**Workshop 2**

**Partnerships and Pathways**

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**Summary of key points**

* **Uncertainty surrounding policy framework**
* Funding – diversified revenues
* Political: reforms
* Community Service Obligations
* Universities – funding agreement (a ‘sleeper’)
* **New institutional models**
* Align to business and commercial strategy
* Opportunities for pathways – cooperative curriculum development
* **Partnerships  Alliances**
* **Key attributes of success**
* Compatibility
* Collaboration
* Value to both parties: equity
* Construct carefully
* Requires ‘trust’ and ‘commitment’
* **Dollars only part of the story**
* Need to ‘think differently’ and ensure sustainability

Old models  new models

* **Student debt – significant issues around ‘HELP’**
* **Be strategic for your business!**