



2010 AIEA CONFERENCE Washington, DC USA

**The PIM Network/Consortium:
A Global Success Story
since 1973**



The PIM Network: Agenda



I) General Overview

II) History, Positioning, and Mission

III) Value Creation and Relevance

IV) Questions and Answers

The PIM Network/Consortium



General Overview:

- P.I.M. (Partnership in International Management), is a consortium of 57 leading international business schools, founded in 1973 by LBS (UK), NYU (USA), and HEC (France).
- Each member institution represents the highest degree of excellence in the fields of business administration and management, demonstrates leadership in their geographic region and delivers an MBA or a graduate-equivalent degree in management.
- PIM facilitates the development of international cooperation among members, fostering the development of joint programs, students and faculty exchange, and joint research.

The PIM Network/Consortium:



History:

- P.I.M. (Partnership in International Management).
- A consortium of 57 leading international business schools.
- Founded in 1973 by LBS (UK), NYU (USA), and HEC (France).
- A proof that together French, Britons, and Americans can create great alliances/networks.
- Until 1990, PIM only had 15 members.
- During the 1990s: 26 members were added.
- Since 1991, more than 25,000 students have been exchanged.
- Visiting scholar / faculty and staff exchanges have multiplied

The PIM Network/Consortium:



Positioning:

- Each member institution represents the highest degree of excellence in the fields of business administration and management, demonstrates leadership in their geographic region and delivers an MBA or a graduate-equivalent degree in management.
 - How do you measure the “highest degree of excellence”?
 - Is this positioning still relevant?
- Many “leading business schools” deliver undergraduate degrees – should these departments be integrated in PIM?
- Higher-education networks are driven by people, for people. People evolve and so has PIM.

The PIM Network/Consortium:



Mission:

PIM facilitates the development of international cooperation among members, fostering the development of joint programs, students and faculty exchange, and joint research.

- Should the Mission change?
- Strategic planning committee to be formed.
- Constant consultation with members.
- In an era of budget cuts and established relationships, how do you create value for your members?

Suggestions for Value Creation and Relevance of Global Networks



1. Don't forget the key word ("Business") in Business School.
2. Don't assume what your customers/members want – ask them!
3. Share information freely and openly, hidden agendas are always counter-productive in the long run.
4. Establish and earn trust from your members and partners.
5. Benchmark, benchmark, benchmark!
6. Share your challenges, not just the success stories.
7. Brainstorm.
8. Reward your members with opportunities for themselves (Deans' Track) or their students.
9. Be truly and genuinely part of something bigger than yourself!
10. Take responsibilities and serve the network before asking anything from it.

Any Questions?



Thank You!

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