



MASTER'S DEGREE: MODALITIES FOR A CROSS-BORDERS DEVELOPMENT AND IMPLEMENTATION





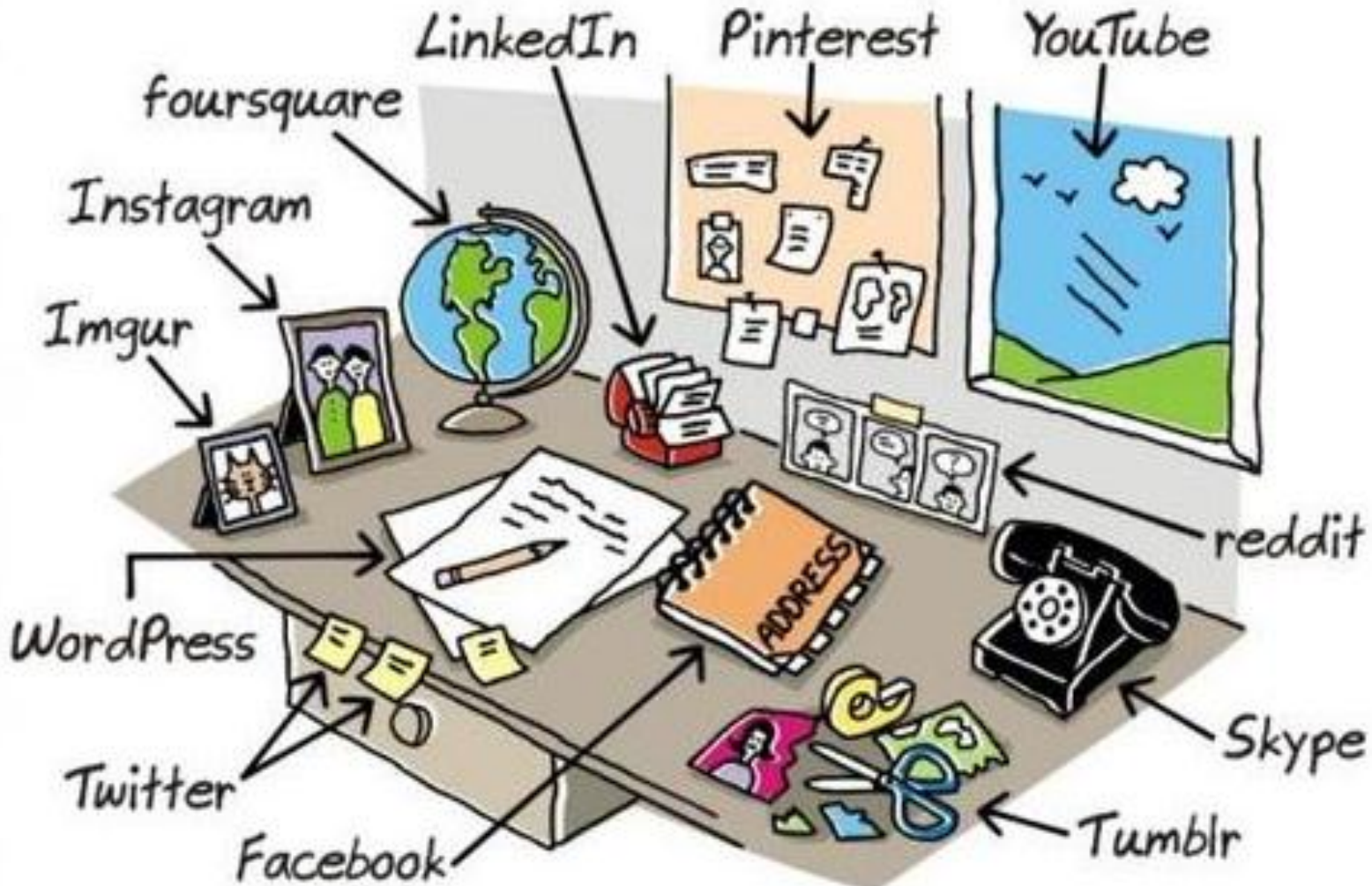
#1

the

approach



vintage social networking







Keys channels for generating a global cooperation

- 1 Students exchange
- 2 Professors exchange
- 3 “Co-producing”
- 4 Building-up own capabilities on targeted “market”




#2

the

execution



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- ❑ 2014: Luxembourg, "formation continue"
 - ❑ 2014: Hanoi, Vietnam, "formation continue"
 - ❑ 2013: Casablanca, Morocco, "formation initiale"
 - ❑ 2008: Casablanca, Morocco, "formation Continue"



#3

Negotiation



Business case:

Hanoi



#4

Success





Keys Success – Keep it simple

- 1 Respect - attitude
- 2 Willingness among all parties blended with great team spirit
- 3 Strong Governance
- 4 Rigorous follow-up and close monitoring



THANK YOU

