



# Exploitation Plan

## Fostering Internationalization at Montenegrin HEIs through Efficient Strategic Planning – (IESP)

Fostering Internationalization at Montenegrin HEIs through Efficient Strategic Planning – IESP

Project no. 609675-EPP-1-2019-1-ME-EPPKA2-CBHE-SP

University of Montenegro, Cetinjska 2, Podgorica, Montenegro

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of the European Union





## INTRODUCTION

### Objectives

The main objective is to ensure sustainability of project results, and to support the implementation of an internationalisation strategy.

The project will plan the exploitation of such principle outcomes as the set of developed methodological materials, the repository, the website, etc. for the period of min. 3 years after the project end.

Activities after the end of the project: continuing further dissemination, developing ideas for future cooperation, evaluating achievements and impact, contacting relevant media and contacting policymakers on request.

The important aspect will be cooperating with the European Commission by providing useful inputs to its exploitation efforts.

The project itself creates a network of international cooperation between Montenegrin HEIs, their EU Erasmus. partners and their corresponding partners. In this way, the international exposure and possibilities of new projects for Montenegro will increase.

### IESP network established and maintained

The joint effort of the consortium through the lifetime of the project allowed establishing a network where teamwork has been key for success. The IESP network is a well-established cooperation environment where new projects have already been born.

The exploitation of the project's results focuses on two main approaches. The first concerns an internal exploitation, within the project's framework. The second approach consists of efforts to further developer IESP network.

### 1. Continues further dissemination

| Activity   | Target Audience  | Timeframe                            | Responsible institution/partner |
|--|--|--------------------------------------|---------------------------------|
| <b>Open days for students and wider public</b> <ul style="list-style-type: none"> <li>• Every MNE HEI involved in the project should present the project and its materials at open students' days in the institutions and other similar</li> </ul> | Students, professors, relevant ministries, other educational institutions, media | March/April 2023<br><br>Continuously | MNE HEIs partners               |

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|   |   |               |                   |
|---|---|---------------|-------------------|
| events (Book fair, Education fair, presentations at schools etc.)   |   |               |                   |
| <b>Staff week for EU partner universities</b>   | All partners, students, staff   | November 2023 | MNE HEIs partners |
| <b>Round tables, conferences and similar events</b>   | Montenegrin HEIs teaching staff, student parliaments, wider public audience | Continuously  | MNE HEIs partners |
| <b>Events organized by other stakeholders</b> <ul style="list-style-type: none"> <li>• Erasmus Day</li> <li>• Science Days</li> <li>• Different conferences</li> </ul> (these events can be a good opportunity for presenting the project, its results and materials) | Internal and external target groups   | Continuously  | MNE HEIs partners |

## 2. Development of exploitation roadmap

| Activity   | Target Audience        | Timeframe          | Responsible institution/partner |
|--|------------------------|--------------------|---------------------------------|
| <b>Creation of exploitation roadmap</b> <ul style="list-style-type: none"> <li>• action plans</li> <li>• quality, evaluation and monitoring plans</li> </ul> | Internal target groups | November 15, 2022. | MNE HEIs partners               |
| <b>Established strategic bodies for planning future activities</b>   | Internal target groups | November 15, 2022. | MNE HEIs partners               |

|   |                        |              |                   |
|---|------------------------|--------------|-------------------|
| <b>Exploring possibilities for future joint initiatives</b> | Internal target groups | Continuously | MNE HEIs partners |
|---|------------------------|--------------|-------------------|

### 3. Exploring possibilities for continuation of the cooperation with the EU partners

| <b>Activity</b>   | <b>Target Audience</b> | <b>Timeframe</b>                     | <b>Responsible institution/partner</b> |
|---|------------------------|--------------------------------------|--|
| <b>Back-to-back at the kick-off meeting</b>   | All partners           | January 2020                         | All partners                           |
| <b>Back-to-back at the final project meeting</b>  | All partners           | October 2021                         | All partners                           |
| <b>Regular communication within partners</b><br><br>(exchanging information about possible continuation of the cooperation) | All partners           | Continuously                         | All partners                           |
| <b>Study visits and other project activities</b><br><br>(possibilities for discussing possible cooperation)                 | All partners           | Continuously                         | MNE HEIs partners                      |
| <b>Monitoring progress according to the action plan</b>   | Internal audience      | At the end of year (2023,2024, 2025) | MNE HEIs partners                      |

The number of joint proposals within the consortium has increase. Three of them are Erasmus+ CBHE projects that will maintain the cooperation of MNE HEIs with their Erasmus partners of France, Slovenia or Spain for a window frame that, at least three more years. Moreover, one of this projects deals with the design and implementation of an international master degree in coastal management that will be taught jointly among Albania, France, Montenegro, Slovenia and Spain. Once launched, the cooperation in this strategic area in the Mediterranean coast will seed cooperation in research and teaching, as joint Master Dissertation projects will be needed, as well as coordination for the teaching, administrative coordination, etc. The more other CBHE project’s initiatives deal with entrepreneurship and digitalisation, which are two key areas to assure the engaging of the HE system and the needs of society. As far as these two areas are connected MNE society will benefit in the long term the international exposure of their Universities and a knowledge transfer from the HE system to society will likely take place.



There is a continuous cooperation between the Université de Côte d'Azur and the Balkan Institute for Science and Innovation (BISI) and negotiations are under way with the University of Cadiz to support the opening of a Spanish Language Department at UoM.

