



WP 2.3_1ST TRAINING MODULE: INTERNATIONAL COOPERATION AGREEMENTS AND NETWORKS AND FUNDING OPPORTUNITIES

OBJECTIVES: The training provides the staff of International relationship offices with managerial expertise and specific skills in thematic areas related to the efficient administration of international relationship offices and development of internationalization. This learning module will convey knowledge about networking, international networks and cooperation agreements as well as funding opportunities for cooperation programmes.

Monday 16.09.2019

Training started with welcome speeches of the Host Institution and Ms Czarina Nuridinova from National Erasmus Office of Tajikistan.

Every participating organization presented her/his own institution and participants of the seminar.

Tuesday 17.09.2019

The day started with the presentation of Laurea by Mrs. Arja Majakulma. During the presentation she also highlighted some principles to make a good presentation for international audience.

The main topic of the day was the objectives of Internationalization in Higher Education
The introduction were based on earlier studies. As a case example Ms. Majakulma, Laurea University of Applied Sciences: Laurea's Strategy and Action Plan of Internationalisation. The participants were asked tell about possible internationalization strategies in their institutions to map of aims and current status of the internationalization of their own institutions.

Cultural program: Khujand Historical museum, Khujand castle and Kamoli Khujandi Park, common dinner

Wednesday 18.09.2019

Topic: Building partnerships and networks. The day started with summary of yesterday, the participants wrote down the most important aims and objectives of internationalization at their own



institution. Then they picked up 5 most important partnerships of their institution and the activities undertaken with them. This list was compared to the aims listed before. Then Mrs. Majakulma presented theoretical and practical advice on approaching networks. Laurea's partnership network was used as a case example. Also international cooperation agreements, preparing and monitoring the implementation of university agreements with partners from abroad was discussed.

Cultural Program: Visit to the Panjshanbe Bazaar and Khujand mosque.

Thursday 19.09.2019

Mr Saidoqosim Mukhtorov presented IET TSUC's project funded by the World Bank as an example on how to run an international project. Ms Minttu Rätty from Laurea presented the principles of the project proposal design. As an example, there were the evaluation criteria of Erasmus+ Ka3 Program. Also the database researchprofessional.com was presented, it can be used for searching different funding opportunities worldwide, although the database is European based. The user fee is quite high, so other options were also discussed. Fengxin Yan, from Northwest A&F University, presented the Chinese funding opportunities for joint research projects. We had also a short brain –storming about the common project possibilities.

Cultural Program: Visit to Arbob Palace and water reservoir

Friday 20.09.2019

In the final day the program of the first training was evaluated by filling out a feedback survey and having an evaluation discussion. The timetable and more detailed objectives of the WP2 and WP3 activities were also discussed. It seemed not to be clear to the participants what the contents and practicalities of different workpackages is, the coordinators should emphasise this more in the future.

The creation of bilateral agreements between the institutions started, some MOUs were already signed on IET TSUC's behalf.



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