

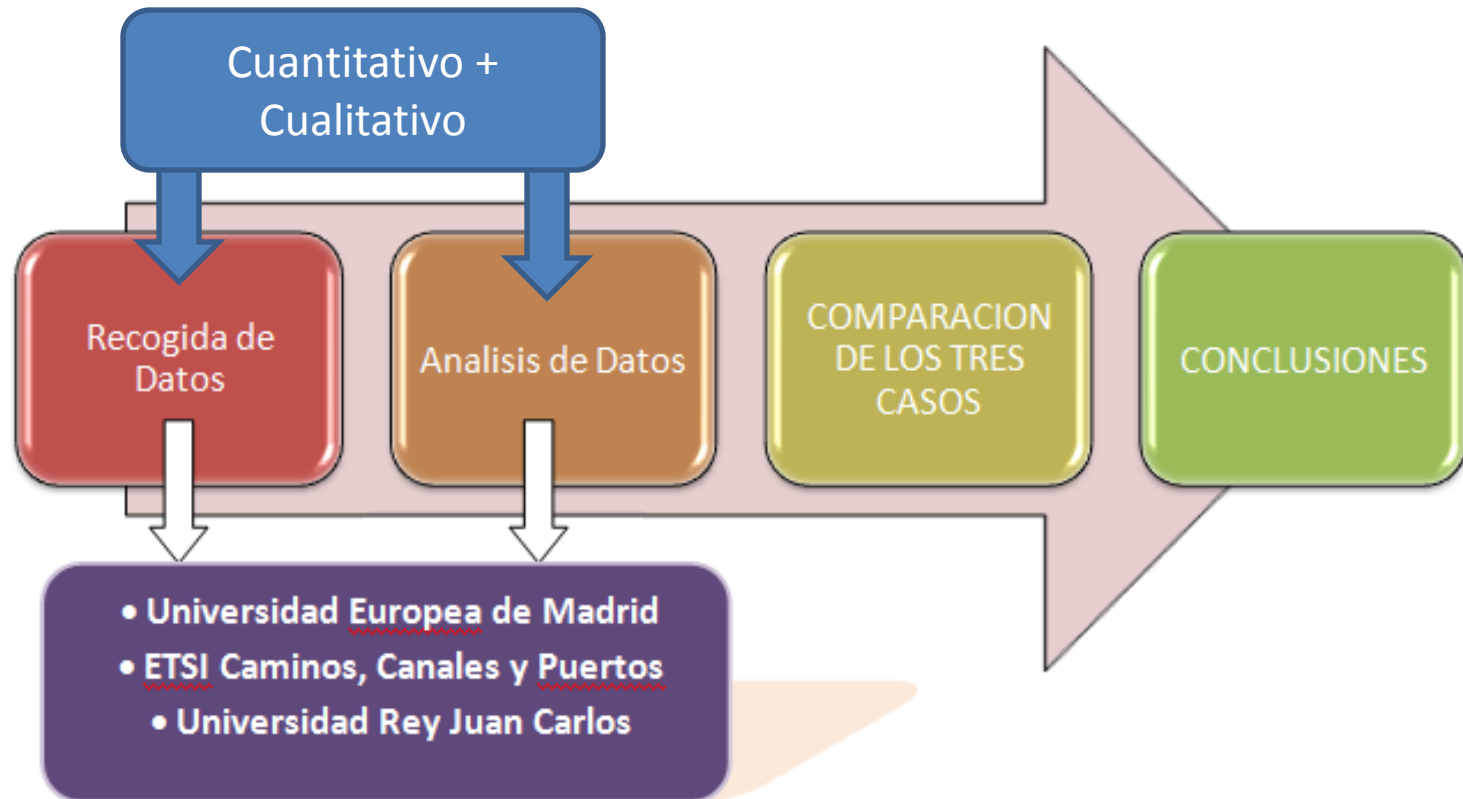
Internationalization Rationales, Obstacles and Drivers: A Multiple Case Study of Spanish Higher Education Institutions

A DOCTORAL DISSERTATION SUBMITTED TO
THE DEPARTMENT OF ORGANIZATIONAL LEADERSHIP, POLICY AND DEVELOPMENT
OF THE UNIVERSITY OF MINNESOTA
BY

Cristina Grasset

Dr. R. Michael Paige, Advisor

METODOLOGIA/METODOS: DESCRIPCION DEL PROCESO



CONCLUSIONES (1): MOTIVACIONES PARA INTERNACIONALIZAR

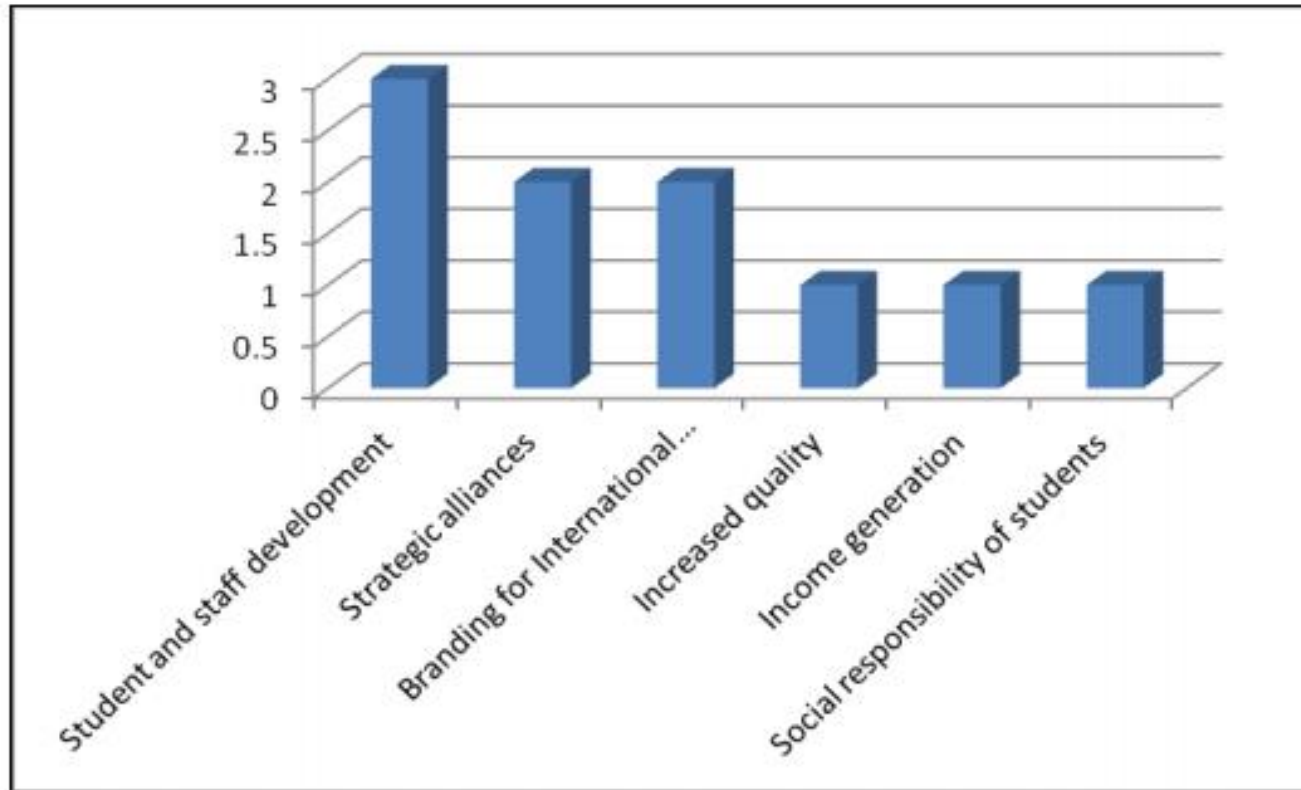


Figure 6. Aggregate emerging rationales.

CONCLUSIONES (2): MOTIVACIONES PARA INTERNACIONALIZAR (KNIGHT 2006)

Table 33

Knight's (2006) Institutional Rationales of Emerging Importance

Institutional Rationales	UEM	ETSC	URJC
International Branding and Profile	X		X
Quality Enhancement/International Standards	X		
Alternative Income Generation			X
Student and Staff Development	X	X	X
Networks and Strategic Alliances	X	X	
Knowledge Production			

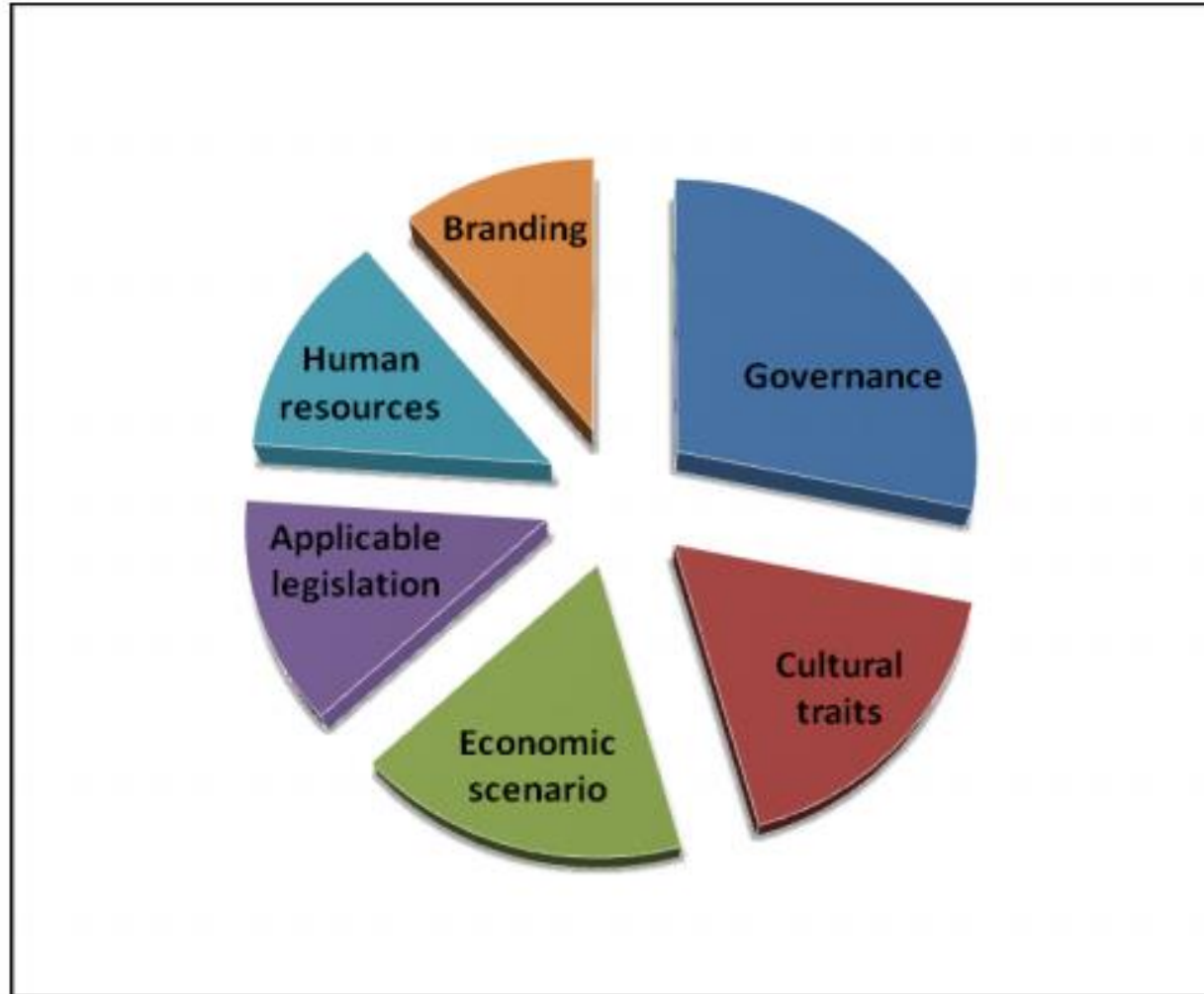
CONCLUSIONES (3): FACTORES QUE INFLUYEN EN LA INTERNACIONALIZACION

Ranking of Categories Influencing Internationalization: Number of Obstacles and Drivers

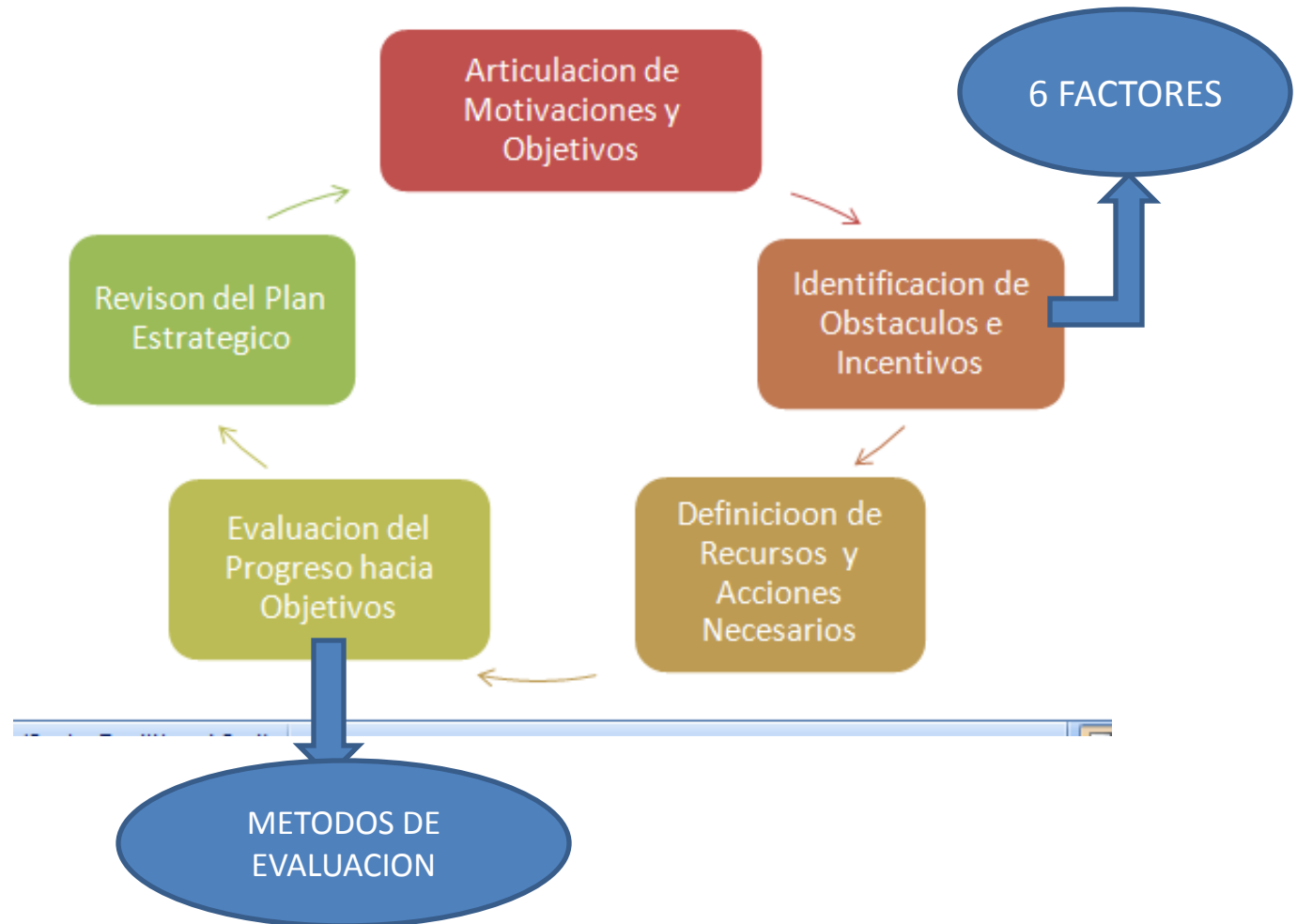
Rank	Obstacles	N. of items	Drivers	N. of items
1st.	Cultural traits	5	Governance	9
2nd.	Governance	4	Economic scenario	6
3rd.	Applicable legislation	3	Human resources	4
4th.	Branding	2	Branding	3
	Human resources	2	Cultural traits	3
	Economic scenario	2	Applicable legislation	3
	Total obstacles	18	Total drivers	23

Note. A total of 23 drivers emerged from the three cases, five of which appeared within two of the categories.

CONCLUSIONES (4): FACTORES QUE INFLUYEN EN LA INTERNACIONALIZACION



CONCLUSIONES (5): PLANES ESTRATEGICOS DE INTERNACIONALIZACION



GRACIAS

cgrasset@spaineduprograms.es



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