

Curs No. 11: Managing Partnerships

Take the next step in your career and learn to govern and manage multiple partnerships effectively with expert strategies for relationship management, evaluation, and continuous improvement. Develop tools to streamline activities, address challenges early, and ensure mutually beneficial collaborations.

Duration: 3 days

11-25 November 2025

Who should attend

- *Perfect for professional staff responsible for developing and managing partnerships or external engagement activities, whether within departments, faculties, or at the institutional level. If you are looking to build or strengthen strategic partnerships that drive value, this is for you.*

Topics covered and effort:

- Managing Partnerships Governance and Relationships Management (2-hour workshop)
- Measuring and Evaluating Partnerships (2-hour workshop)
- Refining Partnership Management Practices (one-hour practice exchange)
- Account Management and Customer Relationship Management (CRM) (fireside chat)
- Develop a Partnership Health Check (1.5-hour knowledge to practice session)

Price: **FREE** using “**accelerate2024**” voucher code

Enrollment and further details available [here](#).

Curs No. 12: Nurturing Entrepreneurial Ecosystems

Do you want to build a stronger and more effective entrepreneurial ecosystem for your university? Then join us for this Entrepreneurship course that will enable your university to be a launchpad for new ventures and a landing pad for international enterprises.

Duration: 3 days

28 January - 11 February 2026

Who should attend

- **University Leaders (vice presidents, deans):** Aiming to drive community impact and connections through entrepreneurship.
- **Directors of Centres, Institutes, and Incubators:** Looking to enhance support for academic spin-outs and student startups by engaging with the wider ecosystem.

- **Knowledge Transfer Professionals:** Focused on fostering student and academic entrepreneurship through internal and external partnerships.
- **Regional Development Managers, Ecosystem Builders, and City Council Officers:** Responsible for advancing regional innovation ecosystems and entrepreneurial development.

Topics covered and effort:

- Identify your Entrepreneurial Ecosystem (2-hour workshop)
- Building an Ecosystem for Entrepreneurship (2-hour workshop)
- The Role of Universities as Catalysts within Entrepreneurial Ecosystems (fireside chat)
- Mapping your Entrepreneurial Ecosystem (1.5-hour knowledge-to-practice session)

Price: **FREE** using “**accelerate2024**” voucher code

Enrollment and further details available [here](#).

Curs No. 13: University-Business Collaboration in Education

Position education-driven university-business collaboration (UBC) as a cornerstone of your partnering strategy, benefiting institutions, employers, and students through industry engagement, clear articulation of UBC benefits, and innovative pedagogies.

Duration: 3 days

19 February - 5 March 2026

Who should attend

Designed for both academics interested in engaging with external stakeholders and professional staff managing and facilitating external collaborations, this course provides a solid introduction to the fundamentals and basics of university-business collaboration. If you are looking to foster impactful collaborations that drive value and are mutually beneficial, join this course.

Topics covered and effort:

- Embedding Industry in Education (2-hour workshop)
- Positioning Education-Driven UBC as Part of the Overall Approach (1.5-hours knowledge-to-practice session)
- Learning from Best Practices (fireside chat)
- Innovative Pedagogies for Impactful Education (2-hour workshop)

Price: **FREE** using “**accelerate2024**” voucher code

Enrollment and further details available [here](#).

Curs No. 14: Navigating Partnership Ecosystem

Enhance your ability to identify and analyse your external and internal ecosystems to inform partnership approaches and strategies. Learn to address key challenges and collaboration opportunities to lay the groundwork for successful partnerships at your institution.

Duration: 3 days

10-24 March 2026

Who should attend

Perfect for professional staff responsible for developing and managing partnerships or external engagement activities, whether within departments, faculties, or at the institutional level. If you are looking to build or strengthen strategic partnerships that drive value, this is for you.

Topics covered and effort:

- Internal Ecosystem - Mapping and Understanding (2-hour workshop)
- External Ecosystem - Mapping and Understanding (2-hour workshop)
- Leveraging Assets for Partnerships (fireside chat)
- Asset Mapping (1.5-hour knowledge-to-practice session)

Price: **FREE** using “**accelerate2024**” voucher code

Enrollment and further details available [here](#).

Curs No. 15: Developing Entrepreneurial Education

Enhance graduates’ career outcomes by fostering entrepreneurial competencies and creating entrepreneurial career paths. Guided by experienced educators and practitioners, you’ll explore global best practices and effective pedagogies to deliver truly impactful entrepreneurship education.

Duration: 3 days

8-22 April 2026

Who should attend

- **University Leaders:** Vice presidents, deans, and senior managers looking to transform their institutions into innovation hubs or boost the impact of existing activities through entrepreneurial strategies and structures.
- **Entrepreneurship Unit Staff:** Senior staff of entrepreneurship centers and incubators aiming to create a structured approach to venture development.

- **Knowledge Transfer Professionals:** Those leading student and academic entrepreneurship initiatives, especially those developing pathways for start-ups and spin-offs.
- **Entrepreneurship Educators:** Faculty members designing or refining curricula to inspire and cultivate entrepreneurial skills among students.

Topics covered and effort:

- Developing Student Employability through Entrepreneurship (2-hour workshop)
- Creating Excellent Entrepreneurship Education (2-hour workshop)
- Effective Entrepreneurial Pedagogies (1.5-hours knowledge-practice session)
- Design your own Entrepreneurship Course (0.5-hours knowledge-practice session)
- Best Practices in Entrepreneurship Education (fireside chat)

Price: **FREE** using “**accelerate2024**” voucher code

Enrollment and further details available [here](#).

List of all courses: <https://www.uiin.org/training/>

<https://elearning.upt.ro/ro/noutati/training-programme-accelerate-future-hei-september-2025/>