

# AppliedHE Xchange Workshop

## Global Reach, Local Impact: Leveraging Alumni Networks for Internationalization

**This AppliedHE Xchange Workshop—a powerful two-day workshop, is designed for academics and higher education leaders eager to strengthen the international influence of Philippine institutions through strategic alumni engagement.**

Top photo shows a snapshot of MAAP representatives, **Dr. Angelica Baylon** (2nd from Right, front) and **Ms. Janice Vergara** (3rd from Left, front). With them are AppliedHE CEO Ms. Mandy Mok, the speakers/facilitators: Zeba Salman (1st from Right, front) and Dary Milani (1st from Left, back), and fellow participants, Dr. Jennifer B. Reyes of Manuel S. Enverga University Foundation (1st from Left, front), Dr. Aileen Perez of University of Perpetual Help – Dr. Jose G. Tamayo Medical University (2nd from Left, front), Dr. Mary Ann M. Solis of Virgen Milagrosa University Foundation (1st from Right, back), and Mr. Angel Samson Reyna Jr of University of Luzon (middle, back)



### Day 1. Feb 27

#### Welcome Remarks & Opening: Setting the Scene

- Emphasis on the importance of internationalisation in higher education.
- Overview of the Australian context and its role in global education.



Dr. Arnaldo S. De Guzman,  
University of Perpetual Help  
System Delta (UPHSD)



Dr. Conrado E. Inigo Jr.,  
PACUCOA



The Emcee



Ms Mandy Mok, CEO,  
AppliedHE (Singapore)



Resource speaker and  
facilitator – Dary Milani, Pro  
Vice-Chancellor of La  
Trobe University (Australia)



# AppliedHE Xchange Workshop 2025

## Group Discussion: Why go global?

- 3 benefits of internationalisation
- What are you looking to achieve in your internationalization strategy

## Our group's output: Benefits

- Wholistic development of globally competitive students – enhanced learning experience – student mobility and faculty exchange
- Research collaboration opportunity/sponsorship grants
- Enhanced global reputation/branding and visibility

## Objectives

- Recognition, attract foreign students, revenues



(L-R) Dr. Mary Ann M. Solis of Virgen Milagrosa University Foundation, Janice Vergara and Dr. Angelica Baylon of MAAP, Angel Samson Reyna Jr of University of Luzon (standing), Dr. Aileen Perez of University of Perpetual Help – Dr. Jose G. Tamayo Medical University. Insert – Dr. Sonny of University of Luzon.

## Group Discussion: \$20 Million Challenge



Dr. Angelica Baylon, presenting the result of group discussion, with her staff.

## Our group's output:

- Budget: \$20 Million – seed money
- International Maritime University Foundation
- Goals: establish partnership with foreign partners and provide full scholarship grants to deserving students from each partner country.



"International Maritime and Medical University Foundation" Group

2nd from Right: Dr. Sonny of University of Luzon

## Showcasing Filipino traditional music and dance



University of Perpetual Help students



**Highlights:**

- Emphasis on the importance of internationalisation in higher education.
- Overview of the Australian context and its role in global education.
- International Operations & Student Recruitment
- Case studies highlighting best practices and innovative approaches.
- Structuring for Success
  - Team-based brainstorming to develop creative solutions for internationalisation challenges.
  - Small group discussions and problem-solving activities to foster collaboration and knowledge sharing.
- Wrap-Up & Closing Reflections
- Summary of key insights from the sessions.
- Open-floor discussions and Q&A

**Every break is a networking opportunity**



**More discussions...**



Our groupmate - Dr. Perez of UPH-Dr. Jose G. Tamayo Medical University, presenting our output



Our groupmate - Dr. Mary Ann M. Solis of Virgen Milagrosa University Foundation, presenting our output



Ms. Vergara (MAAP) presenting the group's output

**Dinner meeting with Dr. Victor Gekara, prospective Adjunct Professor**

*Department of Supply Chain and Logistics Management, College of Business and Law Royal Melbourne Institute of Technology Australia*



# Day 2. Feb28



Networking breakfast with Dr. Mary Ann Solis of Virgen Milagrosa University Foundation and Dr. Engelbert Pasag of Panpacific University



Showcasing a simple sustainability effort designed to reduce waste while beautifying our indoor spaces.

## Highlights

- The Value of International Alumni Engagement
- Understanding your Global Alumni
- Designing International Alumni Programs
- Interactive Workshop
- Strengthening Institutional Collaboration
- Overcoming Challenges in Global Alumni Engagement
- Action Planning & Next Steps
- Wrap-Up & Closing Reflections
- Q&A and open floor discussions



Resource speaker and facilitator – Zeba Salman Head of International Engagement Engineers Australia



Photo opportunity with networks – speakers and fellow participants



Our group discussing with the Speaker Dr. Salman

### Overcoming Challenges

**Common barriers**

- Cultural nuances in engagement styles.
- Limited funding for international alumni programs.
- Juggling institutional & faculty priorities, vs alumni needs.
- Geographic distance & time zones.

**Innovative solutions**

- Tech & digital engagement; AI-driven alumni database for personalised engagement; smart mentoring.
- Manage cultural sensitivity via tailored engagement strategies for regions.
- Leverage resources, e.g. partner with embassies & industry.

**Actionable strategies**

- Joint 'alumni-internationalisation' initiatives (alumni-led study & recruitment tours).
- Establish regional alumni chapters.
- Celebrate international alumni awards.
- Utilize data analytics to track & tailor engagement.



Dr. Baylon sharing her insights during one of the open floor discussions.



Our group with the Resource speaker and facilitator of the Day - Dr. Zeba Salman



Our team winning the 90-day Plan Challenge!!!

Ending the workshop with the commitment to **eXchange**--- network

