

“Partnership in  
International  
Management”

**PIM**



## What is PIM?

PIM stands for Partnership in International Management, a worldwide consortium of top business schools which provides a framework for international cooperation primarily at the graduate level. Member institutions are carefully selected by the association: PIM schools are recognized both regionally and globally for upholding the highest degree of academic excellence and for supporting the spirit of international cooperation

among its students, faculty and administrations.

PIM was founded in 1973 with the objective of building international understanding. Since then, PIM member institutions have exchanged thousands of students and the know-how acquired by the PIM members has enabled the enhancement of the international commitment of their institutions. PIM members meet annually to network, share best practices, discuss strategies for growth and

development, and collectively address issues that impact international education.

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## What does PIM offer?

- Mutual recognition of both the quality and the reputation of partner Universities;
- A framework for the development of new international programs
- Best practices in managing internationalization processes and exchange coordination
- Constant updates on global trends in business education
- Close links with top international schools
- A source for faculty cooperation
- Access to a unique database of contacts of top international schools leaders

## How does PIM benefit member schools?

By joining PIM, international universities and business schools benefit on many levels. The network provides unique international opportunities for students, faculty and staff members, as well as for each institution as a whole.

Considering all the advantages that your affiliation with PIM offers, membership requirements are quite modest: a minimal level of network activity (exchanging with at least the 20% of the partners), low annual fees (currently 800 USD) and a commitment to participate in the Annual Conference where information can be shared between Partner Schools.

PIM benefits include:

### Branding

PIM is an important brand name associated worldwide with academic excellence which allows for brand association with top international schools and universities.

### Differentiating factor from local competition

Since only a few schools per Country are admitted into the association, PIM increases international and national recognition and stimulates internationalization amongst the Partner Schools.

### Building new international joint programs and alliances

As a well-established network, PIM supports not just the development of traditional student exchange opportunities, but the chance to build new international partnerships: joint and double degrees, joint research, summer programs, study trips, and regional business studies.

### Linking with top international schools

PIM offers a close connection to a variety of global and regional school networks, which enables Partners to quickly spot and explore new academic trends that may be of value to their own schools and programs. Moreover PIM gives

access to a unique database which gathers together the contacts of top international business school leaders.

Moreover, PIM facilitates relationship building. Thanks in large part to the Annual Conference, PIM allows for the creation of new partnerships while strengthening those already in existence. The Annual Conference allows all key-players to exchange ideas and strategies for improving internationalization of their schools.

### Providing a source of international management knowledge

PIM facilitates benchmarking activities with international partners for best practices and problem solving. The Annual conference and the PIM mailing list represent a forum of ideas, projects, market trends and quality improvement. Administrators at partner schools also have access to a special training program, which aims to develop their managerial and communication skills.

### Offering a source for faculty cooperation

PIM facilitates faculty exchanges and joint faculty research. A forum has been opened so that member schools can announce both calls for papers as well as openings for visiting professors.

### Creating institutional and personal contacts

PIM's Annual Conference allows partners to meet on a regular basis, thus developing a professional network in the field of international education, which then also becomes a personal network.

## PIM NUMBERS

Member schools: 55  
Nations represented in PIM: 35  
Years of activity: 35  
Students exchanged since 1991: more than 25.000

## PIM Members

PIM is made up of many of the most prestigious Business Schools and Universities worldwide. Each member has an outstanding academic reputation on an international level and represents the cutting edge of business education in its home country

HEC School of Management (France)	since 1973
New York University, Stern School of Business (USA)	since 1973
Fundação Getulio Vargas, Escola de Administração de Empresas de São Paulo (Brasil)	since 1975
ESADE Business School (Spain)	since 1975
McGill University, Faculty of Management (Canada)	since 1976
Universität zu Köln, WiSo-Fakultät (Germany)	since 1978
Università Commerciale Luigi Bocconi (Italy)	since 1980
Stockholm School of Economics (Sweden)	since 1980
University of Michigan Business School (USA)	since 1987
Copenhagen Business School (Denmark)	since 1988
WU Wirtschaftsuniversität Wien (Austria)	since 1989
Erasmus University Rotterdam - Rotterdam School of Management (the Netherlands)	since 1989
Université Catholique de Louvain (Belgium)	since 1990
University of St. Gallen (Switzerland)	since 1990
University of British Columbia, Sauder School of Business (Canada)	since 1992
University of Chicago Graduate School of Business (USA)	since 1993
University of Western Ontario, Richard Ivey School of Business (Canada)	since 1993
Duke University, Fuqua School of Business (USA)	since 1994
University of New South Wales, AGSM MBA Programs, Australian School of Business (Australia)	since 1994
NHH - The Norwegian School of Economics and Business Administration (Norway)	since 1995
Cornell University, Johnson Graduate School of Management (USA)	since 1995
UCLA, Anderson School of Management (USA)	since 1995
Manchester Business School (UK)	since 1995
The University of Melbourne, Melbourne Business School (Australia)	since 1995
The University of North Carolina, The Kenan-Flagler Business School (USA)	since 1995
Asian Institute of Management (Philippines)	since 1996
Chinese University of Hong Kong (China)	since 1998
Hong Kong University of Science & Technology, HKUST Business School (China)	since 1998
The Indiana University, Kelley School of Business MBA Program (USA)	since 1998
ITAM - Instituto Tecnológico Autónomo de México (Mexico)	since 1998
Pontificia Universidad Católica de Chile, Escuela de Administración (Chile)	since 1998
Tel Aviv University, Leon Recanati Graduate School of Business Administration (Israel)	since 1998
University of Warwick, Warwick Business School (UK)	since 1998
University of the Witwatersrand, Wits Business School (South Africa)	since 1998
IESA - Instituto de Estudios Superiores de Administración (Venezuela)	since 1999
ITESM - Graduate School of Business Administration and Leadership (Mexico)	since 1999
University of Economics, Prague (Czech Republic)	since 1999
Nanyang Technological University, Nanyang Business School (Singapore)	since 1999
National University of Singapore Business School (Singapore)	since 1999
The University of Texas at Austin, McCombs School of Business (USA)	since 1999

Helsinki School of Economics (Finland)	since 2000
Thammasat University, Thammasat Business School (Thailand)	since 2000
Corvinus University of Budapest (Hungary)	since 2001
SGH - Warsaw School of Economics (Poland)	since 2001
Emory University, Goizueta Business School (USA)	since 2002
Universidad Torcuato Di Tella, School of Business (Argentina)	since 2002
University of Otago, School of Business (New Zealand)	since 2002
York University, Schulich School of Business (Canada)	since 2002
Indian Institute of Management, Ahmedabad (India)	since 2002
Indian Institute of Management, Bangalore (India)	since 2002
CEIBS - China Europe International Business School (China)	since 2002
Universidad ESAN (Peru)	since 2003
Tsinghua University, School of Economics and Management (China)	since 2005
Fudan University, School of Economics and Management (China)	since 2007
GSOM - St. Petersburg State University (Russia)	since 2008
<b>Candidate Member:</b>	
Guanghua School of Management, Peking University (China)	since 2008
Indian School of Business Hyderabad (India)	since 2008

## How can a school become a PIM member?

PIM proactively searches for members based on suggestions by PIM members and applications from schools with outstanding reputations that are willing to meet the membership requirements. Every year one or two schools may be considered as potential Candidate Members based on the criteria of academic excellence, regional balance, offering of graduate courses in the English language, and student demand.

The Membership Committee contacts the most interesting candidates and, on the basis of a formal application by the school representatives, their candidacy is submitted to the Members during the PIM Annual Meeting. PIM member schools then vote on whether or not the recommended schools should become PIM candidates and invited to attend the upcoming Annual Meetings.

Over the next three years, Candidate Members may ask to become full members by presenting their request during an Annual Meeting. They will be asked to provide specific information about their programs and international activities, to demonstrate

their academic strength, highlight their commitment to PIM, and the results of their efforts to comply with PIM's requirements (in particular, exchanging graduate level students with at least 20% of PIM members from different geographic areas). At the same meeting, PIM members will vote on whether or not the schools do become members of PIM. Schools will become full members if at least three-quarters of the attending PIM members vote for their admission.

PIM Membership is ended under the following conditions:

- A school chooses to resign;
- A school misses two consecutive years of the PIM Annual Meeting without discussion with the PIM Chairpersons;
- A school fails to comply with the 20 percent rule for three years and does not agree on a plan of corrective action;
- A school does not report PIM-related activities in the annual survey;
- A school fails to meet the financial obligations of membership.

## How is PIM governed and structured?

PIM is governed by its members who vote on major decisions and strategies each year at the PIM Annual Meeting.

Between annual meetings, the elected Chairs govern the organization and are accountable to all PIM members. The current structure of the PIM organization is as follows:

**The chairs:** Three Chairpersons are nominated by PIM members. Each Chair is elected for three years by a majority vote, with one Chairperson retiring each year. A retiring chair is not eligible for immediate re-election. In order to secure representation of all the different geographical stakeholders, one Chair must be from a North American school, one must be from a European school, and one must be from an institution from the so-called Multiregional area, comprising the other regions of the world. The Chairs are in charge of implementing the strategies suggested by the members during the Annual Meeting, as well as managing the budget, deciding on the structure and contents of the Annual Conference, and addressing the major issues of the association.

**The network coordinator:** The Coordinator is nominated by the Chairs and is in charge of managing the communication activities of the network, coordinating with the Annual Conference organization, and securing organizational support for the Chairs and the Members. The Coordinator is also responsible for running the Association's Secretariat and guarantees that the formal procedures of the association will be adhered to.

**The treasurer:** The Treasurer is selected by the Chairs and is responsible for receiving and distributing funds on behalf of PIM, as well as maintaining PIM's banking relationships, preparing and filing all government reports required by the organization's current legal structure.

**The membership committee:** The committee members are nominated by the Chairs and hold the position for three years, with two/three retiring each year. The Committee is lead by a Chair nominated by the members. The composition and

role of the Committee may vary depending on the needs of the association. The current structure envisages three sub-groups being composed by three members and two advisors (two deans who will have an advisory role). Each subgroup is responsible for a specific function:

### NEW MEMBERS:

This subgroup identifies top level schools located in strategic parts of the world and presents profiles of possible candidates. Upon approval by the PIM Chairpersons, the Committee makes a first choice based on the principles of excellence, regional balance, and student demand. The Committee also manages the relationship with schools applying for membership.

### CURRENT MEMBERS:

The primary function of this subgroup consists in playing a mentoring role to current PIM members. The tasks range from identifying new membership issues, assisting members to meet the 20% rule, to working on alternative exchanges.

### SURVEY AND DATA ANALYSIS:

The primary function of this subgroup is to follow-up on the flow of exchanges between member schools in order to present a final annual report on the situation of exchanges between PIM members. They will also work on enhancing the communication and pro-active feedback that the PIM member schools receive about their situation.

## PIM ANNUAL CONFERENCE

The Annual Conference is the most important event in PIM: It features workshops and sessions focused on the main trends in international education, social events for networking, special tracks for Deans and Rectors, a training program for Administrators, and the PIM Annual Meeting where the main association issues are discussed.

It takes place in October-November each year and is hosted by member schools on a rotating basis: one year in Europe, the following year in North-America, and then in the Multiregional area.

The added value of the PIM Annual Conference:

- **Exclusivity:** The Conference is only open to PIM members. It is not a mass-event, but a way to meet the representatives of the schools that set the trends in the Business Education arena.
- **Networking:** The event offers an extensive opportunity to dialogue with senior internationalization leaders around the world and develop personal relations with colleagues.
- **Benchmarking:** The Conference provides a framework for sharing information, gathering working models, and comparing best practices in the management of international activities.
- **Trend monitoring:** The event provides insights into the "hot topics" in the strategic management of international relations.

... Finally, it allows professionals to become acquainted with the hosting partner school and its leaders.



### PIM Contacts

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