

# **NATIONAL TECHNICAL UNIVERSITY OF UKRAINE “IGOR SIKORSKY KYIV POLYTECHNIC INSTITUTE”**

## **COMMERCIAL PROPOSAL ON EXTENSION OF COOPERATION. INTERNATIONAL TRANSFER OF EDUCATIONAL SERVICES**

The National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute" (Igor Sikorsky KPI) is the largest Ukrainian University and one of the largest technical universities in Europe. It consists of 18 faculties, 7 educational and research institutions, joint Ukrainian-German faculty of mechanical engineering, 15 research institutes and scientific centers, design bureaus and other institutions.

The University is a national autonomous state higher educational institution of research type, accredited with the status of a higher educational institution of the IV level and has the right to carry out educational activities aimed at training bachelors, masters, doctors of philosophy (Ph.D.) and doctors of Sciences.

The University has a preparatory Department where foreign students study subjects which are necessary for further mastering of the University program.

University has been working and developing as a campus since 1898 with its total area of 160 acres. During the time of its existence, the Igor Sikorsky KPI has prepared more than 230 thousand engineers.

### **COOPERATION PURPOSE**

- Formation of a system of effective communication with foreign partners.
- Joint development, adaptation and marketing of new educational products and services.
- Obtaining specific economic results and a positive social effect by the parties.

### **THE RATIONALE FOR COOPERATION**

- Ukrainian universities have sufficient potential to struggle for a share of educational services market. According to the Ministry of Education of Ukraine, in 187 Universities of Ukraine, 65 thousand students from 146 countries around the world are being educated. Ukraine's share of the international education market in number of foreign students is 1.5%

- Monitoring of students' preferences shows that 20% of students study technical and engineering sciences. The most popular ones are information technologies.

The Igor Sikorsky KPI has proposed to identify as key foreign markets for the promotion of educational services those regional markets where the demand for higher education much exceeds the supply on the background of the demand of special engineering component. The Igor Sikorsky KPI can offer quality educational services with the attractive cost at all levels of education: pre-University training, bachelor, masters, Ph.D., professional training, retraining.

### **MECHANISMS OF COOPERATION IMPLEMENTATION**

Having deeply analyzed the tendencies of regional higher education services market, the University is ready to offer the following scheme of real cooperation rationale.

- Implementation of joint educational projects of franchise type with delivery of the right to sell educational services by the Igor Sikorsky KPI is carried out due to creation of the following structures:
  - joint pre-admission training centers in the country of student's residence
  - joint specialized educational structures in the country of partner's residence.
- development, adaptation and implementation of bachelor's and master's programs in higher education, programs of joint and double degrees, Programmes of «1+1», «2+2», «3+1» types.
- development, adaptation and implementation of training programs for Ph.D. under the scheme of joint scientific supervision of the dissertations in the Igor Sikorsky KPI and the higher education institution partner
- corporate education is a targeted training program adapted to the needs of partner companies
- separate training courses for industry and business



The Igor Sikorsky KPI has a reputation of a technical University offering higher education programs with an optimal combination of theory and practice, as well as having long experience of mutually beneficial cooperation with companies on the recruitment of foreign students. Due to constant changes in the trends of the transfer of educational services, under the influence of various socio-economic factors of regional development in connection with the implementation of the law of Ukraine "On higher education" in terms of increasing the autonomy of Universities, the Igor Sikorsky KPI is exploring the possibility of expanding the range of cooperation with foreign educational industry.

The University has developed solutions that effectively combine the business, science and education, and companies to anticipate any changes in the industry. Our solutions are easy to integrate into any educational system of the world and allow you to enjoy all the benefits of a more efficient cycle of transfer of educational services at all stages and levels.

## **PROJECT-ORIENTED APPROACH**

The main form of cooperation implementation is a joint educational project without creating separate legal entities and the allocation of separate structural divisions of the partners, which clearly defines the stages of implementation and stand-alone resources of the partners.

The project activity content is divided into 3 components:

- educational-methodological component
- administrative and organizational support
- planning and financial activities

In order to manage and coordinate General project implementation the following organizational and functional structure was created:

1. Project Committee provides the highest level of control over the project. The members of The Project Committee of the partner countries are determined separately.

2. The project management unit is a group of specialists from the Igor Sikorsky KPI which provides the implementation of the project in fulfillment of the rights and obligations of the Igor Sikorsky KPI and contact with the project office in the country of residence of applicants.

3. Project office, which is situated in the country of project implementation, is the element of management system General education project, which is located on the basis of the partner in the country and provides direct implementation of the project.

The effectiveness of the joint project implementation should be ensured by the project and communication network, created by the partners.

## **FINANCIAL ASPECTS**

1. Prices for training in the Igor Sikorsky KPI for the 2016-2017 years are available on request.
2. Other financial relationships of the partners are defined in each case according to the parity of distribution of the financial burden and the profits from the project.
3. Financial relationships may be revised in case of change of the objective conditions of the project.

