

+ Look for private sector support. It will often come as a result of program activity that serves a commercial interest. This involves some risk, but don't be overly fearful

+ Consider a permanent position in the Host Institution with the sole responsibility of acquiring financial support. This position should be very close to top management to emphasize the fact that resource acquisition is a major responsibility of management.

(c) Linkage with the international technology network is often inadequate, with the host institution being in a reactive mode and leaving all direction and initiative to some foreign entity. With a basic national capacity in research and extension discussed elsewhere in this handbook, the host institution is in a position to take the initiative and help set direction and scope of the collaboration with international entities. However, it needs a system and a program for doing so. Here are some ideas that can be worked into a project.

+ Develop a plan or program or system by which host institution personnel are to maintain contact with the international sources of technology, and assign responsibilities to persons or positions. Make linkage a significant part of the job description.

+ Provide subscriptions to journals and to other relevant publications or information services.

+ Provide for travel to scientific meetings and to research stations where relevant work is being done. Travel could be as frequent as once a year.

+ Facilitate contacts between host institution personnel that can be maintained by mail and perhaps occasional visits. A few particularly good contacts can be brought in as consultants for the express purpose of establishing long time links. This can also include helping to maintain contact with major professors or other professors of HI personnel. The contractor's home office can be helpful in setting up and maintaining contacts. Participants in degree courses can aim at establishing these linkages.

(d) Most Host Institutions will be in great need of strategic planning. They need a long time plan that sets program direction, sets goals as to scope and program, and includes a strategy for reaching the goals. Without such a long range plan, growth is not likely to occur. If it does, it will be haphazard. If the institution does not have such a plan, then donor support will follow donor criteria because there is no national criteria.