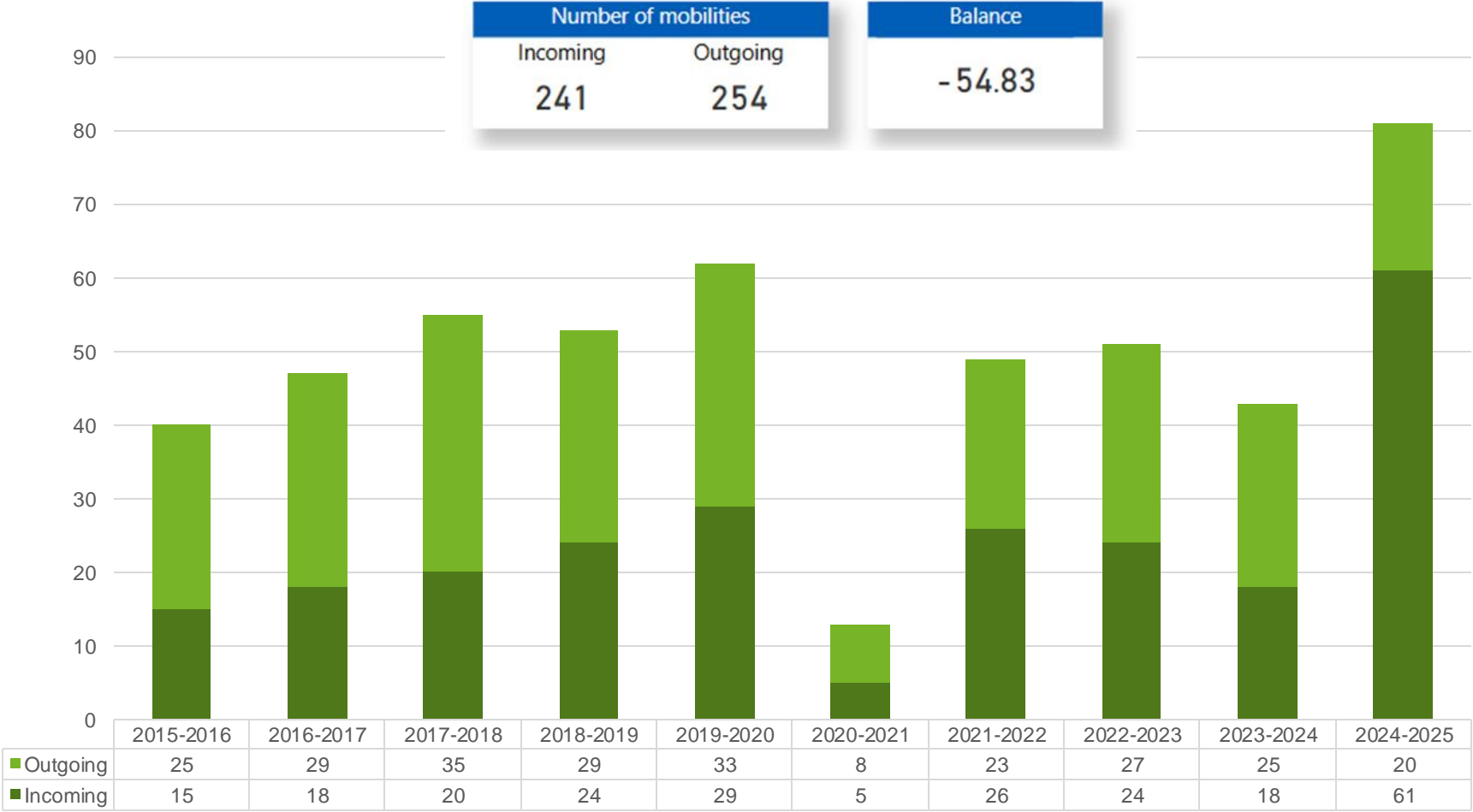

Partnerships with the U.S. Universities

Best practices and lessons learned

Saila Kurtbay, Head of International Affairs

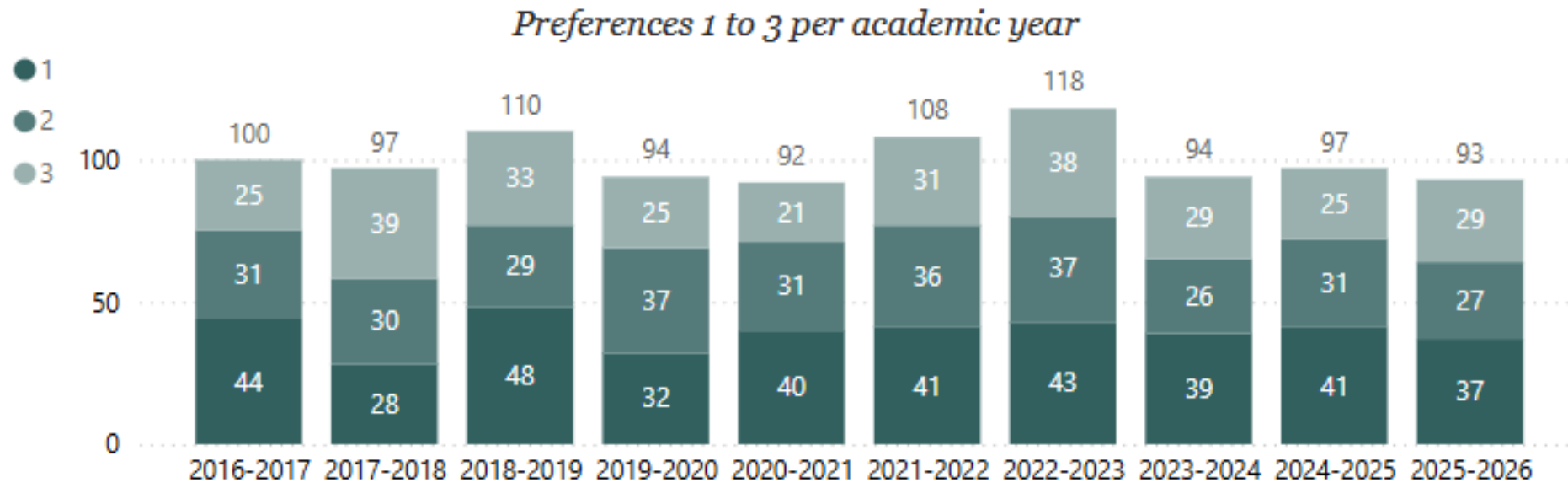
Student Mobility with US Partner Universities 2015-2025



■ Incoming ■ Outgoing

Student Demand for U.S. Students' preferences as U.S. study destinations

Introduced new 3500 euros scholarship/
semester for graduate level exchanges to
U.S as of 2024-2025



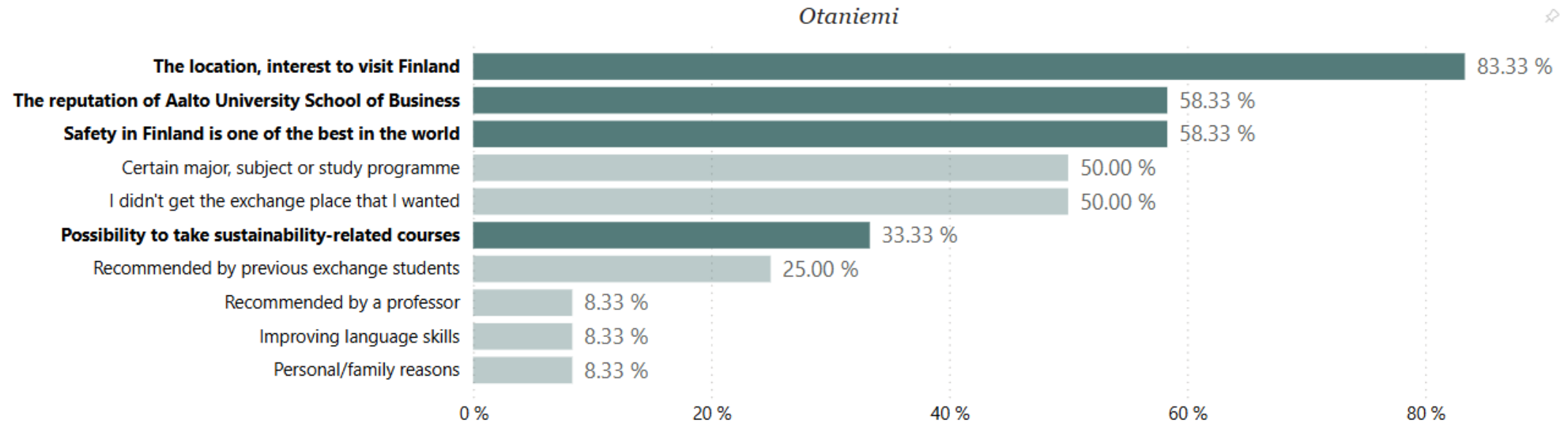
Partner Universities in the US

- Columbia University
- Cornell University
- Duke University
- Emory University
- Indiana University Bloomington
- University of Florida
- University of Michigan
- University of Minnesota, Twin Cities
- University of North Carolina at Chapel Hill
- University of San Diego
- University of South Carolina
- University of Southern California
- University of Texas at Austin
- University of Washington
- University of Wisconsin - Madison

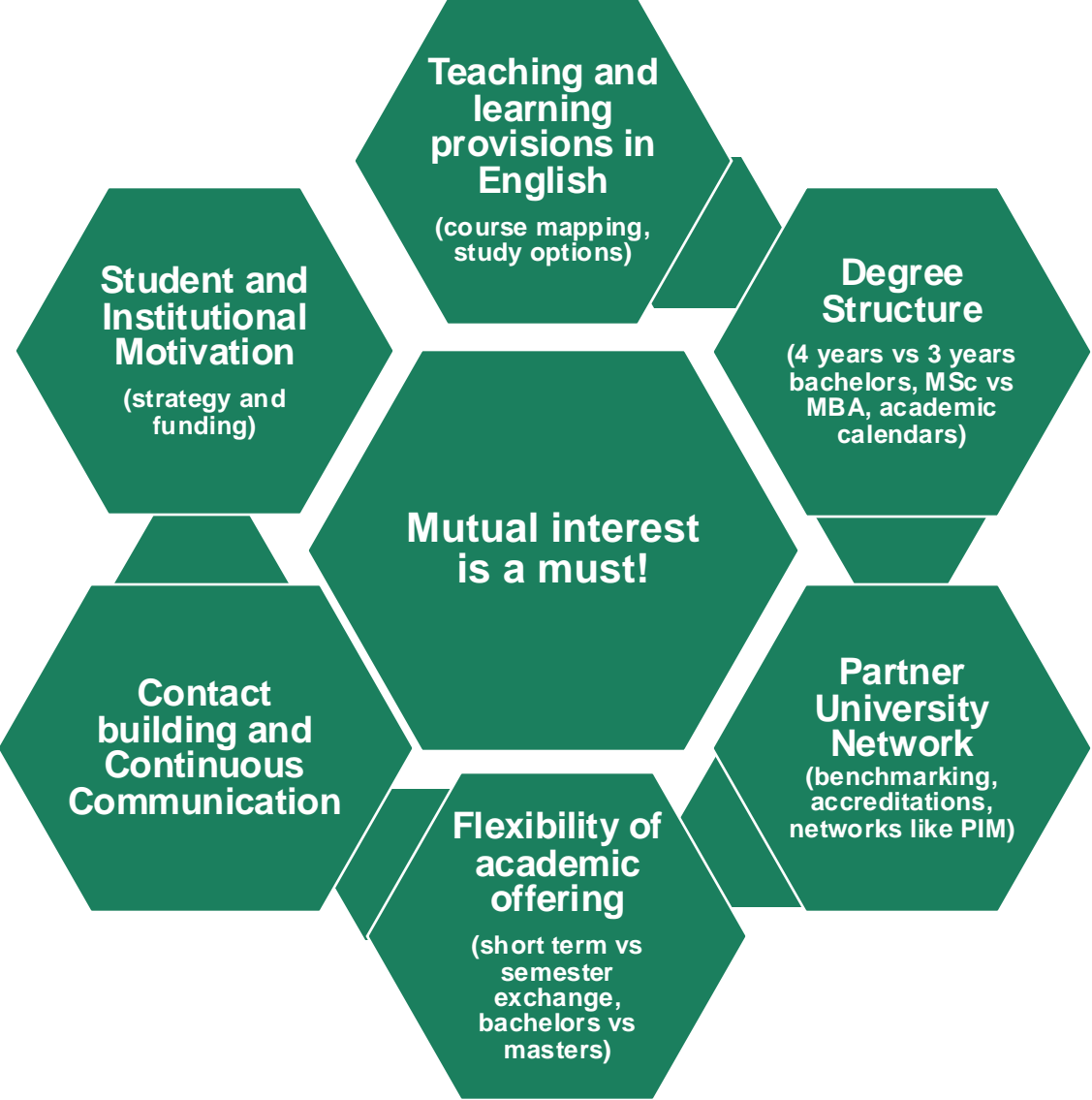
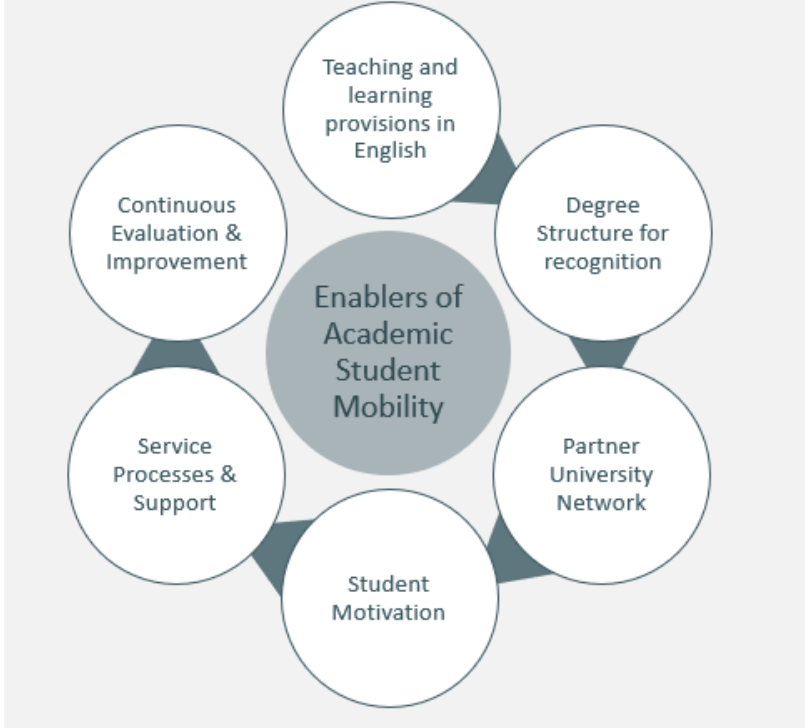
With International Business Program in the Mikkeli campus

- Ohio Northern University
- University of Dayton
- University of Nebraska at Omaha
- University of Wisconsin - Madison
- Western Washington University

Main Motivation for Coming on Exchange to Aalto



Enablers of U.S. cooperation



Our approach in developing U.S. partnerships

- Proactive approach in mapping likeminded partner universities with set quality criteria
- Bilateral cooperation – bilateral agreements required (tuition waived)
- Free Mover option available (need to meet the same quality criteria)
- Student demand monitored carefully – network developed accordingly
- Understand needs of the partner university (preferred timing, duration, level, service concept)
- Timing constraints (need to be back for internships/summer jobs) or looking for short exchange options
- Flexibility in terms of offering (converting short term students towards semester places for balances)
- Marketing, marketing, marketing (materials, information 24/7 available)
- Face to face meetings to initiate collaboration, continuous communication to keep up

Most challenging:

- MBA programs (student profile – work experience - service concept)
- Preapprovals of courses – syllabuses

Innovative solutions needed e.g. May Short Exchange for University of Michigan:

- 5th period teaching (6 weeks+exam week) offered in a 3-week intensive format that fits University of Michigan's undergraduate students academic calendar. In the first pilot 35 students are participating in May 2026.
Possibility to scale for other U.S. Partner Universities

Key aspects to keep in mind

- **Due diligence** needed - proactive mapping of likeminded partners (their international activities, partners universities, academic programs, accreditations, academic calendars)
- **Contact building**, meeting face to face in the conferences
- Mutual interest is a must – find study options that work for the partner
- Long process with bilateral agreement negotiations and required legal clauses
- Sustainability in partnerships (must) – engage only, if the cooperation has feasibility

A!

**Kiitos
aalto.fi**