TABLE DISCUSSION

1. How can you most effectively influence this stakeholder?
    a. Provide Data to support your proposal
    b. Understand, from the stakeholder's perspective, the problem or issue or goals that are being solved by having international students on campus
    c. Know the possible road blocks that might come up in conversation before starting the discussion and have a solution ready
    d. Know the stakeholder's working style and communication style – How do they like to be approached?
    e. Know the stakeholders interest level in this internationalization process

2. What is important to the stakeholder?
    a. Resolving campus issues or keeping the status quo?
    b. Meeting specific goals set out by their supervisor?
    c. Taking ownership of the proposed internationalization strategy?

3. How do SIEM and internationalization intersect with or influence the stakeholder's area of interest? How will changing the student body affect more than just the classroom?
    a. Dining services might not have considered that a student body with 30% Chinese students might want a different type of food than the one with 30% Saudi students.
    b. Library services might not have considered that non-English speaking students may need different types of assistance than English-speaking students or that they might like to have resources in languages other than English.
    c. The Student Union might have an opportunity for different types of after-movie discussions when they show foreign language or internationally-focused films.
    d. Counseling and Health services might need to consider different cultural norms when treating patients from different cultural backgrounds (male-female norms, LGBT issues, approaches to medications, etc.)

4. Who else needs to be on board in order to convince this stakeholder?
    a. Their supervisor
    b. Their office staff
    c. Other related departments
    d. Board of Trustees
    e. Campus Allies

5. How can we gather the appropriate data and information needed to influence stakeholders within the campus community?
    a. Decide what kind of information/data is needed first, based on the stakeholder's position within the institution
    b. Think about their potential issues or concerns and provide data/information on other successful endeavors from same departments at peer institutions
    c. Utilize/initiate on-campus studies to influence your stakeholder (gather consensus for the internationalization process)

6. Is there national data we need? Where can we find it?
    a. IIE – Open Doors
    b. Education USA
    c. Labor Statistics – US Bureau for Labor Statistics
    d. NCES – National Center for Education Statistics
    e. AACRAO – American Association of Collegiate Registrars and Admission Officers
    f. NAFSA Economic Impact
    g. AIRC – American International Recruitment Council
    h. NACAC – National Association for College Admissions Counseling
    i. WES – World Education Services research reports and webinars

7. Is there global data we need? Where can we find it?
    a. Worldwide student numbers forecast – Universityworldnews.com
    b. ICEF Monitor – The International College of Economics and Finance monitors International Trends in International Student Mobility
    c. IIE – Open Doors provides international student trends by country, state, academic level and program, etc.
    d. OECD - The Organization for Economic Cooperation and Development (OECD) is a unique forum where the governments of 34 democracies with market economies work with each other, as well as with more than 70 non-member economies to promote economic growth, prosperity, and sustainable development.

8. Is there campus-specific data we need? Where can we find it?
    a. IPEDS report – Institutional Research Report that is available for each institution
    b. College or University Strategic International Enrollment Plan
    c. Faculty and staff on campus with specific knowledge (regional experts, language experts, cultural experts, etc.)

9. In what form does the information need to be presented?
    a. Elevator Speech
    b. Executive summary
    c. Report
    d. Graphs
    e. Student Survey's
    f. Campus Research (ACE)
    g. Detailed Presentation with PowerPoint and Print copy