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# **Aligning GDLN with host institution: experience from a university**

**The Australian National University and  
GDLN-Australia**

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## **Institutional priorities**

**ANU sells high quality high price degree programs.**

**ANU has a first class research record.**

**With ANU the Crawford School operates entirely on its income from students and research projects.  
Executive programs are high profit delivery.**

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## **What can GDLN contribute to this mix?**

**Connection to network of institutions**

**Research collaboration and outreach**

**Training in research-led areas**

**Short courses V full degree programs**

# Business model

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**Crawford School expects high overheads and profits on all GDLN programs**

**Lecturers have a high opportunity cost as they recoup salary differentials through additional teaching and research**

**Pressures on academics to meet performance criteria of publication**

**High costs of delivery –greater than expectations of DLC clients – and pricing models**

# Participation

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Energies and lack of willingness to try new approaches are greatest difficulty – need to align with the institutions priorities, add value

Commitment by Management negotiate standing within organisation, use champions

Donor funding is important

# Opportunities

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Donor funding for research led programs eg  
UNESCO, AusAID Pacific Leaders Virtual  
Forum

Direct sale to participant – work with other  
DLCs to minimise cost to participant eg Vm  
PACE

Brand ANU accreditation is widely sought  
Conference and research add-ons