



Norwegian Agency for  
International Cooperation  
and Quality Enhancement  
in Higher Education

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# How to find a Norwegian Partner in Education?

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# Diku's tasks

Enhancement of quality at all levels of education, through:

1. Promotion of internationalization in education, through Erasmus+, EEA Grants and many other programs
2. Promotion of digitalization in education
3. Promotion of cooperation projects in education, both internationally and nationally
4. Financial support through various programs
5. Competence center for the authorities and the sector



# Diku is a Donor Programme Partner (DPP) in Education



1. Informs about and promotes the EEA Grants in general to the Norwegian educational sector
2. Assists the Program Operators (PO) in the Beneficiary countries.
3. Assists potential Program Promoters (PP) in Beneficiary countries in finding Norwegian partners etc.

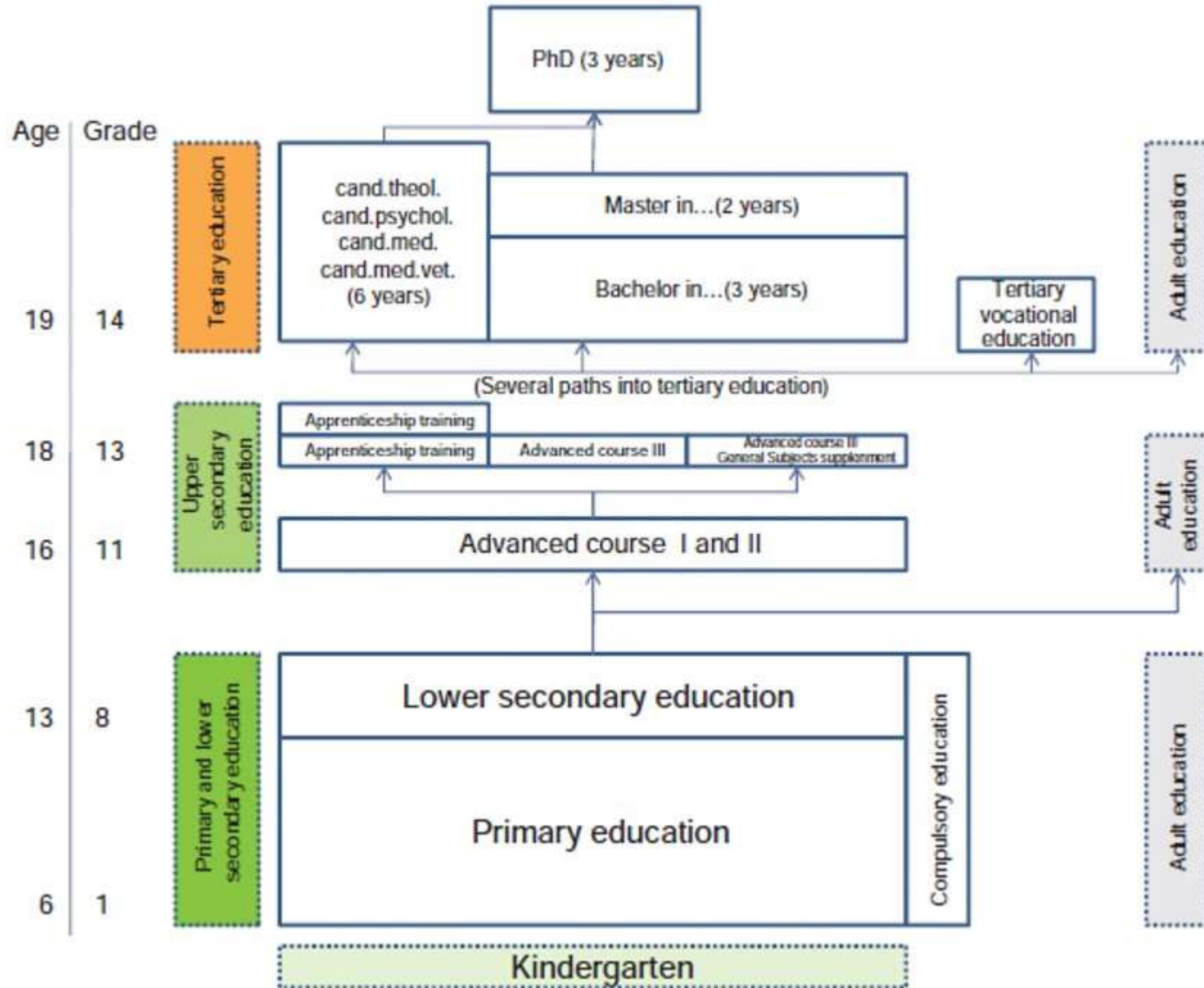


# DIKU's role for Norwegian partners



1. Informs about the EEA Grants in general and in Poland in particular
2. Assists in finding partners in Poland
3. Assists in explaining and clarifying rules and regulations
4. Follows up throughout the project implementation and help to solve any problems that may occur
5. General advice: Be an active partner!
6. **Diku.no**
7. **Eeagrants.org**





# Norwegian educational institutions



- Primary schools: 2799
- Secondary schools: 421
- Higher education:
  - Universities: 10
  - Scientific institutions: 9
  - University colleges: 5
  - Other: 29

# Finding a partner – where to begin



# Partner search I



- It is an institution in a Beneficiary State that normally takes the initiative to cooperate, and the one that applies for support.
- The potential partner institutions in the Donor States will be in huge demand for project collaboration. It is therefore important that the inquiry is **clear, comprehensive, tempting, and not too long.**
- Covid 19 HAS NOT improved the situation!
- Applicants should have a reasonably clear picture of the project or the activity that they are seeking partners for.



# Partner search II



- The whole project idea needs not be fully developed – the DS partner should be invited to be involved in the project development – but enough developed for a potential partner to be able to assess what the project is about.
- General statements like “ we are a school that wants to work with a similar Norwegian school” has very little chance of success, and such inquiries are very difficult to promote for the Donor Programme Partner, such as Diku, Aiba or Rannis

# Partner search III



- An inquiry for partners should be sent as early as possible, invitations that are received a week or two before the application deadline puts pressure on the DPP and any other intermediary promoter and will in most cases not even be considered by potential partners, such as schools or HEIs.

# Partner search IV



- The inquiry should contain at least the following elements:
  - Name and contact information (address, email, phone) of applicant institution and any reference information (if web page)
  - Some basic info about the institution and the intended project, such as
    - Number of students, staff etc (but not too much)
    - Previous experience in collaboration (EEA Grants, E+ etc. Examples only, not a long list)
    - Desired subject field(s) for collaboration (not too many, or it will be difficult to grasp for the recipient. If you want to work in several fields, make separate inquiries)
    - Main plans /ideas for the project (not in full detail, but enough to catch the interest of the potential partner.)
    - Time frame, size of project in terms of money and work/what is expected from partner.
    - Basic conditions for the collaboration, incl financial issues. Read the call and accompanying documents thoroughly.
  - Any other information that you think can be of interest

# Partner search V



- Finding a partner - **Do your homework!**
- Don't "shout in the forest", but rather try to target your audience.
  - An inquiry sent to tens or hundreds of recipients will have a general air about it which will rarely attract attention, and in addition will make it easier to discard, even without responding at all.
  - Experience tells us that those who have done projects before will be more likely to do so again. Much information is available on the web, and is easily accessible, this is especially the case for higher education institutions, but also other institutions and organisations may be found using web search tools.

# Contacting potential partners



1. Present a (reasonably) clear picture of the project or the activity.
2. Your inquiry should be clear, comprehensive, tempting and not too long.
3. You should invite the DS partner to be involved in the project development.
4. Send your inquiry as early as possible.
5. Try to reach out to the right people.

**Do your homework!**

[EEA and Norway Grants Partnership Guide](#)



# Partner search VI



- Information sources on the web:
  - The EEA Grants website has information about all previous projects:
    - [www.eeagrants.org](http://www.eeagrants.org)
- Your PO (frse) will possess information about previous collaboration for your country
- The European Commission has a project catalogue: Erasmus+ Project results:
  - <http://ec.europa.eu/programmes/erasmus-plus/projects/eplus-projects-compendium/>
- E-twinning: E-twinning is a contact portal for schools, and even kindergardens all over Europe:
  - <https://www.etwinning.net/en/pub/index.htm>

# Partner search VII



- Some useful Norwegian webpages:
  - Norwegian Directorate for Education and Training:
    - <https://www.udir.no/in-english/>
  - Utdanning.no: The official Norwegian national education and career portal:
    - [https://utdanning.no/tema/hjelp\\_og\\_veiledning/study\\_norway](https://utdanning.no/tema/hjelp_og_veiledning/study_norway)
  - Vilbli.no: The counties' information service for applicants to upper secondary education and training
    - <https://www.vilbli.no/?ValgtInteresstest=66&Falang=&Lan=3>

# Partner search VIII



- Vofo: The Norwegian Association for Adult Learning
  - <http://www.vofo.no/en/>
- Fleksibel utdanning Norge: FuN organizes 40 Norwegian providers of flexible education; including independent distance education institutions, public universities and colleges, private institutions and training centers for business and industry.
  - <http://fleksibelutdanning.no/>
- Studyinnorway.no: In this website there is (among other things) a list of all Norwegian HEIs. All Norwegian HEIs have extensive information about their study programs, employees etc in English as well as in Norwegian.
  - <http://Studyinnorway.no>



# Partner search IX



- When you have found one or more potential candidates, go one step further and try to address the right people directly. In a HEI you will be more than one step closer to success if you can contact the dean of the faculty closest to your idea, the director of a department, the responsible person for a subject field etc.
- Good luck!



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**Thank you**  
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