

Internationalizing Higher Education Institutions



Sapir College International



Sapir
Sapir College

December 05th, 2016

Dr. Hanan Maoz,
Head of International Programs Office
Sapir College
hananM@sapir.ac.il
+972-54-4345035

Administration

International Operations

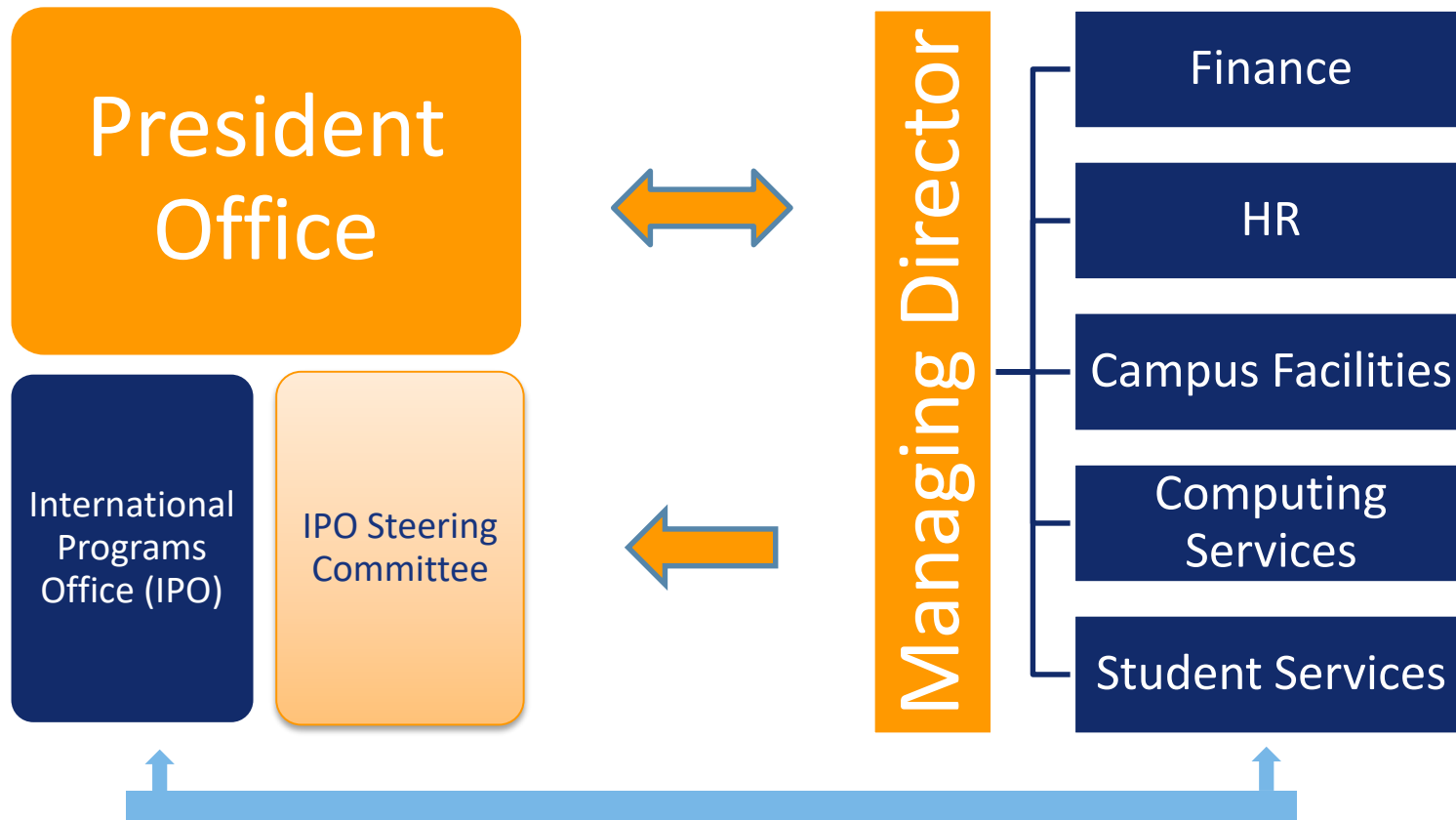


Sapir College International



Sapir College

Institutional Governance



Administration Role



- **Supporting** Sapir College Academic Strategy (3 years Internationalization Plan)
 - Cooperation and Collaboration with EU and more
 - Infrastructures of Programs successful execution
- **Building** new International Internal Administration Practices:
 - 2010-2014 – **1st wave** – departmental initiatives, spotted assistance
 - 2015-2018 – **2nd wave** - institutional wide programs – wide support foundations
 - 2019-2020 – **3rd wave**- full internationalization of administration
- **Establishing** concrete infrastructure for International programs
 - Campus Facilities (**intl. through welcoming**)
 - Student Services and Accessibility (**intl. through touched services**)
 - Computing Services (**intl. through technology**)

Rolling Strategy (3 Years)



Finance

International Operations



Sapir College International



Financial Advisory



Mission: Enable IPO with Tools and Support for Operational Optimization

- **Supporting** International Programs Execution
 - Budget management (pro-active)
 - Financial expenses approval and control (active)
 - Financial professional reporting (reactive)
- **Adhering** with financial procedures, audit needs and regulation
 - Accountable for finance reporting to EU
 - Integration and coordination with Program “Coordinator”
 - Bridging between “Israeli CHE Procedures”, and “EU Programs” practices and expectations
- **Being** the “Financial Advisor” for the International Programs Office, managed by Dr. Hanan Maoz
- **Learning** and absorbing new international methods and practices for continuous Sapir’s development

Reporting Operations



Finance Operations

- Financial Planning
 - Pre-project stage
 - In-project stage
 - Post project stage
- Total expenditure control
 - According original plan
 - Cashflow analysis and balance
- Expenses prediction
 - CAPEX
 - OPEX

Reporting and Governance

- Procurement needs
- Travel services
- Procedures and practices
- Bridging between reporting methods (IL, International, EU)
- Auditing as a continuous process
- Alignment with “External Auditors”

Strategy

Continuous Improvement



Sapir Internationalization Strategy 2016-2018



Sapir Internationalization KPIs Scorecard (2016-18)

General Details				2015 Baseline		2016-18 Targets		
#	Goal Dimension	Indicators (Outputs)	Sapir Status (Initiate, WIP, Approved)	Baseline December-2015	Need Improvement	100% Performance	Excellence	
			12					
SAP-IOC-01	IOC Development	1. Number of faculty members who have taken the IoC workshop (blog)	Approved	2	10	20	24	
SAP-IOC-02	IOC Development	2. Number of new International courses opened (formalized and piloted)	Approved	2	4	6	8	
SAP-IOC-03	IOC Development	3. Percentage of interantional academic CREDITS (total 20 credits covering)	Approved	30%	50%	100%	200%	
SAP-CP-01	Collaborative Programs	4. Number of won Erasmus+ and/or Mobility Exchange projects in 2016-	Approved	1	0	2	4	
SAP-CP-02	Collaborative Programs	5. Number of involved academic departments in Erasmus+ and/or Mobil	Approved	2	3	4	5	
SAP-CP-03	Collaborative Programs	6. Number of Academic and Administrative STAFF involved in Internatio	Approved	3	5	10	15	
SAP-CP-04	Collaborative Programs	7. Number of Bi-Lateral Agreements signed by Sapir Academic Departme	Approved	2	3	4	5	
SAP-ME-01	Mobility & Exchange	8. Number of Outgoing Students participating in international exchange.	Approved	3	6	10	15	
SAP-ME-02	Mobility & Exchange	9. Number of outgoing Academic Staff (not administrative) participating	Approved	0	2	3	4	
SAP-R&I-02	Research & Innovation	10. Initiate new 'international innovation center' (InnoLab) to serve acad	Approved	0	0	3	2	
SAP-R&I-01	Research & Innovation	11. Submitting and winning new EU Designated Research Programs (e.g.)	Approved	0	0	1	2	
SAP-R&I-03	Research & Innovation	12. Establish a practical roadmap strategy and plan of engagement with	Approved	0	1	2	3	

Four Key Performance Areas

12 Key Performance Indicators

Approved by Steering Committee

Target 100% Performance

Strategy Grid and Monitoring



Sapir Internationalization KPIs Scorecard (2016-18)

General Details		12	2015 Baseline				2016-18 Targets			31/12/2016		
#	Indicators (Outputs)		Baseline December-2015	Need Improvement	100% Performance	Excellence	Performance Survey April-2016	Progress Rate (%) towards 100% performance	Progress Rate (%) comparing 2015 Baseline			
SAP-IOC-01	1. Number of faculty members who have taken the IoC workshop (bologna		2	10	20	24	2	10%	0%			
SAP-IOC-02	2. Number of new International courses opened (formalized and piloted) ir		2	4	6	8	2	33%	0%			
SAP-IOC-03	3. Percentage of interantional academic CREDITS (total 20 credits covering c		30%	50%	100%	200%	30%	30%	0%			
SAP-CP-01	4. Number of won Erasmus+ and/or Mobility Exchange projects in 2016-20		1	0	2	4	1	50%	50%			
SAP-CP-02	5. Number of involved academic departments in Erasmus+ and/or Mobility		2	3	4	5	0	0%	-100%			
SAP-CP-03	6. Number of Academic and Administrative STAFF involved in Internationa		3	5	10	15	5	50%	67%			
SAP-CP-04	7. Number of Bi-Lateral Agreements signed by Sapir Academic Department		2	3	4	5	0	0%	-100%			
SAP-ME-01	8. Number of Outgoing Students participating in international exchange.		3	6	10	15	0	0%	-100%			
SAP-ME-02	9. Number of outgoing Academic Staff (not administrative) participating in		0	2	3	4	0	0%	0%			
SAP-R&I-02	10. Initiate new 'international innovation center' (InnoLab) to serve acaden		0	0	3	2	1	33%	33%			
SAP-R&I-01	11. Submitting and winning new EU Designated Research Programs (e.g.H2		0	0	1	2	0	0%	0%			
SAP-R&I-03	12. Establish a practical roadmap strategy and plan of engagement with In		0	1	2	3	0	0%	0%			

- Strategic alignment tool with management (Academia, Administration)
- Monitoring tool for the steering committee
- Communication tool for IPO team (internal and external)

Impact

Succes Through Collaboration



Impact on Academia



Internationalization of the Curricula



Sapiir College
International

TULIP Program Initiative

Three Workshops (Summer 2016)

Led by:
International Programs Office and Academic Affairs

TULIP Institutional Stats



75
נק"ז

8
קורסים
חדשים

10
מחלקות

16 קורסי
חובה

25 מרצים

Note:

- One Department – Technology Marketing” is Rolling IoC to Cover Full Curricula of 3rd-Year.
- 1st International Program Department

Impact on Relations Development



IPO as Knowledge HUB

Institutional Level

1. Bi-Lateral Agreements
2. Consortium Building
3. **Knowledge and Experience Sharing**

22

Departmental Level

- Academic Cooperation (Programs, courses, Modules)
- Joint Degrees (etc..)
- **Students Mobility**

12

Lecturer Level

- Research Networking
- Constant renewal (openness, ideas)
- **Access to Grants (capability, research)**

38

Impact on Future Syllabus



Course Abstract

Entrepreneurship and Building a High-Tech Startup



Abstract:
The course will review wide spectrum of methods and unique challenges exist with contemporary Entrepreneurship and Building a High-Tech Startup. The course will have a practical views and materials. And will lead the students to create independent ideation and take practical and essential steps for establishing a real or a mock-up startup.

Based on a proven curriculum from the Network for Teaching Entrepreneurship (NFTE), the course is organized to follow the life-cycle of an entrepreneurial venture, from concept through implementation to harvesting or replication.

Filled with examples from a broad range of industries, it moves further into the entrepreneurial process, discussing the business plan as well as unique aspects of managing and growing entrepreneurial ventures and small businesses.

Each lecture has 3 pedagogic parts: Theory, Case study, and Implementation Tools to be used during the course lessons. The course is taught fully in English as a medium of instruction and all materials and student submissions are in English.

Student Benefits (learning outcomes):

1. Student will **learn** on the specifics and universals, methods and processes of a startup business structure and setting in an ECO-System.
2. Student will **Identify** which method and toll to be used in which business situation.
3. Student will structure a technological, functional, Legal and Economical business rationales to a new venture.
4. Student will **Apply** all learned methods to be uses in particular and concrete start up formulation in specific industry.
5. Student will **Analyze** how to position a competitive position to a new venture in various industries and technologies arena

Department name: Technology Marketing
Discipline: Business, Management of Information Systems, Industrial Engineering
Credits: 3 credits (6 ECTS)
Type: Compulsory
Targeted semester: Spring, 2018



Dr. Hanan Maoz is a lecturer in Sapir College and Head of the International Programs Office (IPO). His main academic research and instruction activities are focused on ICT strategy and governance, business value creation from technology investments, IT portfolios, performance and risks management, and applied research in ICT entrepreneurship in Education (Ed-Tech). His derived curriculum leverages international standards and adhere with global and professional practices. As Sapir's IPO Leader, Dr. Maoz achieved more than 10 capacity and research grants from several EU consortiums, and leverage it to build a profound infrastructure for internationalization of the institution.

Dr. Maoz earned his Ph.D in Industrial Engineering and Management from Ben-Gurion University of the Negev in Israel, an MBA in Finance and a M.Sc. in Information Technologies, both from Tel-Aviv University in Israel. Dr. Maoz has vast experience of more than 20 years in the ICT industry at AudioCodes Inc. (NASDAQ: AUCI) of Natural Speech Communication Ltd. Oracle Corp. (NASDAQ: ORCL) and Lotus Development (IBM Subsidiary) in a variety of executive positions.

International Course Syllabus



Sapir College International D.N. Hof Ashkelon 791650 Israel | www.csi.ac.il | info@csi.ac.il | +972-77-9802802



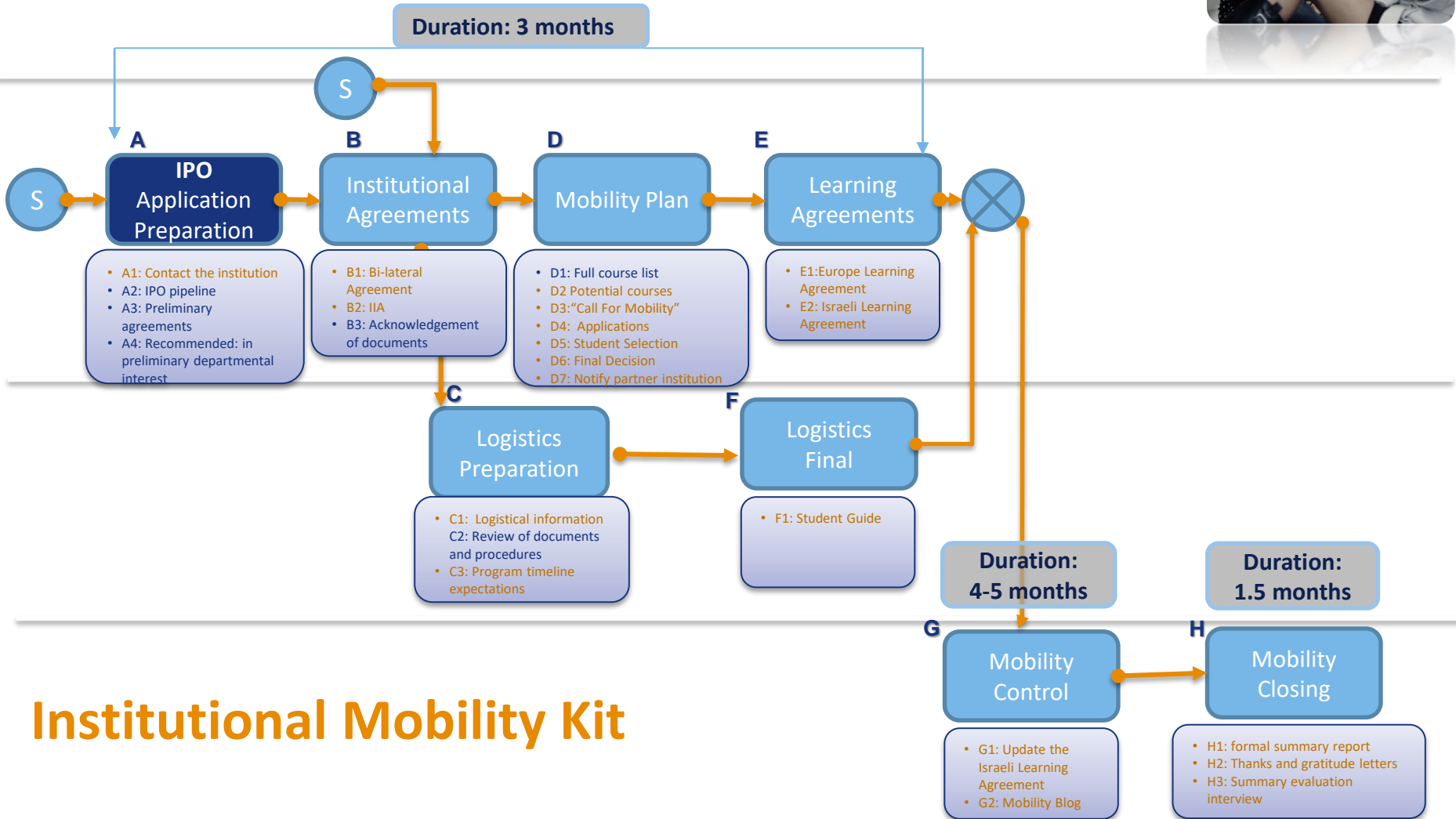
Sapir International Syllabus

Sapir College International Syllabus Introduction
Course Details
Course Academic Design
About the Instructor
Course Goals and Learning Outcomes
Course Materials
Work Assignments and Assessment
Course Policies
Support Services for Students
Course Schedule and Outline

Module Content\ schedule and outlines: the content and structure of the module, including detailed subjects, and their order.

Date	To Prepare for Class	In-Class Activities and Topics
date, or week of the semester	State the Main Subject and Topics. Optional the learning objective. List readings or assignments that are to be finished BEFORE students arrive in class. It may also useful to include reminders about due dates for important assignments.	List relevant in-class activities, including guest speakers, student presentations, etc. State expected

Impact on Mobility



Institutional Mobility Kit

SCI

Sapir College International



June 15th, 2017

Success Through Collaboration!

Dr. Hanan Maoz,
Head of International Programs Office
Sapir College
hananM@sapir.ac.il
+972-54-4345035