

TRAINING SESSION OUTLINE

Title of Session :	Internationalisation strategies
Time :	1 hour
Session objectives:	<p>1. Understand and discuss the importance and of the internalisation strategies;</p> <p>2. To create a strategy for “N” organisation and to see the practical points how could a participant use this strategy in his own organisation</p>

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Nr of Facilitator 2

Nr of Participants: 20 – 25 (4 groups)

Room requirements:

The room would need to be big enough for around 4 groups depending on numbers all having access to 4 flip charts

Training supplies and equipment:

- Flip stands
- Flip charts
- 2 different coloured markers per group to distinguish different points and to read easier
- Post is for individuals to write keywords

	<ul style="list-style-type: none"> • Whiteboard or flipchart for facilitators to write instructions, results or conclusions • At least one computer per group for the information strategies
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Handouts:

Session description:
(Instructions facilitators, instructions trainees, step by step description, time schedule)

Time	Instruction	Materials
10 min.	<ol style="list-style-type: none"> Introduction: <ul style="list-style-type: none"> • divide the participants into 4 groups mixing participants from different countries/organisations. • allocate a member of each group to write on the flip chart and to represent the group The theoretical part – what is a strategy, how can it be done – what are the main points. 	flip stands flip charts 2 different coloured markers per group at least one computer per group for the information strategies
30 min.	<ol style="list-style-type: none"> <ul style="list-style-type: none"> • Explain the task to participants and what they are requested to do: <ul style="list-style-type: none"> • participants will write down key words (#hashtags) for the decision factors (the pros and cons) and give them to the representative to be displayed on the flip chart during the final decision’s presentation. • Participants must think of the SWOT analysis of their “N” institution according to the internalisation strategy. • Brainstorm the plan – the strategy – how it would be possible for “N” organisation to achieve the plan and to implement the written strategy and plan. 	flip stands flip charts 2 different coloured markers per group at least one computer per group for the information strategies

20 min.	4. Presentations of the written strategies – a representative of each group will explain their strategy of the “N” organisation	
10 min.	5. Questions and answers session – Discussion.	