

International Perspective on University Development

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Archimede

- Focus on providing strategic advice on university development to universities, corporations, foundations and governments globally

International Trends in University Development (1)

- European tradition of public, state-funded higher education – public mission/public accountability
- Leading US universities traditionally private – often ecclesiastical foundation
- In US a strong cultural disposition to private giving (Puritan tradition and tax regime)

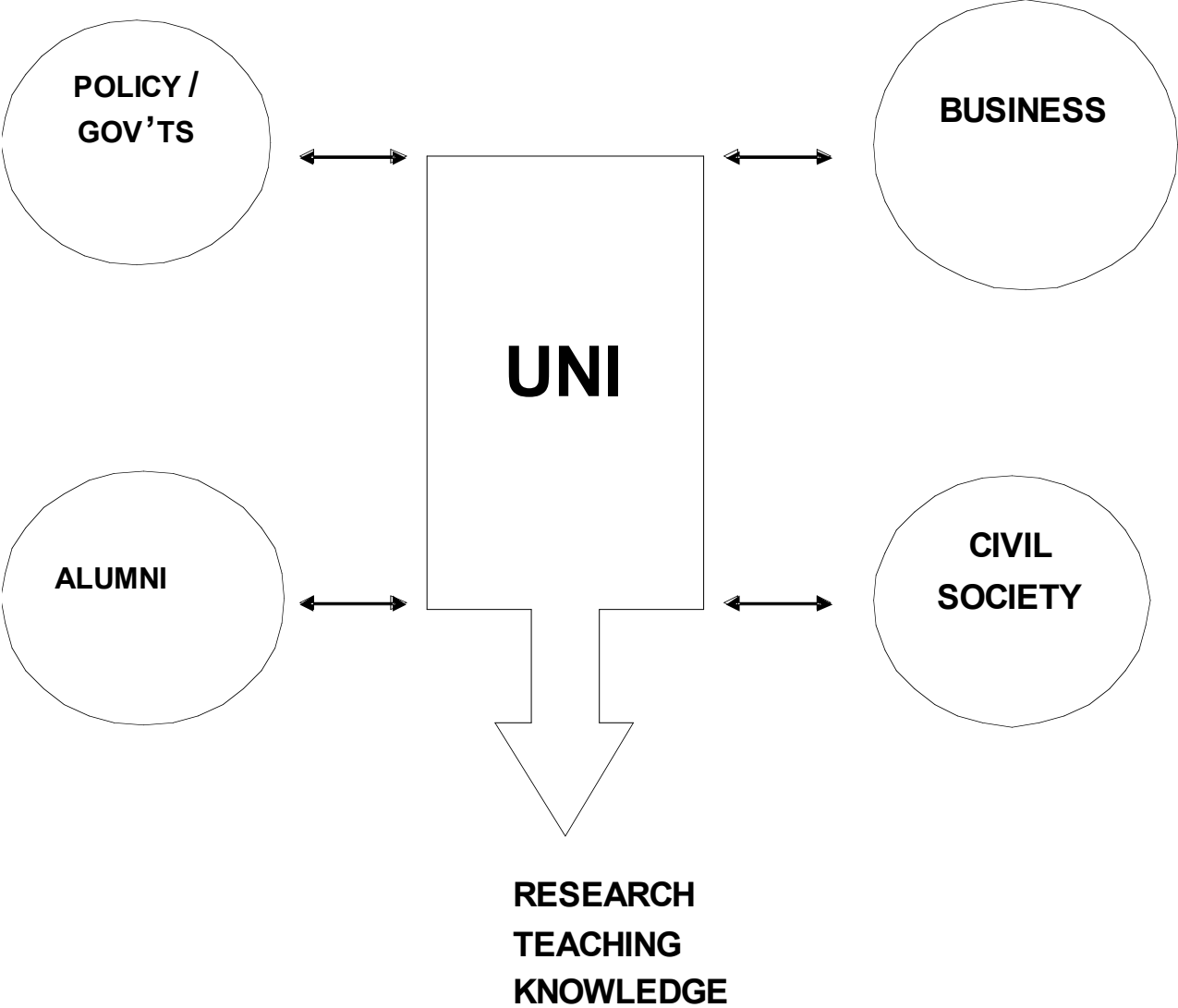
International Trends in University Development (2)

- Decreasing state funding of higher education evident in all European countries
- International competition in research and for students increasing
- European university sector now needs to re-formulate (or re-state) institutional ambition
- Identify new model for university development and stakeholder relations

Example: UK Universities

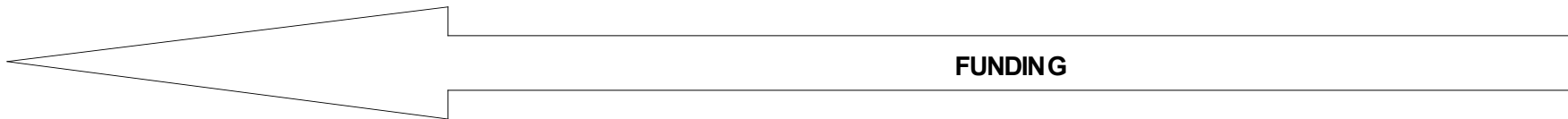
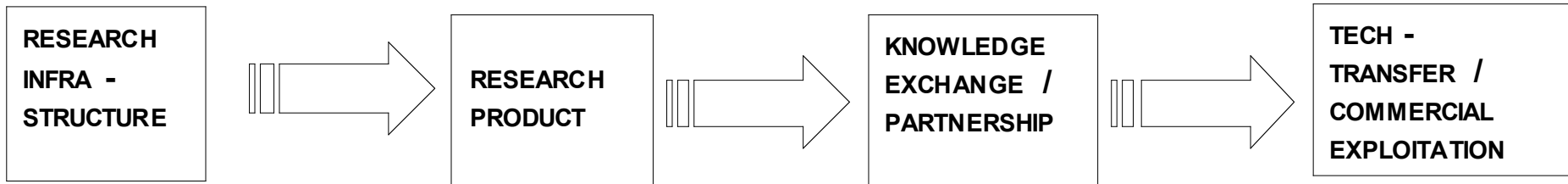
- Complete shift in revenue architecture over last 20 years
- 1985 – 100% state-funded
- Thatcher reforms in UK in late 1980's led to drastic cut in state funding of universities
- Imperative to evolve student fee income, entrepreneurial and development functions to replace state funding

**UNIVERSITY STAKEHOLDER VALUE MODEL/
DOMAIN INTERFACES**



STAKEHOLDER VALUE CHAIN (BUSINESS INTERFACE)

ACADEMIC DISSEMINATION
TEACHING PRODUCT



Quo Vadis?

- European universities need to develop unique stakeholder model
- Tailor development vision and fundraising objectives to social, cultural and political context
- Develop holistic development model and create public-private partnerships with all stakeholder groups