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Some tips about how to write a win-win ICM proposal. The experience of the University of Cadiz



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ICM Erasmus+ 2018.

- Projects presented by Programme Countries Universities
- Consortiums built by PC Universities
- Projects evaluated by National Agencies
- **Increased interest:** increasing number of proposals presented by call since 2015 in every Programme Country
- High competition: small budget increment in comparison with the increment of proposals: **less placements available per University/project**



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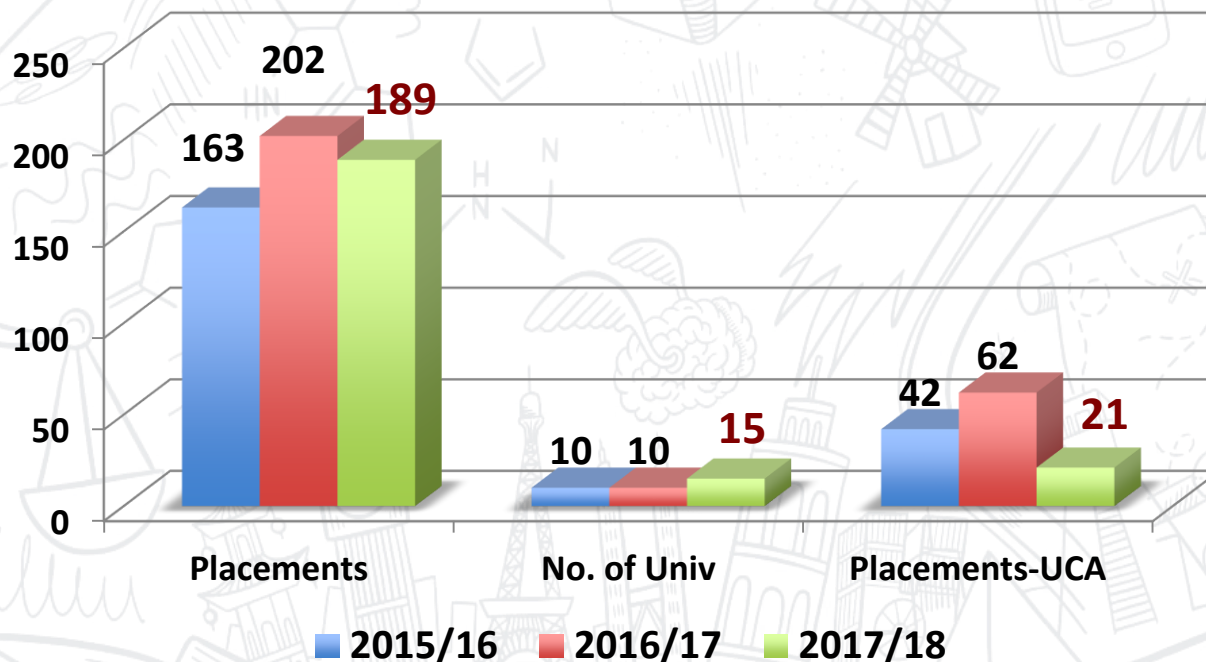
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Erasmus+ KA107. Placements Spain-Ukraine



- ✓ Increased interest of Spanish Universities in Ukraine (15 awarded Univ. in 2017)
- ✓ Lower number of placements per project (max. 21 in 2017)
- ✓ Need to diversify geographically



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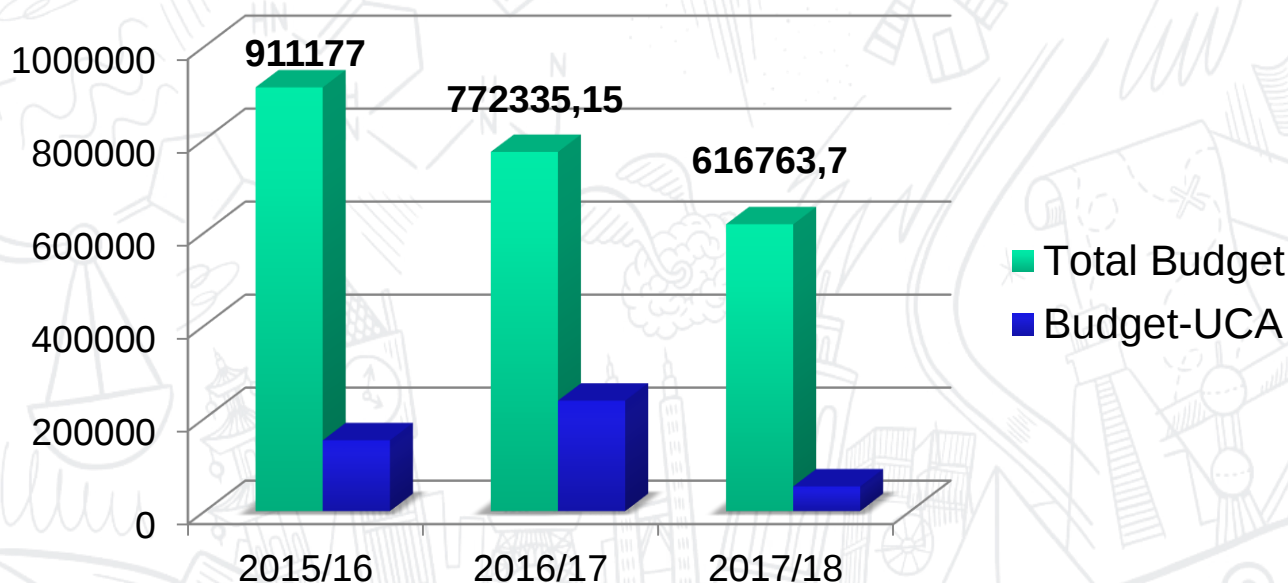
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Erasmus+ KA107: budgets Spain-Ukraine



- ✓ Decreased budget for an increasing No. of Universities
- ✓ Need to diversify geographically
- ✓ Total budget for ENI-E (2018): 2.109.554 € (Armenia, Azerbaijan, Belarus, Georgia, Moldova, Ukraine)



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ICM Erasmus+ 2018. Some tips from a Partner Countries University

- **Draw a global strategy** for building a global network in Programme Countries.
- Within a country: partnerships with more than one University matching differentiated strategic areas for both HEIs
- **Geographically diversified:** (do not put all apples in one basket) look for a network of partners in more than one Program Country: check budgets available in each Country for ENI-E and number of applying HEIs to look for new partners in countries with less competition

ICM Erasmus+ 2018. Some tips for Partner Countries Universities

- **Point out clearly** what aspects of your internationalisation process you want to enhance: it is not just mobility!!! **Discuss it with your partner.**
- Staff mobility and teaching mobility can be an excellent starting point with new partners and/or projects in order to explore matching areas.
- **Maintain the Erasmus+ spirit: mutual trust, balanced relations, win-win strategies, credit recognition, transparency, equal opportunities for all**



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Some facts about UCA

- **Medium sized University: ca. 22.000 students**
- **Comprehensive University: 44 degrees, 45 master degrees (2 EMJD), 17 Ph.D. Programs (1EJD)**
- **Specific offices for the internationalization with East Europe, Russia, Central Asia, Latin America, and North Africa (the “Aulas Universitarias”)**
- **Globalized International strategy based on the Aulas and the Erasmus program**



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ICM Erasmus+: the case of Univ. of Cadiz

- **Global project:** based on pre-existing partnerships and focused in three geographical areas (specific offices), based in UCA's strategic plan





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• The “Aula Universitaria Hispano-Rusa”

- Created in 2008
- To foster cooperation with all russian-speaking countries
- Promotion of Spanish language and culture
- Promotion of Partner countries culture and language
- Fostering international mobility, double degrees agreements, co-tutelle of Ph.D. thesis and scientific and academic joint projects (eg., Erasmus+ KA2 CBHE)
- Consortium of more than 70 Universities, build up previously to the launch of Erasmus+ KA107 calls:



AUHR РИУЦ

Universidad de Cádiz
Университет Кадиса

Armenia (2)	Azerbaijan (3)	Belarus (8)	Georgia (3)	Kazakhstan (7)
Kirgizstan (1)	Modavia (3)	Russia (30)	Tajikistan (1)	Ukraine (10)
Uzbekistan (3)				



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AUHR: Philosophy and objectives

- Promote win-win projects **based on equilibrated relations** between UCA and their partners
- Attending partner and UCA strategic priorities:
 - Academic: post-graduate; double master degrees agreements
 - Research: co-tutelle of Ph. D. thesis as a way to create joint research teams
- 2008-2015: mobility based on the Erasmus model
 - Learning agreements
 - Waiving of tuition fees through exchange agreements
 - Automatic credit recognition
 - Scholarships from UCA and from partner institutions
- 2015-to date: Erasmus+ ICM projects and continuation of previous mobility projects



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ICM Erasmus+: UCA - 2017

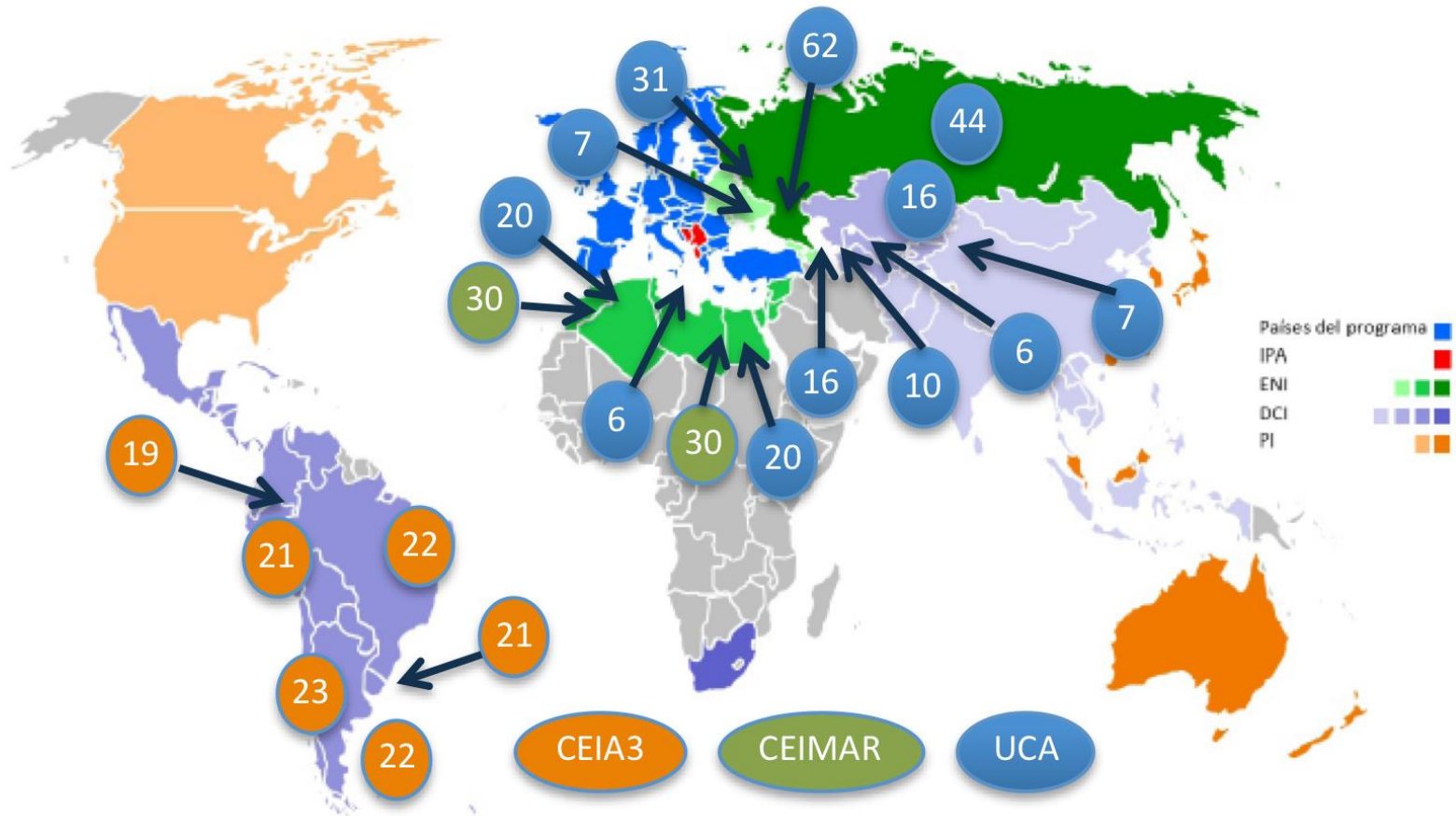
- **Global project:** based on pre-existing partnerships and focused in three geographical areas (specific offices)
- **Aiming to:**
 - Master double degrees agreements
 - Ph.D. mobility and co-tutelles of Ph.D. thesis
 - Spanish language
 - STEM, Tourism; UCA strengths and singularities: marine sciences, food technologies, applied linguistics,
- Transfer the Erasmus+ spirit to already existing partnerships



ICM Erasmus+: UCA - 2017

Application	2015/16	2016/17	2017/18
No. of Countries solicited	15 (ENI-E; ENI-Russia, ENI-S; DCI-LA, DCI-CA, PI-EEUU)	20 (ENI-E; ENI-Russia, ENI-S; DCI-LA, DCI-CA, PI-EEUU)	28 (ENI-E; ENI-Russia, ENI-S; DCI-LA, DCI-CA, PI-EEUU; EDF-ACP)
No. of Countries awarded	Total: 9 ENI-E: 2 ENI-Russia ENI-S: 2 DCI-LA: 1 DCI-CA: 3	Total: 12 ENI-E: 5 ENI-Russia ENI-S: 3 DCI-CA: 3	Total: 17 ENI-E: 5 ENI-Russia ENI-S: 4 DCI-CA: 3 DCI-LA: 3 EDF-ACP: 1
No. of Universities of the project	42	54	82
No. placements	207	245	276

ICM Erasmus+: UCA - 2017





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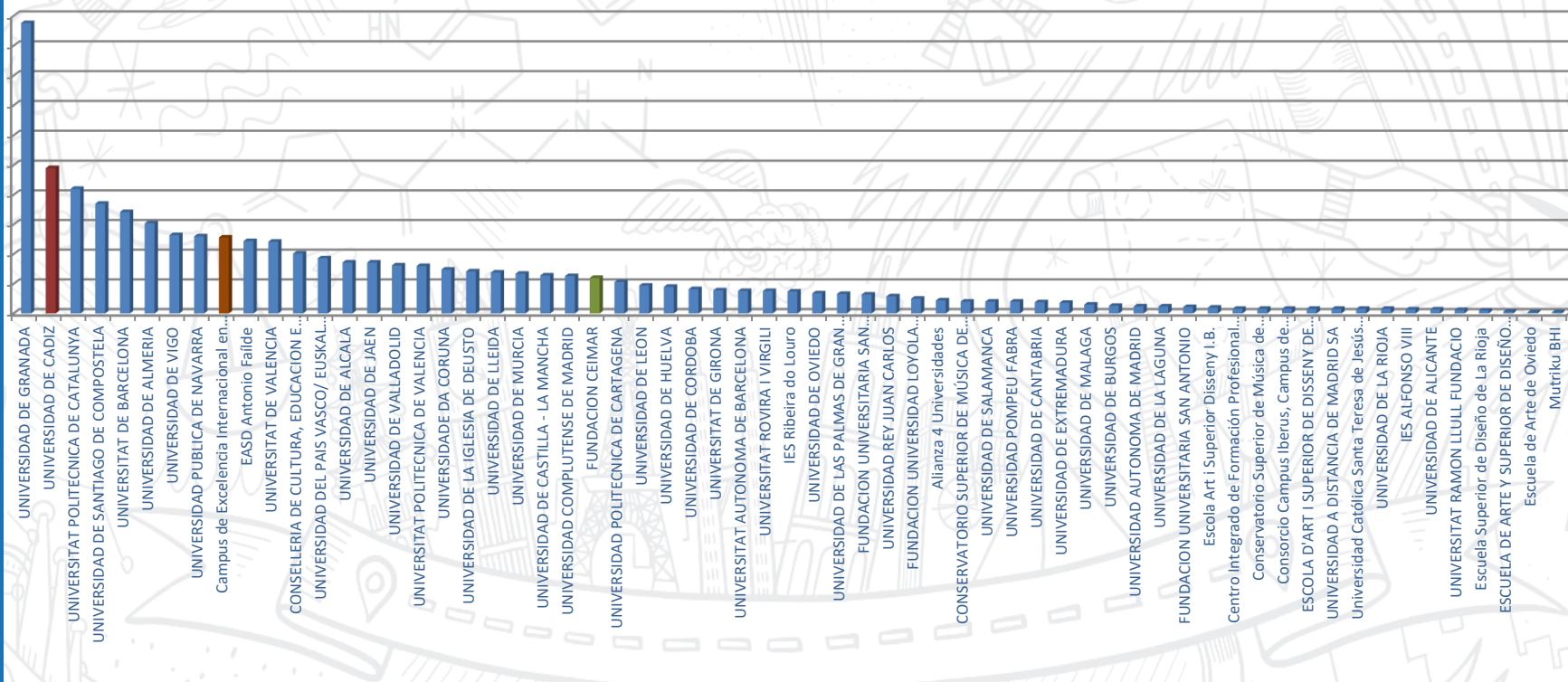
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ICM Erasmus+: UCA - 2017





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ICM Erasmus+: UCA - Ukraine

	2015/16	2016/17	2017/18
No. Universities	7	9	10
Placements	42	62	21

Universities

Taras Shevchenko National U. of Kyiv

Kyiv National Linguistic U.

National Aviation U.

Borys Grinchenko Kyiv U.

V. N. Karazin Kharkiv National U.

Odessa National Polytechnic U.

Odessa National I.I. Mechnikov U.

Petro Mohyla Black Sea State U.

Alfred Nobel U. Dnipropetrovsk

Ivan Franko National U. of Lviv





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ICM Erasmus+ 2018 call. Evaluation scores:

- Relevance of the strategy (max. 30 points)
- Quality of the cooperation arrangements (max. 30 points)
- Quality of the activity design and implementation (max. 20 points)
- Impact and dissemination (max. 20 points)



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ICM Erasmus+ 2018 call:

- **Relevance of the strategy (max. 30 points)**
 - It is important that the project fits the internationalization strategy of **BOTH** partners, not only that of the applicant.
 - Objectives. State clearly what both partners intend to get with this project.
 - Specificity. Competition is high and the budget limited. Avoid general projects and be **specific** about the areas where mobility is going to be implemented and what are the objectives.



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ICM Erasmus+: UCA - 2017

- **UCA: Relevance of the strategy**
 - Shared interest in specific areas with each partner: Chemistry, Environmental Sciences, Engineering, Aerospace, Spanish, Translation Russian-Spanish, Archaeology, Cyber Security, Economics, Social Sciences, Tourism
 - ICM aiming to establish double MD agreements, co-tutelles of Ph.D. Thesis and master mobility
 - Cooperation in the framework of the Campuses of Excellence
 - Spanish and languages as a tool for cooperation and internationalization. Shared interest in Spanish as a foreign language.



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ICM Erasmus+ 2018 call:

- **Quality of the cooperation arrangements (max. 30 points)**
 - State clearly if both partners has previous cooperation experience (mobility, MOUs, projects, ICM, other projects)
 - How partners are going to address VISA issues
 - Cooperation mechanisms: state clearly how the different workpackages are going to be implemented and the responsibilities of each partner. Refer specifically to Inter-institutional agreements
 - Include evaluation mechanisms to asses the quality of the implementation of the project



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ICM Erasmus+: UCA - 2017

- **UCA: Quality of the cooperation arrangements**
 - UCA defined to joint committees: Steering Committee (International Offices/Erasmus offices, Aulas) and Monitoring Committee (Institutional Responsible).
 - SC: UCA provides a model for the call; partners adapt it to their needs; both partners: dissemination, selection, organizing mobility, learning agreements
 - MC: Inter-institutional agreements, monitoring of the selection process and the Learning agreements
 - Evaluation mechanisms during and after completion of the project: internal, follow-up, satisfaction surveys, permanent contact with partner offices



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ICM Erasmus+ 2018 call:

- **Quality of the activity design and implementation (max. 20 points)**
 - Calendar clearly detailed with milestones
 - How automatic credit recognition will be achieved
 - When grades will be sent by each partner
 - Include evaluation mechanisms to assess the quality of the implementation of the project



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ICM Erasmus+: UCA - 2017

- **UCA: Quality of the activity design and implementation**
 - **4 Periods:**
 - Phase I: July-Sept. Steering Committees and MC adapt the flows according to the number of placements approved
 - Phase II: Sept- Dec.: a) Calls in each University, Selection and Nomination and Acceptance letters. UCA sends a general evaluation scale (CV, grades, language skills) that is later adapted by each partner (SC)
 - b) Learning agreements. (SC): based on the ECTS system
 - c) STT and STA: areas and subjects bilaterally agreed within the SC
 - d) VISA support and Insurance (UCA offers a international insurance (70-80 €))



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- **UCA: Quality of the activity design and implementation**
 - **4 Periods:**
 - **Phase III: Feb-September:**
 - a) **Mobility (SMS: Bs.C., Ms.C, Ph.D): welcoming (February)**
 - b) **STT and STA: International Staff Week (over 100 participants)**
 - c) **NEW!!! International Teaching Week (April-May): conferences, round tables, networking**
 - d) **July: sending transcript of records**
 - **Phase IV: End of the project. Surveys and final reports.**



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ICM Erasmus+ 2018 call:

- **Impact and dissemination (max. 20 points)**
 - EU wants the project to be spread and well know, not only by the Universities, but also by the society (stakeholders, citizens, companies, official organisms, mass media, ...)
 - How the programme will impact the life of the University and of the participants
 - Impact at the local, regional and national level. How can it be measured?



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- **UCA: Impact and dissemination**
 - Cultural festivals in UCA presenting the culture of those countries represented in KA107 (specially those from East Europe and Central)
 - In partner countries: Spain Day or Spain week; TV interviews;
 - Enhance the importance of CV development for participants
 - Local, regional impact: economic impact of incoming students on local economy; tourism: every participant is an ambassador of the place that they visit; spreading the knowledge and touristic possibilities



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Welcome to Cadiz!!!!



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Thank you for your attention!!!

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