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**Title**

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**Abstract**

In this paper, we examine the local conceptions, interpretations, and implementations of internationalization at one Chinese higher education institution, to provide a more complex and nuanced understanding of internationalization in the globalizing educational context. In particular, we explore the analytical capacity of Marginson and Rhoades High Educ 43(3), 281–309, (2002) glonacal (global + national + local) agency heuristic by examining the local “layers and conditions” of our research site. We found two local conceptions, Xue Shu Feng Qi (a Mandarin phrase relating to the academic culture) and Jie Gui (a metaphor for internationalization) were used by local actors in relation to the inbound and outbound flows of scholars and disciplinary norms that influenced the global and national reputation of the department. We interpret these local concepts as salient “layers and conditions” of the glonacal agency heuristic, providing an empirical example to more fully understand the theoretical implications of this perspective in higher education research. (HRK / Abstract übernommen) Liu, Huacong, E-Mail: hx139@psu.edu