

**Balancing the books: Revenue Generation  
Strategies in HE**

**Santiago de Compostela (Spain)  
20-21 September 2010**

**Programme**

**Sunday, 19<sup>th</sup> September**

*Hotel AC Palacio del Carmen (rúa Oblatas, s/n)*

17.00-21.00 **Executive Committee members meeting**  
(only for executive committee members)

**Monday, 20<sup>th</sup> September**

*Rectorate of the USC (Praza do Obradoiro, s/n)*

09.00-14.30 **Executive Committee members meeting**  
(only for executive committee members)

10.30-13.30 **Guided visit to the City of Culture**  
(bus service from the hotels)

*Centro de Estudios Avanzados (Parque de Vista Alegre, rúa Salvadas)*

15.00-15.30 **Registration and welcome to participants**

**SEMINAR-*Balancing the books: Revenue Generation Strategies in HE-1<sup>st</sup> part***

15.30-16.00 **Formal opening:**

-Welcome by: Dr. Maurits van Rooijen, President of the Compostela Group of Universities.  
Dr. Juan Casares Long, Rector of University of Santiago de Compostela.

16.00-17.00 **Panel 1: 'More impact with less money'**

Keynote speaker– Dr. Juan Casares Long, Rector of University of Santiago de Compostela.

-Panellist– Dr. José Carlos D. Marques dos Santos, Rector of University of Porto.

-Panellist– Dr. Geoffrey Copland, Consultant of higher education and former Rector and Vice-Chancellor of University of Westminster.

Chaired by Dr. Maurits van Rooijen, President of the Compostela Group of Universities.

17.00-17.30 Coffee break

17.30-18.15 **Panel 2: 'Revenue: Raising External Funds'**

-Keynote speaker – Ms. Joana Motion, CASE's Vice President for International Operations.

-Panellist – Prof. dr. ing. Simona Lache, Vice-Rector of Transilvania University of Brasov and Executive Secretary of EUE-Net.

-Panellist – Dr. Carlos Machado, expert in international projects and cooperation.

Chaired by Ms. Laura Howard, Vice President of the Compostela Group of Universities.

*Fundación Caixa Galicia (rúa Carreira do Conde, no. 18)*

**Programa ConCiencia - University of Santiago de Compostela**

18.30-19.30 **Conference on 'Future of Nuclear Energy' by Dr. EIBaradei**, Director General Emeritus of the International Atomic Energy Agency (IAEA) and Prize Winner of the XIV International Prize Grupo Compostela-Xunta de Galicia.

Chaired by Dr. Jorge Mira, Director of Programa ConCiencia.

*Salón Nobre de Fonseca (Praza do Obradoiro)*

20.30 **Presentation Ceremony: XIV International Prize Grupo Compostela-Xunta de Galicia to Dr. Mohamed EIBaradei.**

Dr. Juan Casares Long, Rector of the University of Santiago de Compostela.

D. Roberto Varela Fariña, Regional Minister of the Xunta de Galicia for Culture and Tourism.

Dr. Maurits van Rooijen, President of the Compostela Group of Universities.

Dr. Mohamed EIBaradei, Director General Emeritus the International Atomic Energy Agency.

D. Alberto Núñez Feijóo, President of the Xunta de Galicia.

**Gala dinner**

**Tuesday, 21<sup>st</sup> September**

*Centro de Estudios Avanzados (Parque de Vista Alegre, rúa Salvadas)*

08.30-09.30 **CGU-EMUNI Master Degree-pool of experts meeting**  
(private)

**SEMINAR- *Balancing the books: Revenue Generation Strategies in HE-2<sup>nd</sup> part***

09.30-10.30 **Round table 1: 'Making Universities more entrepreneurial'**

-Ms. Maite Viudes de Velasco, Deputy General Director of the University Pompeu Fabra Foundation.

-Dr. Geoffrey Copland, Consultant of higher education and former Rector and Vice-Chancellor of

- University of Westminster.  
-Ms. Lanzada Calatayud, Manager of International Courses.  
Chaired by Mr. Francisco Marmolejo, CONAHEC Executive Director.
- 10.30-11.00 **Coffee break**
- 11.00-12.00 **Round table 2: 'Managing risks of entrepreneurial activities'**  
-Mr. José Luís Villaverde, Coordinator of the Financial Valorization and Transfer Unit at USC.  
-Mr. Jan Petter Myklebus, Deputy Director for Research Management at University of Bergen.  
-Dr. Loreto Fernández Fernández, Associate Professor to the Finance and Accountancy Department and 'Bancaja Chair for Young Entrepreneurs' at the University of Santiago de Compostela.  
Chaired by Dr. Carlos Machado, expert in international projects and cooperation.
- 12.00-12.15 **Closure of the Seminar**  
-Dr. Maurits van Rooijen, President of the Compostela Group of Universities.
- 12.15-13.00 **Plenary session: Annual General Council meeting-Part 1**
- 13.00-14.30 **Lunch** *Casa de Europa (Parque de Vista Alegre, rúa Salvadas)*
- 14.30-17.00 **Plenary session: Annual General Council meeting-Part 2**
- 17.00-17.15 **Coffee break**
- 17.30-18.30 **Plenary session: Annual General Council meeting-Part 3**
- 18.30-18.45 **Closure of the General Assembly**  
-Dr. Maurits van Rooijen, President of the CGU.  
-Dr. Juan Casares Long, Rector of University of Santiago de Compostela.
- 19.30-20.30 **Visit to the University heritage Walking Tour.** *Meeting point: Obradoiro Square*
- 20.45 **Official reception by the Mayor of Santiago de Compostela, Mr. Xosé A. Sánchez Bugallo.**