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**Abstract**

The intention of this article is an introduction to establishing, developing and sustaining international partnerships between higher education institutions. It has been written based on the experience of a dean for international affairs who has spent two decades in the field, i.e. the view of an administrator who serves the university as a whole but who encourages internationalisation activities in the different working units of a university. The article includes a series of suggestions and advice regarding student and staff mobility, working in bilateral and multilateral settings, joint programmes and research projects. It also addresses some of the administrative and financial challenges associated with effective internationalisation. The article concludes with a series of model agreements for inter-institutional partnerships that are adaptable by readers for their own purposes. (HRK / Abstract übernommen)