

**Negotiating International Contracts
and Agreements:
A BCCIE Professional Development Event**

THURSDAY, DECEMBER 8, 2011

1:30 PM- 4:30 PM (PST)

**SIMON FRASER UNIVERSITY (SFU) – HARBOUR CENTRE, ROOM 1530
VANCOUVER, BC**

Developing and managing international contracts and agreements can seem intimidating, yet contract negotiation and management are critical tools for the international educator. Demystify and enliven the process in this interactive session, which will cover common terminology and clauses, challenges related to legislative and institutional policy issues, and opportunities for creative innovation.

Participants in this half-day workshop will explore different approaches to developing agreements and contracts, as well as learn common terminology, clauses, and addendum. The workshop will also help participants identify opportunities and challenges when negotiating international contracts and agreements, including those of legislation and institutional policies, and to critically review agreements and contracts to identify potential issues and make recommendations for improvement.

Dawn Sutherland has worked in post-secondary education in Canada for more than 25 years. She has been involved nationally and provincially as a member of a number of advisory committees and professional associations, including serving on the Board of Directors with CBIE, BCCIE and ACCC. Her work involves developing partnerships, projects and business opportunities worldwide. Over the past sixteen years she has had the overall management responsibility for nine CIDA funded development projects and numerous institutional partnership and agent/representative agreement. Formerly the Director of Camosun College International, she is currently Vice-President of Marketing & Development with Maple Leaf Education Systems, China.

Kate Jennings has worked in international education, in a variety of capacities, for over 14 years. Currently responsible for the development of international partnerships and mobility programs at Simon Fraser University, Kate's strengths lie with international partnership and program development, contract negotiation and management, and risk management for international partnerships and programs involving students. Kate served on the Board of Directors for the Canadian Bureau for International Education (CBIE) and has published and presented on a variety of international education topics, including courses, sessions, and workshops at BCCIE, CBIE, IETP, and NAFSA.

This is a paid BCCIE event open to all educators outside of BC as well as BC public school districts, recognized independent K-12 schools and EQA-designated post-secondary institutions and language schools.

To attend this event, please register online at <http://ow.ly/75ciF> before Tuesday, December 6.

For more information, please contact BCCIE at events@bccie.bc.ca.