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**Abstract**

Partnerships among higher education institutions in different nations are increasing in number and centrality within institutional strategies of internationalisation. This article provides a guide to the broadened set of expectations for such linkages, framed by the idea that partnerships are most successful when all sides receive something of value. The article thus also explores the concept of mutual benefit often invoked for such affiliations, but not always achieved, concluding that maximum individual institutional benefit depends both on the partner receiving equivalent benefits and on the way linkage contributes to building a positive global landscape of higher education in general. The dense global interconnectivity such partnerships are now creating, provides a powerful way for higher education institutions to move forward together. (HRK / Abstract übernommen)