



International Collaboration: From Personal and Professional Experiences

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Nurturing & Sustaining Partnerships

- **Reciprocal relationships** through collaboratively defining roles and decision-making responsibilities of all partners
- **Co-learning relationships** through establishing a plan for education of all partners about process and engagement strategies
- **Respecting relationships** through valuing the time and contributions by making realistic requests for participation
- **Trust, Transparency, Honesty** through promoting inclusive and transparent decision-making and open and honest communication



**OUR GOALS IS TO SPREAD AND
MOTIVATE THE BEST PRACTICES IN
TEACHER EDUCATION**

**HOW OUR PARTNERSHIP CAN
SUPPORT THE GOAL?**

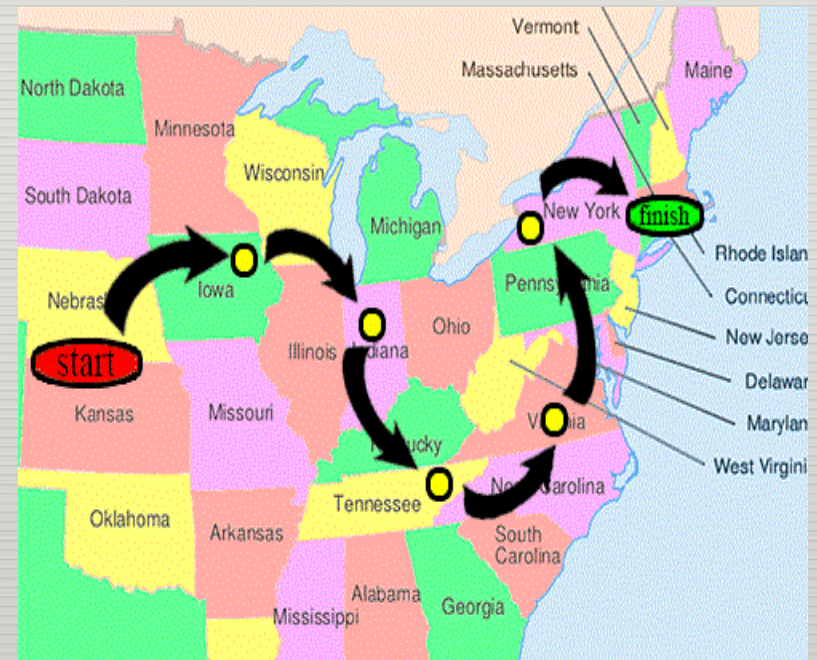


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Small World Experiment

- Stanley Milgram's study (late 1960s): How are human beings connected?
- Examining the average length for social networks of people in the United States → "six degrees of separation"

"I read somewhere that everybody on this planet is separated by only six other people. Six degrees of separation between us and everyone else on this planet. ... I find it (a) extremely comforting that we're so close, and (b).... **you have to find the right six people to make the right connection...** I am bound to everyone on this planet by a trail of six people." (Play by John Guare)



Tipping Point*



- A magic moment when an idea, trend or social behavior crosses a threshold, tips, and spreads like wildfire
- The Tipping Point is that dramatic moment when **little causes** drive the unexpected to become expected, where **radical change** is more than possibility, a certainty. (p. 13-14)

Malcolm Gladwell (2000). The Tipping Point: How little Things Can make a Big Difference.

“The law of the few” (knowledgeable agents)*

- ❑ **Connectors:** belong to many different worlds and play the intermediary between different social worlds
- ❑ **Mavens** (information brokers): active collectors and distributors of information
- ❑ **Salesmen:** have the skills to persuade people when they are unconvinced of what has been heard

Malcolm Gladwell (2000). The Tipping Point: How little Things Can make a Big Difference.



The Law of the Few

- Different personalities at work, acting for different reasons. But both have the power **to spark word-of-mouth epidemics** (p. 69):
 - Connectors are social glue: they **spread it**. A connector might tell ten friends where to stay in Los Angeles, and half of them might take his advice.
 - Mavens are **data banks, information brokers (gathering, sharing, and trading what they know)**: A maven might tell five people where to stay in Los Angeles but make the case for the hotel so emphatically that all of them would take his advice.
 - Salesmen: A select group of people with the skills to **persuade** us when we are unconvinced of what we are hearing.



Important Message

- Connectors, mavens, and salemen are translators: they take ideas and information from a highly specialized world and **translate** them into a language the rest of us can understand.
- The law of the few says that Connectors, Mavens, and Salemen are responsible for starting word-of-mouth epidemics, which means that if you are interested in starting a word-of-mouth epidemic, your resources ought to be solely concentrated on those three groups. No one else matters. (p. 256)



Important Message (cont.)

- Relying on the Connectors, Mavens, and Salesmen in our life is the way we deal with the complexity of the modern world. (p. 265)
- Isolation: When people are overwhelmed with information and develop immunity to traditional forms of communication, they turn instead for advice and information to the people in their lives whom they respect, admire, and trust. The cure for immunity is **finding Mavens, Connectors, and Salesmen.** (p. 275)



Mavens

- “A maven is someone who wants to solve other people’s problems, generally solving by his own.” (p. 66)
- They like to be helpers in the marketplace. They distribute coupons. They take you shopping.... This is the person who connects people to the marketplace and has the inside scoop on the marketplace.... They are more than experts.... [Experts] don’t talk about cars because they love you, and want to help you with your decision. The market maven will. They are more socially motivated.” (p. 62)



What was the question?

- How to enhance international collaboration?
- Should we identify who will be connectors, mavens and salesmen? Who will be willing to serve one of those roles?
- How do we know who we can be?



My Proposal

- Every party may take different roles on different topics
- **With the following relational principles in mind: Reciprocal, co-learning, respecting relationships with trust, transparency, and honesty**
- Share and spread the best practices in teacher education