

Internationally active - professionally valuable

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InterAct

Friderick University, Cyprus

International networking: How to find opportunities to start international cooperation with academics and researchers from foreign countries



Learning objectives

1. Understand the need and importance of **networking** for internationalisation
2. Learn about the usefulness of **research profile**
3. Be aware of the various ways of **building and improving** your own research profile
4. Learn and explore the various **networking tools**



NO STEP



Introduction

- For the last 30 years Internationalization of HEIs has become one of the main targets of national research centres and governments in Europe. To achieve a high level of internationalisation, active and committed participation of the academic staff of HEIs is needed.
- Internationalisation begins with networking. Networking is about getting to know people who can help you achieve your goals, and at the same time, you can inspire people or help them to achieve their goals. Depending on your goals, networking can help you improve your academic connections, exchange innovative ideas, improve your knowledge, widen your horizons, improve your academic profile, or strengthen your self-confidence.
- In the following section, we present key elements for networking, such as research profile, why it is important to maintain a research profile, how to build a research profile, networking tools and tips and hints for effective networking



Research Profile

The Research profile summarizes the research activity and the research interests of a researcher, a unit, a center, a laboratory or a research organization.



Ways to build your Research Profile

A Researcher's profile can be built through various means. Social media for researchers can easily bring you in touch with thousands of users.

An updated CV is crucial to be able to keep your profile updated.



Ways to build your Research Profile

- **ORCID** <https://orcid.org/> - Open Researcher and Contributor ID. ORCID provides a persistent digital identifier (an ORCID iD) that researchers own and control and distinguishes one from every other researcher. Researchers can connect their ID with their professional information — affiliations, grants, publications, peer reviews, etc.
- **RESEARCH Gate** <https://www.researchgate.net/>. ResearchGate is a European commercial social networking site for scientists and researchers to share papers, ask and answer questions, and find collaborators.
- **Publons Profile** <https://publons.com/about/home/>. With Publons, a researcher can track their publications, citation metrics, peer reviews, and journal editing work in a single, easy-to-maintain profile.



Ways to build your Research Profile

- **Academia** <https://www.academia.edu/>. Even though Academia.edu is a for-profit open repository of academic articles free to read by visitors can also serve as a mean to Share your work, track your impact, and grow your audience.
- **LinkedIn** <https://www.linkedin.com/>. LinkedIn is an American business and employment-oriented online service that operates via websites and mobile apps.



Networking Tools

Networking tools can help you communicate with other stakeholders or researchers, expand your international network or participate in European Programs, disseminate results of European projects, etc.



Networking Tools

Enterprise Europe Network <https://een.ec.europa.eu/events>

The Network organises different types of business-oriented events, such as:

- brokerage events, also known as business 'speed dating' – bring together businesses and other organisations looking for partners to take their projects forward.
- trade missions
- conferences, training sessions, seminars and workshops



Networking Tools

COST Actions (European Cooperation in Science and Technology) <https://www.cost.eu/>

COST is a funding organisation for research and innovation networks. COST Actions help connect research initiatives across Europe and beyond and enable researchers and innovators to grow their ideas in any science and technology field by sharing them with their peers. COST Actions are bottom-up networks for four years that boost research, innovation and careers.



Networking Tools

Databases of experts <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/work-as-an-expert>

The European Union Institutions appoint external experts to assist in evaluating grant applications, projects and tenders and to provide opinions and advice in specific cases. By becoming an external expert, your network increases, your profile becomes more visible, and your confidence is boosted.



Networking Tools

Brokerage Events from National Agencies of Erasmus+ or Horizon Europe

Brokerage events are specialised events bringing together usually academics that seek to find partners for a specific call.



Tips and hints for effective networking

- Update your CV and/or your Research profile regularly.
- Dare to express your interest in becoming a partner when you receive a call for a partner.
- Participate in Brokerage events to find other researchers with similar interests.
- When you participate in a conference, try to meet and network with other peers to establish connections.



Tips and hints for effective networking

- Join other established networks.
- Use social media addressed for professionals and researchers
- Get out of your comfort zone.
- After your meetings, follow up. Leave nothing to chance.
- Check regularly the websites of popular sites mentioned before or enrol in newsletters to be informed.
- Dare.



Useful hyperlinks and references

- <https://events.b2match.com/>
- <https://www.eventbrite.com/>
- <https://www.indeed.com/career-advice/finding-a-job/network-like-a-pro>
- <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/work-as-an-expert>
- <https://www.cost.eu/>
- <https://een.ec.europa.eu/events>
- <https://orcid.org/>
- <https://www.researchgate.net/>
- <https://publons.com/about/home/>
- <https://www.academia.edu/>
- <https://www.linkedin.com/>
- <https://libguides.cam.ac.uk/research-skills/profile>
- <https://files.eric.ed.gov/fulltext/EJ1267568.pdf>



Further Reading

- M.Miandy Munusamy and Azirah Hashim (2020) The internationalisation of higher education: a networking based conceptual framework, AEI-Insights: An International Journal of Asia-Europe Relations, ISSN: 2289-800X, Vol. 6, Issue 1, January 2020 DOI: <https://doi.org/10.37353/aei-insights.vol6.issue1.3>, <https://aei.um.edu.my/docs/aei-insights-2020/aei-insights.vol6.issue1.3.pdf>
- Tatiana Fumasoli and Federica Rossi (2021) The role of higher education institutions in transnational networks for teaching and learning innovation: The case of the Erasmus+ programme. First published: 06 May 2021 <https://doi.org/10.1111/ejed.12454>
<https://onlinelibrary.wiley.com/doi/10.1111/ejed.12454>

International networking



InterAct



The University College
of Enterprise
and Administration



Mednarodna fakulteta
za družbene in poslovne študije
International School
for Social and Business Studies
Celje · Slovenia · Europe



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