



DATE/TIME/ROOM	Track	PRESENTATION TITLE	PRESENTATION ABSTRACT	PRESENTERS
Monday, October 7 10:30 - 11:45am Williford A Third Floor	1 - Grants and Fundraising Opportunities	Getting from "No" to "Yes": Welcoming Objections & Gaining Commitment	Objections are a natural part of almost every conversation. Not just in donor situations, but whenever people discuss any topic. In this workshop you will be challenged to rethink the definition of objection. We'll look at objections as a gift how to embrace objections and when and how to react.	Tony Beall, Trainer, Sanford Institute of Philanthropy, Sanford Programs at National University System (@SanfordInstitut) (@CauseInfluencer)
Monday, October 7 10:30 - 11:45am Boulevard C Second Floor	2 - Partnerships that Work	How Partnerships Between Universities and Community-Based Organizations Contribute to Student College Retention and Success	The presentation will demonstrate how collaborative efforts between Universities and Community-Based Partners provide first-generation low-income college students a solid support base that fosters student personal and academic success culminating in student graduation and post-graduate success.	Alejandro Delgadillo, Associate Director for Educational Equity & Access, University of California, Merced
Monday, October 7 10:30 - 11:45am Williford C Third Floor	2 - Partnerships that Work	New Business Models for Higher Education -	Institutions across the country are struggling to match revenues with expenses. Revenue growth and diversification are key ingredients to establishing long-term prosperous business models. This requires need for institutional creativity and innovation. This interactive session will delineate the partnership between St Augustine College and Association of Governing Boards and define the initiatives that led to growing and diversifying revenue as part of a long-term prosperity plan.	Rick Beyer, Special Adviser to the President, Association of Governing Boards Reyes Gonzalez, President, Ph.D., St. Augustine College
Monday, October 7 10:30 - 11:45am Boulevard AB Second Floor	4 - Championing Academic Success for Hispanic Students, Research and Practice	Culturally Sustaining Pedagogy at Hispanic Serving Institutions	As enrollment of Hispanic and underrepresented students continues to increase, Institutions have a responsibility and obligation to serve these students appropriately and with equity. The HSI team at National Louis University will share its institutional approach to culturally sustaining practices and invite discussion around culturally relevant pedagogy; what is it and how do you do it?	Melanie Flores, HSI Program Director, National Louis University Jason Stegemoller, Ph.D., Associate Professor, National Louis University Shaunti Knauth, Ph.D., Director of Engaged Research, National Louis University
Monday, October 7 10:30 - 11:45am Marquette Room Third Floor	4 - Championing Academic Success for Hispanic Students, Research and Practice	Defining Latinidad at your Institution: A Toolkit for Dynamic Engagement	As the rate of Latinx students increases in higher education, the retention and graduation rates remain stagnant. Nationally, as more institutions increase diversity efforts, much of the work to create an inclusive environment remains on the shoulders of Latinx faculty and staff, multicultural and/or Latino cultural centers that remain underresourced or emotionally taxed. This presentation provides strategies to engage students, faculty and staff in diversity, inclusion and equity efforts across campus.	Carina Olaru, Director, Purdue University Juan Robles, Program Coordinator, Purdue University

Monday, October 7 10:30 - 11:45am Williford B Third Floor	4 - Championing Academic Success for Hispanic Students, Research and Practice	When 2+2 is not enough: Dual strategies for Latino transfer student success.	The "new majority" college student at four-year institutions includes increasing numbers of Latino transfer students; as such improving the two-year to four-year pipeline is critical to meeting national degree attainment goals. We will highlight Governors State University's recognized Dual Degree Program, which includes several Hispanic-serving community colleges, that achieves a 90% degree completion rate and creates a structured pathway, with wrap-around support services, to earn their degrees	Aurelio Valente, Ed.D., Vice President for Student Affairs, Governors State University (@GSUVeep) Jessica Specht, Director of Dual Degree Program, Governors State University Ivan Soto, Transfer Specialist for the Dual Degree Program, Governors State University
Monday, October 7 10:30 - 11:45am Waldorf Room Third Floor	5 - Advocacy and Policy	HACU Advocacy: Your Voice, Your Moment	If you're not at the table, you're on the menu-there is no better truism about the value of engaging in advocacy to advance Hispanic-Serving Institution priorities, especially in the current environment. This session, for both beginners and experts, will discuss updates to HACU's Advocacy Center, a great tool to amplify your voice as a constituent. The presentation will highlight the value and utility of this resource, and allow you to interact with and learn directly from peers who are engaging with elected officials to make a difference in their institutions. Join us to enhance your skills as an advocate for HSIs in Washington, D.C. or at home and let Congress know the strength in our numbers.	Connie Beimer, Director, Office of Government and Community Relations, University of New Mexico Suleyma Perez, Ph.D., Executive Director of Government Relations, Northeastern Illinois University Vince Vasquez, Director of Government Relations, National University System
Monday, October 7 10:30 - 11:45am Astoria Room Third Floor	6 - International Partnerships	Renaissance comes from Combining Education & Technology for International Education	Taking from Paul Hobcraft's reflection on the need to combine Arts & Sciences for Innovation, this panel explores the importance of the integration of education & technology as a way to develop innovative and sustainable ways to further international education in our schools. This session will present the different uses of technology (and technologies) and how they can be a powerful instrument for the development and implementation of an institutional internationalization strategy making it more sustainable and accessible for all. We will present different experiences that serve an ample diversity of purposes; the use of Skype for collaborative classroom projects; the use of virtual & augmented reality to develop interdisciplinary STEAM courses; the use of MOOCs to make specific contents more accessible at an international level and the strategic use of technology in developing new faculty training blended programs.	Marta Walliser, Ph.D., Executive Director, INFINITE SPUR William Naugle, Ph.D., Director, International Programs, Clarion University of Pennsylvania Cheo Torres, Ed.D., Vice President for Student Affairs, The University of New Mexico Paul Edmunds, Ph.D., Director Center for English Language and American Culture, The University of New Mexico
Monday, October 7 10:30 - 11:45am Joliet Room Third Floor	6 - International Partnerships	Building International Academic Programs from Europe to America, the ISA Lab Programme	Growing from an EU funded programme (TEE) a transatlantic network was established including Europe, U.S. and Canada. This served as the basis for an innovative experience on an Interdisciplinary Sustainable Architecture workshop (lab) which has evolved after three iterations into a programme allowing students across the Atlantic to develop collaborative real projects serving as their Master thesis as well as the starting point for their professional career on sustainability.	Javier Orozco-Messana, Director for International Affairs, Universitat Politècnica de Valencia Juan Miguel Martínez-Rubio, Vice President, Universitat Politècnica de Valencia