

Business Deal or Educational Partnership?

*Guiding Principles for Providers and
Education Abroad Offices Collaborating
on Short-Term Faculty-Led Programs*

March 22, 2018



INTRODUCTIONS



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SESSION OVERVIEW

- ❑ Examine relationship between EA office and/or faculty leader and any entity providing services
- ❑ Specifically regarding short-term faculty-led programs
- ❑ Issues surrounding business/transactional aspect of partnership
- ❑ Goal: develop Forum guidelines for HEI/IEO contractual relationships



FORUM STANDARD 6

- ❑ Policies and Procedures: The organization has well-defined and clearly-articulated policies and procedures that govern its programs and practices, ensures that they are fairly and consistently implemented, and conducts regular reviews to assess their effectiveness.
- ✓ The organization has guidelines governing its marketing practices, *partnerships*, and institutional relations.
[italics added]



FORUM STANDARD 6 - QUERIES

- ❑ How do you ensure that these policies are fairly and consistently implemented, and regularly reviewed?
- ❑ What are your organization's guidelines governing marketing practices, partnerships, and institutional relations?



FORUM GUIDELINES

- Guidelines (can be found on Forum website)
 - Already part of the Forum's body of work to help the field develop and abide by best practices
 - Guidelines examples:
Forumea.org/Resources/Standards of Good Practice/Standards Guidelines

HEI CONSIDERATIONS

○ What do we want?

○ Are they (providers) experienced with academic entities?

○ Do they understand our program?

○ Can they be flexible (\$, #)?

○ Will they abide by our policies and procedures?



HEI - INTERNAL CONSIDERATIONS

- Who finds/chooses providers?
- What is the vetting process?
- Which units have to review contracts?
- Who is authorized to sign contracts?
- Whose role is it to negotiate terms?
- Who has right of refusal?



IEO PERSPECTIVE

- How are providers chosen? Is the vetting process transparent?
- Do faculty and EA office understand how providers develop a customized proposal?
- When comparing proposals, is EA office/faculty comparing apples to apples?
- Do EA office and faculty read contract terms carefully?
- Differences between transactional relationship and long-term educational partnership with providers
- Realities of cost



TABLE DISCUSSIONS

Goal: Develop a new set of Forum Guidelines to advise HEIs and IEOs on business/contractual relationships.

- ❑ What major topics should be addressed--from each perspective?
- ❑ What is unique to faculty-led education abroad “business” relationships?
- ❑ Should these EA relationships be different from standard campus vendor relationships?
- ❑ Each table will create several guiding principles/best practices.
- ❑ These can be in the form of statements or questions.



TABLE DISCUSSIONS

- ❑ Tables present one of two of their statements and defend their importance as a best practice/guiding principle.



GENERAL DISCUSSION



Where do we go
from here?



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