

Internationally Active – Professionally Valuable

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

Petroula Mavrikiou, Frederick University, Cyprus



InterAct

Credits

This publication is the outcome of work undertaken by the international consortium consisting of the following institutions:



University College of Enterprise and Administration, Poland



Frederick University, Cyprus



International School for Social and Business Studies, Slovenia



Instituto Politécnico De Setúbal, Portugal



Technische Hochschule Deggendorf, Germany

The European Commission's support for the production of this publication does not constitute an endorsement of the contents, which reflect the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

1 Introduction

For the last 30 years, the Internationalisation of Higher Education Institutes has become one of Europe's main targets for national research centres and governments. However, 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 allow 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 sections, we present key networking elements such as a research profile, how to build a research profile, why it is essential to maintain a research profile updated, and networking tools and tips and hints for effective networking.

2 Research profile

The research profile summarises the research activity and the research interests of a researcher, a unit, a centre, a laboratory or a research organisation. The research profile may be at the individual and/or department/centre/organisational level.

2.1 Importance of the research profile

A Researcher's profile is one of the most important tools for networking and, therefore, vital for internationalisation. Through the researcher's profile, the visibility and impact of someone's research increases and, at the same time, increase the number of people, partners and stakeholders interested in someone's academic area or discipline. Nowadays, the research profile can be easily updated and improved to meet the needs of a call or a consortium in which you want to participate.

2.2 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. Of course, an updated CV is crucial to keep the profile updated. Next, we list a few prevalent media that can help build the 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.

- **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 means to one's research work, track the impact, and grow the audience.
- **LinkedIn** <https://www.linkedin.com/>. LinkedIn is an American business and employment-oriented online service that operates via websites and mobile apps.

3 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. Examples of networking tools are:

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

Participating in an Enterprise Europe Network event could be the first step towards international business, but it also can help you establish research opportunities. Enterprise Europe Network organises different types of business-oriented events, such as:

- Brokerage events, also known as business' speed dating' – bring together companies and other organisations looking for partners to take their projects forward. They often take place alongside international trade fairs and conferences.
- Trade missions
- Conferences, training sessions, seminars and workshops

3.2 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.

3.3 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. Becoming an external expert, one's network increases, the profile becomes more visible, and one's confidence is boosted.

3.4 Horizon Europe Matchmaking Events.

Horizon Europe Matchmaking Events are exclusive opportunities for targeted 1:1 meetings to find international partners and discuss ideas for joint projects and build consortia. For example, <https://horizon-europe.b2match.io/>

3.5 Brokerage Events from National Agencies of Erasmus+ or Horizon Europe

The National Agencies of Erasmus+ and each European country's National Research Funding organisations often organise networking activities with a physical presence or during the pandemic webinars and online workshops. These activities give a perfect opportunity to researchers with fewer opportunities or small networks or seek peers in specialised topics to meet and expand their network.

4 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
- 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.
- Dare.

5 Useful Websites for Networking

- <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>

6 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>