



भारतीय प्रबंध संस्थान बेंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE

# WHAT ARE THE CRITICAL FACTORS AND CONDITIONS FOR SUCCESSFUL ACADEMIC COLLABORATION WITH INDIA ?

Eduniversal Convention 2013

Bangalore

October 9, 2013



## Academic Collaboration

- Research: Joint publications; case studies
- Conferences, research seminars
- Teaching: Joint programmes
- Faculty exchange
- Student Exchange

## Criteria for selection of partner institutes

- Organisational, management and quality assurance factors
- Faculty and staff qualifications and experience
- School reputation and ranking
- Policies and regulations in place regarding student admissions and placement; academic support and guidance and provision for meeting students' wider educational needs
- Provision of learning support and infrastructure at a level and quality to meet the requirements for programmes leading to possible award of degree/diploma/certificate
- Ethical research standards (for research collaborations)
- Provision for staff appointment, induction and development

## Working with an overseas partner

- The local laws relating to higher education, including the licensing of overseas higher education operators
- The local law, and applicable laws within the home country, in respect of contracts and their enforceability
- The local higher education system and the place of the partner institution within it
- The legal and financial position of private institutions (where applicable)
- Requirements in respect of national and international recognition of awards and professional qualifications

## Higher Education in India

- Public and Private
- Universities and stand-alone institutions
- National Institutions: IIMs, IITs, IISc, NCBS, AIIMS, NID, NLS
- Ministry of Human Resource Development –  
Department of University & Higher Education  
<http://mhrd.gov.in/>
- University Grants Commission



## Academic collaboration: Issues & Concerns

- The need for certain and quick returns
- Internationalisation strategy
- Variance in history and evolution of institutions in home country and prospect country
- Equivalence in conceptual understanding and practical knowledge in sustaining collaborations
- In prospect countries, different ministries may govern education / foreign affairs / development cooperation which impinges on funding
- Joint project funding
- Access to India-specific awards

## Balancing long-term and short-term interests

- Measure “success” based on outcomes, while maintaining a longer-term, global perspective
- Evaluate returns based on standard MoU agreements and look at more doable agreements which result in tangible outcomes within agreed timeframes
- Build in scope for scaling up
- Consciously look at mutuality and mutual benefits
- Sound analysis, negotiation, deep understanding of prospect institute and preparatory study before visit
- Ensure coherence in government policy and cooperation



## Implementation strategy

- MoU and Agreements provide the framework and institutional validity
- Going beyond the broad framework, need to identify people within partner organisations who will actually drive the initiative, conduct the activities and be responsible for the outcomes as per the agreed timeframes
- Including financial aspects into the MoU supports quicker implementation

## Case study: IIMB – Richard Ivey Partnership

- MoU signed in May 2010 for research collaboration
- Specific clause: Development of India-specific case materials for use in business education around the world
- Co-authorship of research articles to be jointly published in top international academic and managerial journals
- Case-writing workshop held at IIMB
- Co-branded cases developed and tangible achievements within 3-year contract period



## Case Study: IIMB & University of Exeter

- MoU signed in November 2011
- Wide-ranging partnership, including collaborative research, bilateral faculty and student mobility, mutual exchange of information and experiential learning, participation in publication, seminars, conferences, lectures and related activities
- Specific results: Joint proposal for UK India Education and Research Initiative (UKIERI 2) funding towards corporate governance and the training of non-executive directors of Indian companies; CSR Education and Research Project; Joint research being undertaken comparing the delivery of healthcare services in India and the UK; IIMB students participated in Exeter's international summer school in 2010 and 2011
- One-to-one professional engagement resulted in high activation of the broad agreement



## Case Study: Obama-Singh 21<sup>st</sup> Century Knowledge Initiative Award

- Award announced by the State Department of the United States in June 2013 as institutional partnership project - initiative to strengthen collaboration and build partnership between American and Indian institutions of higher education
- Collaboration between faculty members of University of North Carolina, Chapel Hill and IIMB for project titled "Partnering for Success: Advancing Sustainability Research and Education in India"
- Specific project with defined time frame and outcomes



**Thank You!**

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