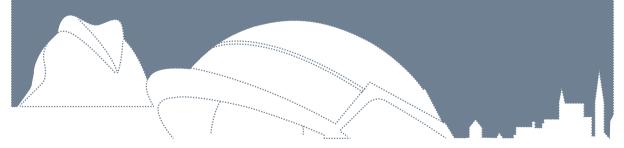
THE EAIE ACADEMY VALENCIA | 14-18 NOVEMBER 2011





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WELCOME TO THE FIRST EAIE ACADEMY IN VALENCIA!

I am pleased to welcome you to the very first EAIE Academy in Valencia. The Academy has been designed to maximise your professional development in light of the evolving landscape of international higher education.

Packed with an exciting programme of evening sessions and networking events to enhance your learning experience beyond the main courses, the EAIE Academy will provide you with an array of tools and skills to advance your professional profile and your institution's development. Use your time at the Academy to not only acquire valuable knowledge but to expand your professional network. Join the networking events and become better acquainted with your Academy peers whilst sampling the delights of Valencia.

The EAIE Academy is an ongoing event occurring twice a year, in Spring and Autumn. More information on the next Academy, taking place in Gothenburg from 23–27 April 2012, can be found on page 15.

I wish you an inspiring, challenging and enjoyable Academy.

PROFESSIONAL DEVELOPMENT COMMITTEE

Louise Stansfield (*Chair*), Helsinki Metropolia University of Applied Sciences, Finland Peter Kerrigan (*Co-chair*), DAAD, USA Chantal Barry, Sciences Po, France Ruth Graf, EAIE Office, the Netherlands Jeanine Gregersen-Hermans, Maastricht University, the Netherlands Duncan Hamshere, Higher Education Solutions, Spain Hans-Georg van Liempd, Tilburg University, the Netherlands

Sponsor



THANKS TO OUR PARTNERS

Host university





EAIE PRESIDENT Gudrun Paulsdottir

WHAT'S HAPPENING WHEN

Here you will find a complete overview of all the courses, evening sessions and networking events taking place during the Academy, so that you can effectively plan your time during your stay in Valencia. For a detailed daily schedule specific to your chosen course, please consult the folder provided to you upon registration. There you will find details of all the scheduled coffee and lunch breaks throughout each course day.

ROOM 2.12	ROOM 2.11	ROOM 2.10	ROOM 2.9	ROOM 2.8
How to manage an international office successfully	Cultural learning in education abroad	International marketing: a stra- tegic approach	Evaluating foreign credentials in a busy office	Internationalisa- tion at Home: effecting change in your university
09.00-17.30	09.00-18.00	09.00-13.00	09.00-13.00	09.00-13.00
		International Master degree admissions	Intercultural competency	
		14.00-17.30	14.00-18.00	

RECEPTION AT PALACIO DE LA EXPOSICIÓN

Location: Palacio de la Exposición, C/ Galicia 1

19.00-20.30

MONDAY 14 NOVEMBER				
ROOM 2.12	ROOM 2.11	ROOM 2.10	ROOM 2.9	ROOM 2.8
How to manage an international office successfully	Cultural learning in education abroad	International marketing: a stra- tegic approach	Evaluating foreign credentials in a busy office	Internationalisa- tion at Home: effecting change in your university
09.00-17.30	09.00-18.00	09.00-17.00	09.00-17.00	09.00-17.30

OFFICIAL OPENING & WELCOME RECEPTION

Location: Nexus building (Ground floor)

18.30-20.00

TUESDAY 15 NOVEMBER				
ROOM 2.12	ROOM 2.11	ROOM 2.10	ROOM 2.9	ROOM 2.8
How to manage an international office successfully	Cultural learning in education abroad	International marketing: a stra- tegic approach	Evaluating foreign credentials in a busy office	Internationalisa- tion at Home: effecting change in your university
09.00-17.30	09.00-18.00	09.00-17.00	09.00-17.00	09.00-17.30
Evening session 1		Evening session 3		Evening session 2
18.30-20.00		18.30-20.00		18.30-20.00
	stration & extra paym a del Ayuntamiento	ent required)		

20.30-23.00

THURSDAY 17 NOVEMBER					
ROOM 2.12	ROOM 2.11	ROOM 2.10	ROOM 2.9	ROOM 2.8	
		International Master degree admissions	Intercultural competency	Using benchmark- ing tools	
		09.00-17.30	09.00-18.00	09.00-17.00	
		Evening session 4		Evening session 5	
		18.30-20.00		18.30-20.00	

JOINT DINNER (registration & extra payment required) Location: Restaurant Ben Fet, C/ Correjería 28 20.30-22.30

FRIDAY 18 NOVEMBER				
ROOM 2.12	ROOM 2.11	ROOM 2.10	ROOM 2.9	ROOM 2.8
		International Master degree admissions	Intercultural competency	Using benchmark- ing tools
		09.00-17.00	09.00-17.30	09.00-17.00

CITY OF ARTS AND SCIENCES (registration & extra payment required) Meeting point: Palau de la Música, Paseo Alameda 30 18.30-22.30

EVENING SESSIONS

An excellent way of enhancing your skills further during the Academy is by attending the additional evening sessions. Taking place on Tuesday and Thursday evening, these interactive sessions provide an ideal opportunity to expand your knowledge and expertise outside of the core course programme. All sessions are free of charge and open to all participants; places are allotted on a first come, first served basis.

1 The art of non-verbal communication

🔮 Tuesday, 18.30-20.00 🛛 🔞 2.12

It is well known that 20% of our communication is verbal and 80% is non-verbal. Less well known is that some cultures rely more on verbal communication and others more on the whole context and setting of an interaction. Body language is an important part of non-verbal communication, as too is non-verbal behaviour like dress codes, arrangements in an office, or the way words are expressed. Non-verbal messages often are implied and it is assumed that they will be understood and adhered to accordingly. In this session we will explore various forms of non-verbal behaviour and some of the cultural differences related to these forms.

FACILITATOR: Ingrid Gehrke, FH Joanneum, Austria

2 I will survive! How NLP can help you to survive in the field of international relations

🕑 Tuesday, 18.30-20.00

This teaser session demonstrates how the techniques of Neuro-Linguistic Programming (NLP) can help you to survive in the field of international relations and bring out the resources you need in order to reach the internal state that will get you ready for the challenges of the profession. Yes, something different! Let's explore inwards instead of outwards and discover all those resources you already have, that can transform your abilities from 'good' to 'excellent' within your professional field!

FACILITATOR: Marina Casals Sala, Universitat Rovira i Virgili, Spain

3 Non-academic skills – essential for academic success

🕒 Tuesday, 18.30-20.00 🛛 🙆 2.10

Research has shown that 'soft' or non-academic skills, such as resilience, motivation and teamwork, play a major role in academic success. Despite their importance, these skills are too often ignored in academe – perhaps because faculty and staff are uncertain about how to identify, measure and teach them. This session will explain why these skills are so critical and explore different approaches to assessing them.

FACILITATORS: Agnes Leyrer and Stella Saliari, ETS Global, the Netherlands

• Can international education research help me do my job?

🔮 Thursday, 18.30-20.00 🛛 🙆 2.10

This session will take an interactive approach to exploring current issues and trends in international education research and will compare similarities and differences to participants' perceptions of recent developments in their own professional contexts. It will then consider how research in international education might assist participants in learning more about their area of work and provide direction on accessing journals and publications that are relevant to the field.

FACILITATOR: Fiona Hunter, University Carlo Cattaneo-LIUC, Italy

5 Crisis management: an exchange of best practices

Thursday, 18.30-20.00

Participants of this session will look at different case studies in crisis management and discuss how they would handle each situation. This interactive session is designed to foster the exchange of best practices related to crisis management in an international higher education setting.

FACILITATOR: Peter Kerrigan, DAAD, USA

NETWORKING EVENTS

With an exciting programme of networking events taking place during each evening of the Academy, you're bound to make valuable new connections during your stay in Valencia. Capitalise on the international atmosphere and become better acquainted with your fellow Academy participants whilst soaking up the authentic Valencian culture and cuisine.

All participants are cordially invited to join the receptions hosted by the Universidad Politécnica de Valencia (UPV) and the City of Valencia! No pre-registration is required.

OFFICIAL OPENING & WELCOME RECEPTION

Monday, 18.30-20.00

O Nexus building (Ground floor)

Join the official opening of the first EAIE Academy, lead by the EAIE Vice-President, Hans-Georg van Liempd, and experience the largest networking event within the Academy! Take the opportunity to engage with fellow course participants and trainers and enjoy a delicious array of light refreshments. The Welcome Reception is hosted by the Universidad Politécnica de Valencia and is free for all Academy participants.

RECEPTION IN PALACIO DE LA EXPOSICIÓN

Wednesday, 19.00-20.30

Palacio de la Exposición, C/ Galicia 1

This reception is the perfect opportunity to expand your network and develop relationships with existing contacts. Enjoy the beautiful neogothic architecture of the Palacio de la Exposición – constructed in 1909 for a large exposition in the city – and get to know other course participants in a relaxed and informal atmosphere, enjoying delicious drinks and canapés. The reception is hosted by the City of Valencia and is free for all Academy participants.

The following three events required pre-registration and payment of an additional fee. If you have registered for any of these events, you will have the relevant event code indicated on your name badge.

TAPAS TOUR (NETWO1)

- 🔮 Tuesday, 20.30-23.00
- Meeting point: Plaza del Ayuntamiento*

JOINT DINNER (NETWO2)

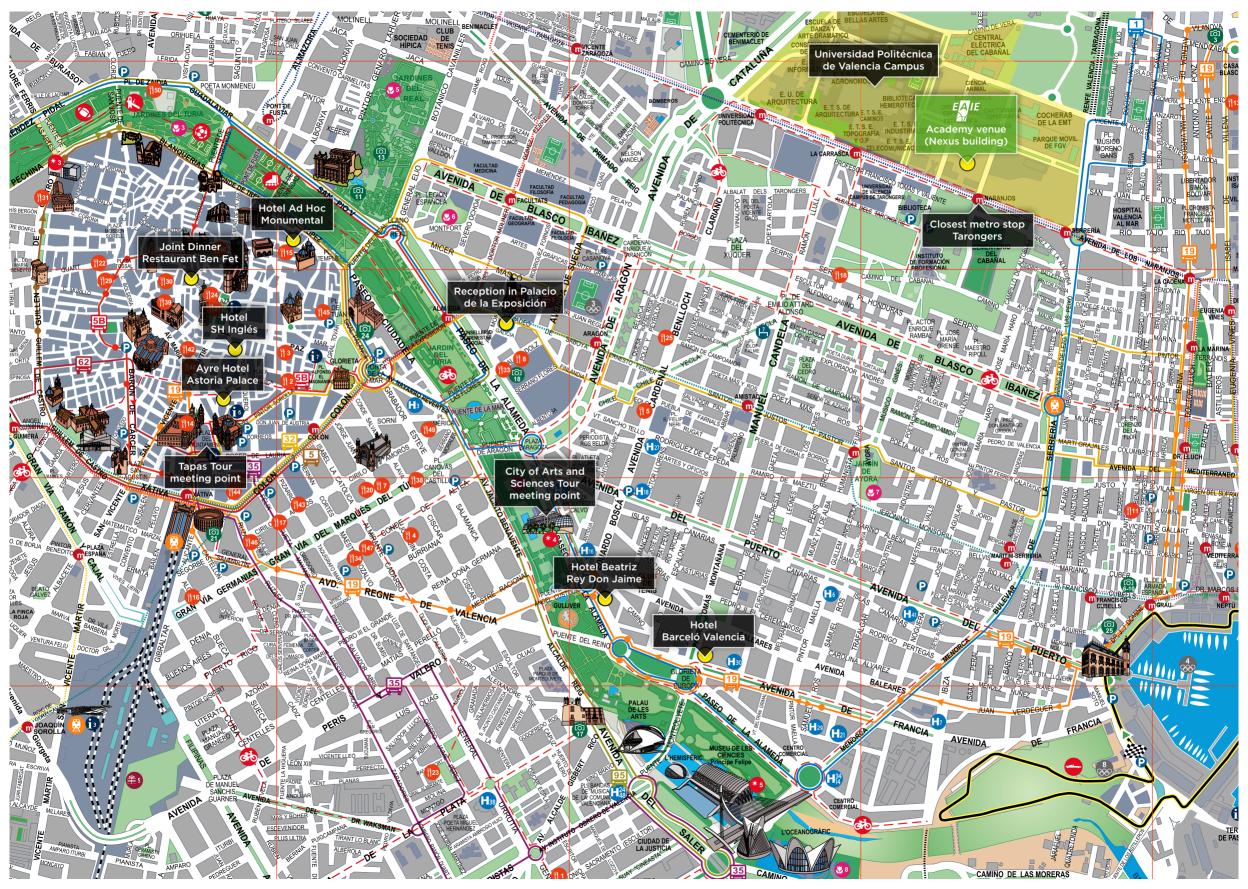
- Thursday, 20.30-22.30
- Restaurant Ben Fet, C/ Correjería 28*

CITY OF ARTS AND SCIENCES (NETWO3)

- **Friday**, 18.30–22.30
- Meeting point: Palau de la Música, Paseo Alameda 30*

*Locations are indicated on the map overleaf.

.00 2.8 This expl nation



TRAINERS

The EAIE trainers are peers with longstanding experience in the field. Learn from and with them at the EAIE Academy!



NADINE BURQUEL, ESMU, Belgium <u>Course</u>: Using benchmarking tools: improve your institutional performance in internationalisation

Nadine Burquel has been working at policy level with ESMU boards and steering committees on network developments, projects and training programmes for more than 20 years. She has extensive expertise in university management and governance issues (benchmarking, internationalisation, financial management, quality, human resources, university-enterprise cooperation) and a large network of contacts at senior level in European universities. She has been managing the ESMU-HUMANE Winter School for Senior Administrators since its launch in 2003, the DEAN network, the MODERN Project, the EU-DRIVERS Project and ESMU benchmarking exercises, amongst others.



SUZANNE ALEXANDER, University of Leister, UK <u>Course</u>: International Master degree admissions

Suzanne has a Bachelor's degree in French from the University of Birmingham and an MBA from the University of Warwick. She has been Director of the International Office at the University of Leicester since 2005. From 2001 to 2005, she was Director Promotions at the British Council, where she was responsible for the provision of services to support UK education institutions in their international marketing and recruitment activities. In this role she built on experience gained in a career of more than 25 years in higher education management, distance learning and education marketing, both in the UK and internationally. Suzanne has extensive experience in delivering workshops and conference sessions on many different aspects of international education management and marketing.



CHANTAL BARRY, Sciences Po, France **Course:** How to manage an international office successfully

Chantal Barry currently works at one of France's foremost institutions in the social and political sciences, Sciences Po, where she is International Communications Manager for Research in Political Science. Prior to this, she spent 10 years as an International Relations Manager at Sciences Po with responsibility for the strategic development of the school's international policy. She has taught at Sciences Po at both undergraduate and graduate level since she began working there in 1990 as part of the management team. Prior to her arrival at Sciences Po, she taught in the English Department of the University of Caen in Normandy for five years. She also delivered adult training at the university. She was part of the EAIE leadership structure for many years, serving on the Professional Development Committee and as a member of the EAIE's trainer pool, where she developed and set up a course for adults on communications in English, entitled 'English in the international workplace'.



JOS BEELEN, Hogeschool van Amsterdam, the Netherlands <u>Course</u>: Internationalisation at Home: effecting change in your university

Jos Beelen is Head of the International Office at the School of Education, Hogeschool van Amsterdam, and a member of the research group on internationalisation at the School of Economics and Management. He has been involved in the EAIE since 2003 and is currently leading the Special Interest Group Internationalisation at Home (IaH). He edited volume 2 of the EAIE Professional Development Series, *Implementing Internationalisation at Home*, and has been a trainer of courses on the implementation of IaH. In 2008, Jos was a workshop facilitator at the Collaborative of the American Council on Education in Washington and speaker at a seminar on IaH at the University of Cape Town. In 2009, he was a speaker at the joint EAIE-IEAA seminar in Sydney.



SIEBELIEN FELIX, Two2Train Training, Coaching and Consulting, the Netherlands

$\underline{\textbf{Course}}: Internationalisation at Home: effecting change in your university$

Siebelien Felix has been active as a trainer, consultant and coach for more than 15 years. She has been a consultant for both profit and non-profit organisations, including universities, in the Netherlands and abroad. Siebelien specialises in complex situations in organisations and on the role of the individual professional within the organisation. She is an experienced trainer of trainers and coaches and has been active in the EAIE in this role.



INGRID GEHRKE, FH Joanneum, Austria <u>Course</u>: Cultural learning in education abroad

Ingrid works as Head of International Relations at FH JOANNEUM - University of Applied Sciences. Her office is responsible for all mobility issues. She has been involved with international students since 1988, starting as a student assistant. From 2000 to 2001 she worked at the Office of International Relations at Karl-Franzens-University of Graz. In 2002 she started working at FH JOANNEUM, where she built the international office. In 2004, Ingrid participated in the Summer Institute of Intercultural Communication in Portland, Oregon and has since been offering training courses in intercultural communication and competence. Ingrid has been a SAFSA board member since 2006 and an EAIE trainer since 2008. Ingrid is a graduate of the University of Graz and the State University of New York at Binghamton, and holds a PhD in American Studies.



JEANINE GREGERSEN-HERMANS, Maastricht University, the Netherlands Course: Intercultural competency: making internationalisation work on campus

Jeanine Gregersen-Hermans is currently employed as Director of Marketing and Communications and Spokesperson of the Executive Board at Maastricht University. In this capacity she is also appointed as additional Director of Maastricht Education and Research Centre (MERC) based in Bangalore, India. Until 1997, Jeanine worked as Dean for international students at Wageningen University. During that period she developed courses on intercultural communication as part of the EAIE's Professional Development Programme. After a period as Secretary General of UNICA in Brussels, she returned to the Netherlands in 2000 to take up the position of Head of Educational Marketing at Wageningen. Over the years, Jeanine has published on topics of intercultural communication and marketing of higher education. Since 2006, Jeanine has been a member of the editorial board of the Journal of Studies in International Education (JSIE). In 2008, Jeanine received the Bo Gregersen Award for Best Practice from the EAIE for an innovative contribution to international education. Currently, she serves as a member of the General Council of the EAIE and is a member of the Professional Development Committee. Jeanine has also been awarded the official status of EAIE trainer.



DUNCAN HAMSHERE, Higher Education Solutions, Spain <u>Courses</u>: International Master degree admissions; Evaluating foreign credentials in a busy office

Duncan Hamshere is currently a freelance trainer and management consultant working with a number of clients in Europe. Duncan specialises in training and consultancy on areas relating to credential evaluation, detection of fake educational documents, qualification development and accreditation. Prior to turning freelance, Duncan worked for the Barcelona Graduate School of Economics and the Universitat Pompeu Fabra as Development Manager. His role there included developing admissions systems, gaining accreditation for master programmes and managing the student office. Previously Duncan was Head of Services for the UK NARIC, a role in which he was responsible for the content of NARIC databases, training services provided to universities and governments worldwide and the UK NARIC rolling international research programme. Duncan is a qualified teacher and trainer and Co-Chair of the EAIE Admissions Officers and Credential Evaluators (ACE) Professional Section.



FIONA HUNTER, University Carlo Cattaneo-LIUC, Italy <u>Course</u>: Using benchmarking tools: improve your institutional performance in internationalisation

Fiona Hunter is International Director at the Università Carlo Cattaneo-LIUC, Castellanza, and Past President of the EAIE where she is currently Co-Chair and founding member of the EAIE Researchers in International Education (RIE) Special Interest Group. She is a reviewer for the *Journal of Studies in International Education (JSIE)* and a member of the Board of Directors at Educational Credential Evaluators, Inc, USA. She has been active in professional development in internationalisation for many years, and has worked for a range of higher education institutions and organisations. She has worked as an independent expert for the European Commission, including working on a recent CREST project for the identification of best practice in research using peer learning methods. She holds a Doctorate of Business Administration (DBA) in Higher Education Management from the University of Bath.



KARIN KLITGAARD MØLLER, University of Copenhagen, Denmark <u>Course</u>: Intercultural competency: making internationalisation work on campus

Karin is Head of Internationalisation at the Faculty of Life Science, University of Copenhagen. Karin has a Masters degree in English and Minority Studies. During her studies she focused on intercultural communication issues and has since had a great interest in the cross-cultural aspects of advising, together with intercultural communication. She has participated in several courses and seminars on this subject and taken part in the Summer Institute for Intercultural Studies in Portland, Oregon in 2004. She has worked in the field of international education for many years and has more than seven years of experience as a foreign student adviser. Karin was in charge of the section for incoming students at the University of Copenhagen's International Office, until accepting her current position in 2006. She has given seminars on intercultural communication and advising, and has been one of the trainers on the course 'Advising International Students' since 2006. Since 2004, Karin has served as a board member of the EAIE Study Abroad and Foreign Student Advisers (SAFSA) Professional Section, and is the current Chair of SAFSA.



DORA LONGONI, Politecnico di Milano, Italy <u>Course</u>: International Master degree admissions

Dora has a Master's degree in Modern Languages and Literature from the University of Milano. She has been working within the field of international relations for the Politecnico di Milano since 1996. She started as a Study Abroad Adviser for the International Relations Office at the School of Engineering, and then moved to head the office for the promotion of EU cooperation programmes and coordinated several EU funded projects. At present, Dora is Head of the International Projects Service, which has 17 staff members. The main task of the Service is the implementation of internationalisation policies of the Politecnico di Milano, with a special focus on international marketing of programmes and credential evaluation of foreign students, which lead to the setting up of an International Admissions Office in 2005. Dora is Co-Chair of the EAIE Management of Programmes in Lifelong Education (MOPILE) Professional Section, and has been a trainer in three successful EAIE training courses, including the present one.



RICHARD MICHAEL PAIGE, University of Minnesota, USA **Course:** Cultural learning in education abroad

Michael is a professor of international and intercultural education in the department of Educational Policy and Administration at the University of Minnesota, Minneapolis, where he is currently Faculty Coordinator of the comparative and international development education MA and PhD programmes. Recently he was a visiting professor at Nagoya University and the University of South Australia. Michael has also lived and worked in Indonesia, Thailand, the Philippines, Kenya and Hong Kong. Michael co-edits the training section for *International Journal of Intercultural Relations*. He was Editor of *Education for the Intercultural Experience* and Co-editor of *Culture as the Core: Integrating Culture into Language Education*.



TIM ROGERS, International Higher Education Consultants UK Limited, UK <u>Course</u>: International marketing: a strategic approach

Tim is former Head of Student Recruitment and Admissions at the London School of Economics and Political Science. With 18 years of experience in international student recruitment, university administration and management, educational marketing and press relations, Tim is regarded as a leading international education consultant. He has degrees from the Universities of Hull and Westminster and has also studied at the University of Kansas. Tim has developed a client list that includes Ministries of Education and associated bodies in Denmark, India, Finland, New Zealand, Sweden and the Netherlands; institutions as well as associations. He has a wide knowledge of international developments as they affect numerous sectors of education, from boarding schools and tutorial colleges, through public and private tertiary education providers to Government-level Ministries and other representative bodies.



JESSICA STANNARD, Nuffic, the Netherlands Course: Evaluating foreign credentials in a busy office

Jessica Stannard has over 20 years of experience in the field of international recognition. Her main responsibilities at Nuffic include the coordination, design and provision of training courses in the field of credential evaluation and international recognition as well as the evaluation of foreign credentials. Jessica has acted as presenter and trainer for numerous sessions and workshops, including those offered by the EAIE, NAFSA, AACRAO and Nuffic. She has written several publications and articles on the Dutch educational system and is part of a national and international information-exchange network on diploma mills. Jessica obtained a Master's degree from the University of Washington as well as a doctoral from the University of Utrecht. Jessica received the EAIE Award for Best Practice in Trondheim in 2007.



HANS-GEORG VAN LIEMPD, Tilburg University, the Netherlands Course: How to manage an international office successfully

Hans-Georg is the Vice-President of the EAIE. He holds a Master's degree in Economics from Tilburg University. Hans-Georg became involved in internationalisation in 1997 when he was appointed International Relations Manager at Tilburg University. In 2001, he became Head of the Student Advisory Office at the same institution. In this role he was responsible for student counselling, student career services and university-wide exchange agreements. In 2005 he was appointed by the Executive Board of Tilburg University to set up a new International Office at the university, which became operational in early 2006. Hans-Georg currently serves as Director of this office. He has also served as Chair of the EAIE International Relations Managers (IRM) Professional Section, and was a member of the EAIE Conference Programme Committee from 2001 to 2005. Since 2002, he has been an elected member of the Council of Advisors of ISEP in Washington. He also currently serves as a member of the EAIE Professional Development Committee.



THIJS VAN VUGT, iE&D Solutions BV, the Netherlands <u>Course</u>: International marketing: a strategic approach

Thijs worked at Tilburg University between 1989 and 2006 in various capacities, both at central and faculty level. From 1993 to 1994 he worked for the ERASMUS Bureau, and from 1995 to 1996 he worked for Sheffield Hallam University. In 2006 he started his own consultancy, iE&D Solutions BV. Thijs is the founder of the EAIE Marketing and Recruitment (M&R) Professional Section, and was Chair of M&R for six years from 2002. From 2004 to 2008 he was a member of the EAIE's Executive Board, and between 2004 and 2010, Thijs was a course leader and trainer for various training courses and workshops on marketing and recruitment for the EAIE, CIRIUS, DAAD, Archimedes, Education New Zealand and various universities. In September 2009, Thijs was awarded the Bo Gregersen Award for Best Practice from the EAIE. Thijs has a Master's in Economics from Tilburg University, a post-graduate diploma in Public Management from TiasNimbas Business School, and a post-graduate certificate in Customer Relationship Management from Beeckestijn Business School.

SPEAKERS

KNUT BERGKNUT, Malmö University, Sweden <u>Course</u>: Internationalisation at Home: effecting change in your university

MARIJKE BLOM-WESTRIK, Nuffic, the Netherlands Course: Evaluating foreign credentials in a busy office

WESSEL MEIJER, Radboud University Nijmegen, the Netherlands <u>Course</u>: How to manage an international office successfully

PRACTICAL INFORMATION

CATERING

Coffee breaks are served on the second floor of the Nexus building. A buffet lunch will be served every day at the Restaurant Galileo Galilei. For specific timeslots please consult your individual course schedule in your course folder.

COMPUTER FACILITIES

Room 2.14, 2nd floor. No login and password are required. Opening times: 08.30–18.30 (except Friday until 17.00)

COPYING FACILITIES

A number of copying facilities are available on campus. The closest is located in the Galileo Galilei building. Alternatively another copy shop is located in the Agora space.

CLOAKROOM

Participants can leave their coats in the course rooms. The EAIE is not liable for any loss or theft.

FIRST AID

The university's medical centre is located in building 6E, close to the Nexus building.

INFORMATION

Members of EAIE staff are available at the EAIE Academy office (Ground floor, Nexus building) each day during course hours for assistance.

NAME BADGE

Please wear your name badge at all times (also during the networking events you registered for).

WIRELESS INTERNET

Wireless internet is available through the entire venue. Your individual login information will be included in your registration package.

MARK YOUR AGENDA FOR THE NEXT ACADEMY!

The second EAIE Academy will take place from 23–27 April 2012 in Gothenburg, Sweden's second largest city, and is hosted by the University of Gothenburg.

The Academy programme will feature a range of courses including:

- Crisis management
- SEO and online content: strategies for international student recruitment
- Teaching in the intercultural classroom
- Alumni relations from A to Z

Visit <u>www.eaie.org/academy</u> for the detailed programme and for registration!

