



Towards Sustainable Financial Management  
of Cambodian Universities

**2<sup>nd</sup> and 3<sup>rd</sup> Train of Trainers**  
***"Income Diversification & Fundraising"***  
**"Financial Planning and Resource Allocation" (T2.2)**  
**ONLINE VERSIONS**

14<sup>th</sup> – 15<sup>th</sup> July 2020  
National Institution of Education,  
Phnom Penh (Cambodia)

## Agenda

### Time Zones

**CEST:** Central European Summer Time (Daylight Saving Time) applies to **Alicante and Genoa (UTC +2)**

**ICT:** Indochina Time applies to **Phnom Penh (UTC + 7)**



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<b>BALANCE 2<sup>nd</sup> Train of Trainers</b> <b><i>Income Diversification &amp; Fundraising</i></b> <b>ONLINE VERSION</b> <b>Delivered by University of Alicante (Spain)</b>		
<b>Tuesday, 14th July 2020</b> <b>National University of Education, Phnom Penh /</b>  <b>Link to Livestorm: <a href="https://app.livestorm.co/#/event-type/5918d91c-27ed-469a-966c-bb01d48b9019?page=sessions&amp;tab=recording">https://app.livestorm.co/#/event-type/5918d91c-27ed-469a-966c-bb01d48b9019?page=sessions&amp;tab=recording</a></b>		
<b>From</b>	<b>to</b>	
CEST 9:00 ICT 14:00	CEST 9:15 ICT 14:15	Welcoming and Workshop Intro  <i>Dr. Roberto Escarré, Director of the Research Management Service</i>
CEST 9:15 ICT 14:15	CEST 10:15 ICT 15:15	<b>Debate.</b> How COVID-19 is affecting the funding of Cambodian higher education institutions  <i>Whole BALANCE consortium</i>
CEST 10:15 ICT 15:15	CEST 10:30 ICT 15:30	<i>Coffee break</i>
CEST 10:30 ICT 15:30	CEST 11:15 ICT 16: 15	Income diversification and fundraising in theory  <i>Dr. Roberto Escarré, Director of the Research Management Service</i>
CEST 11:15 ICT 15:16	CEST 12:00 ICT 17: 00	Fundraising for Higher Education Institutions in practice  <i>Dr. Roberto Escarré, Director of the Research Management Service</i>

<p align="center"><b>BALANCE 3rd Train of Trainers</b> <i>Financial Planning and Resource Allocation</i> ONLINE VERSION Delivered by University of Genoa (Italy)</p>		
<p><b>Wednesday, 15<sup>th</sup> July 2020</b> <b>National Institution of Education</b></p> <p><b>Link to Livestorm: <a href="https://app.livestorm.co/#/event-type/5918d91c-27ed-469a-966c-bb01d48b9019?page=sessions&amp;tab=recording">https://app.livestorm.co/#/event-type/5918d91c-27ed-469a-966c-bb01d48b9019?page=sessions&amp;tab=recording</a></b></p>		
<b>From</b>	<b>To</b>	
CEST 9:00 ICT 14:00	CEST 9:50 ICT 14:50	Budgeting Techniques - Budgeting processing (Q&A)
CEST 9:50 ICT 14:50	CEST 10:40 ICT 15:40	Resources allocation in Italian universities (Q&A)
CEST 10:40 ICT 15:40	CEST 10:50 ICT 15:50	<i>Coffee break</i>
CEST 10:50 ICT 15:50	CEST 11:40 ICT 16:40	Local planning cycle in Italian university system (Q&A)
CEST 11:40 ICT 16:40	CEST 12:10 ICT 17:10	Income diversification and fundraising: UNIGE Approach (including test)  <i>Overall session coordinated by Dr. Fulvio Principiano, head of Budget Service at UNIGE</i>