

# **A Quantum Leap Partnering to Advance Development in Times of Financial Stringency**

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## **Sharing Higher Education Quality Across Borders**

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### **PROJECT AIM**

To strengthen the capacity of partner universities to achieve financial sustainability to become internationally competitive, to increase revenue generation and to facilitate greater access.

## DISSEMINATION OF FINDINGS

“There is a need to disseminate the structure and contents of the programme to the majority of ACP countries.....Given the importance of this programme to other ACP countries, the structure and contents of the course should be widely disseminated by a special EDULINK newsletter.”

*Evaluation of the EDULINK Programme and preparation of a new proposal –under the Intra-ACP 10th EDF strategy paper*

## RATIONALE

- International Challenges
- National Challenges
- Institutional Challenges

## RATIONALE (2)

- The current economic downturn
- Growth rate of higher education systems faster than those of national economies
- Increasing competition for government funding from other sectors of the economy
- Cuts in HE budgets intensifies the search for non-State funding
- Need to build internal capacity and to facilitate access

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## TARGET GROUPS

Programme Participants: Academic and Senior Administrative Staff at Partner Universities

- High calibre
- Well placed in their respective institutions. Experience with fundraising and business development in a University Context
- Wide cross section of academics and administrators in training

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## PROJECT PARTNERS

Consortium based on existing links among the following HEI's:

- The University of the West Indies – Lead Partner
- The University of Technology, Jamaica
- The University of Mauritius
- The University of Suriname
- The University of Guyana
- The University of Belize
- The University of the South Pacific
- The University of Warwick

## PROJECT DEVELOPMENT

- Consensus building among partners
- Consideration of social, economic and cultural issues at all participating HEI's
- Shared experiences at face to face meeting.  
High quality of material developed, audio and video lectures complemented face to face lectures and reading material

## AIM OF PROGRAMME

- Introduce participants to policy issues relating to resource generation and entrepreneurialism in higher education
- Equip participants with the information and tools to enable them to generate support for revenue generation and entrepreneurialism

## OUTPUTS

A Professional Development Programme in resource mobilisation designed for use by all partners and focusing both on content and on the process of facilitating the effective delivery of training to participants located in three widely dispersed geographical regions.

## OUTPUTS (2)

Five professional modules representing key components in a resource mobilisation policy:

- Resource Mobilisation in ACP Countries
- Fundraising
- Commercialization of Research
- Business Development
- Grantsmanship

## OUTPUTS (3)

- Relevant case studies and recorded interviews with subject matter experts
- A resource training network
- Development of joint programmes, seminars and papers
- Increased joint funding initiatives

## PROGRAMME OUTCOMES

Upon completion of programme, participants able to do the following:

- Promote the PDP at their respective institutions
- Identify potential sources of non-State funding available to HEIs

## PROGRAMME OUTCOMES (2)

- Understand strengths, weaknesses and opportunities of their HEIs as they relate to resource generation and entrepreneurialism
- Support the programme through relevant human resource policies/or advocacy

## PROGRAMME BENEFITS

### At the Institutional Level

- Creation of a culture and appreciation, among academic and administrative staff, of the importance of revenue generation
- Build capacity of academic and administrative staff at all institutions to undertake revenue generation successfully
- Attract additional resources to partner universities

## PROGRAMME BENEFITS (2)

### Facilitate capacity building in:

- Research Administration
- Use of Technology
- Managing Intellectual Property
- Project Management



## CONCLUSION

- Project required partners to confront their relative lack of experience in revenue generation
- As they prepared the project, they discovered that they had expertise in various aspects of revenue generation, as evident in the case studies they prepared
- Project facilitated the pooling of knowledge that resulted in a product of high quality
- Partnership experience: management of the partnership opens the way for long-term collaboration on other projects

## CONCLUSION(2)

### Key requirements for resource mobilisation:

- Resource mobilisation is only one of the components of successful university management
- Resource mobilisation should be combined with policies that have an impact on efficiency