

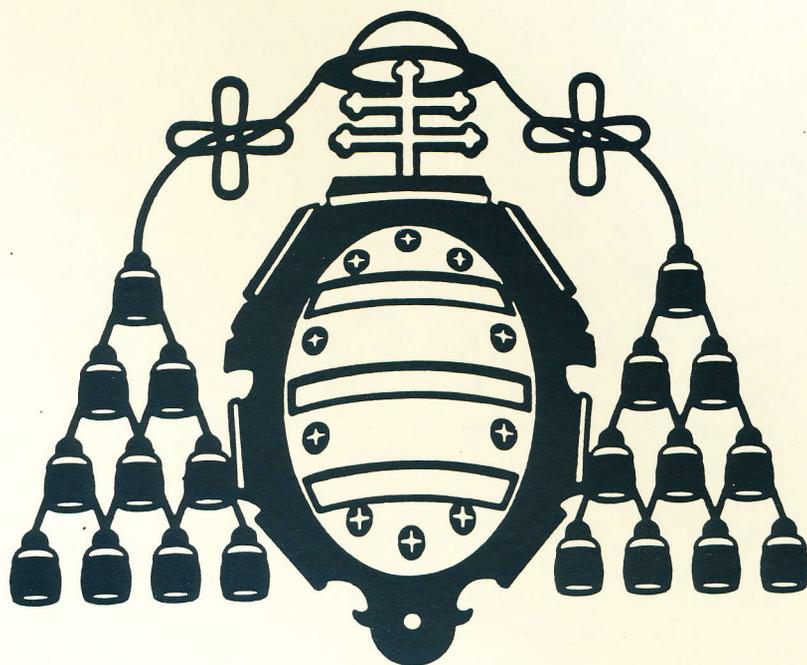
bulletin

NEWS

aegee monthly magazine
N. 25, April 1992



UNIVERSIDAD DE OVIEDO



VICE-RECTORADO DE ESTUDIANTES Y EXTENSION UNIVERSITARIA SERVICIO DE PUBLICACIONES

NEWS BULLETIN

AEGEE-EUROPE

AEGEE-OVIEDO

Mailing address: Apartado 772, E-33080 Oviedo

Tel: 34 8 5258540, Fax: 34 8 5226254, EARN: aegeenb@eovuov11

Dear members,
 as new-elected president of AEGEE-Europe I would like to use the slogan of Kos to attract the people: "Kos, that is where the search for paradise ends." For AEGEE this is still an ideal, therefore I say: "Kos, that is where the search for paradise started..." A big effort and a huge mountain of work has to be face by the Comité Directeur and all active AEGEE-members.

As a member of AEGEE for almos five years I have seen failures and successes. The greatest success is AEGEE-Europe itself. We have been growing, we survived crises, we have made AEGEE work, we have seen results. I hope to be able to use my experience and enthusiasm to improve the functioning of the network. The first steps have been made. Our members want more concrete information, especially about the activities of CD-members. Thanks to the discussion started by AEGEE-Amsterdam at the PM in Krakow, mos to the CD-members spreaded a written moral report before or during the Agora, more people came up with suggestions for improvement, a discussions extended to all antennae and to the CD. The discussion initiated by AEGEE-Amsterdam was not useless. We should continue this way. The CD will take over a lot of suggestions out of the discussions.

We will have our first CD-meeting before the Space IV conference in Delft. You will receive a CD-newsletter after this meeting containing our ideas, plans and contacts. The first CD-newsletter you will have received already before that. The Newsbulleting will not be affected by the CD-Newsletter. Their objective is different. The Newsletter only contains information on the work of the CD. The Newsbulletin has a wider objective. It should be used more, not just to announce presentations of projects and local boards, but also for discussions on internal and external matters. We must all support Maria with this improvement.

We start with a new CD, with new blood, with continuity and with experience. I would like to thank Georg, Oliver, Cécile, Lorella and Serge for their contribution to AEGEE-Europe.

The new team will improve the team-spirit, not only within the CD, but within AEGEE-Europe. As our AEGEE-cliché makes clear: actions speak louder than words. For the action we are all responsible, a president in the first place.

Jeroen Hoogerwerf
 President AEGEE-Europe



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EDITOR

María J. Alvarez
 for
AEGEE-Europe and AEGEE-Oviedo

Servicio de Publicaciones
Universidad de Oviedo

AEGEE-Europe
Newsbulletin N. 25 April 1992

IT'S A MATTER OF PRINCIPLES!

One of the most controversial issues within AEGEE during the spring '92 Agora, was undoubtedly the question about a possible expansion of our Association in Istanbul, Turkey. Rainer Emschermann from Bonn felt very strongly about it and he presented a proposal, which seemed to be the highlight in a long chain of actions of his, related to this matter. The proposal finally changed form, probably to gain more support by becoming less absolute in its phrasing and passed.

None of course can deny that the choice of time and place was not the best. One can wonder as to the necessity of taking a decision at a place where the people's sensitivity is high and at a time when the world cried (in all senses of the word) for the Kurdish people. But this was the choice of those proposing ...

Myself, as well as other members of our antenna, felt it necessary to share our thoughts from the Body's pontium. Before that, Rainer and Turkish students that had come together from Istanbul expressed their views, as invited by Bonn and Milano to speak on their behalf.

Trying to be emotionally dissociated from the matter, I spoke -or tried to, since time limitations had to be applied, and we all know that Jeroen is considered a good Chairman also because his velvet gloves hides an iron fist!- for the thing that, to me, as AEGEE member matters the most: Principles! To me, as to most conscientious AEGEE members, I hope, AEGEE is not "just another" student Association. Although our parties and European Nights as we all know, have no equal match, we go far beyond that. After all, there are other Associations that hold parties and promote travelling. We are unique, because we have an ideal: The ideal of a Europe where our commonly shared principles will be applied: Freedom, human rights, democracy, mutual respect and understanding. This can and must be our contribution to the building of our European House.

And, of course, we'd like everybody to share this ideal no matter where he or she lives. But how do we show the world our principles? We know maybe -and its written in our Statutes- that we are internally democratically structured, but "actions speak louder than words". So what do we do, how do we influence the decision makers of the world, how do we make the European public opinion sensitive to the violation of our dreams and hopes? We should keep in mind that we're not just persons when we represent our Association. All of us as persons, open to new encounters and friendships, are probably always eager to share our dreams with new friends the world over. And that's good! It's always good to meet new friends and discuss! But our enthusiasm shouldn't make us forget that we are also and foremost the representatives of a great (and getting greater by the day) and rather influential Association. One that within the Academic Communities of Europe does have a power of legitimisation. This power must always be carefully used and this will prove our maturity.

So take a closer look: what does it appear that we have decided? At a time when the rights of minorities (especially the Kurds), but also of the people of Turkey, are brutally violated, when 40% of Cyprus is still under Military Occupation and the United Nations decisions are not respected, when strict laws prohibit basic freedoms of expression, gathering etc - which undoubtedly influences the local Academic Community in Turkey, we chose to go there! And although the use of name and logo of ours is not permitted for contact groups, we all know (as Vittorio so complicatedly presented it) that this will not happen.

One may say -and I firmly believe that this was the sincere intention of all of us- that we want to support all European oriented students of Turkey to overcome difficulties and help them make their country a (really) European country - especially since Europe is more than geography ... It's an ideal. But do we help them in this way? Only the strong position of Governments, but also -and mainly- of citizens' Associations led the South African State to abolish Apartheid. And, equally important, our policy of moving to the former Communist States only when significant improvement was made, showed the world that we had principles. Because at that time we didn't have -naturally!- anything against the students of those countries (which, by the way, are 100% European from a cultural point of view, which I'm not at all sure if is the case with Turkey, especially its Asian part), but we made it clear that for us, AEGEE's presence in a country is -or we'd like it to be considered as- a proof of Democracy or a great step towards it, and it could not be any other way because a democratic troublefree environment is for our Association as important as is air for humans. Take it away and we die ...

We need to be independent, to discuss all subjects, to be free from interferences, both direct and indirect, to travel without restrictions, to be whatever we, and nobody else! want us to be... I can hear some among us, well intentioned but misinformed, speaking of a possible prejudice of mine. Please remember that people of the border are much more sensitive -because they have to be- to the protection of our European House and its ideals... when a few years ago Central Europe (and mainly the then "West" Germany) was the border of Europe, and we meant it - a democratic Europe - they were extremely sensitive to the absolute need of Democracy's presence, in all forms, in their adjoining countries. And the firm policy of AEGEE to expand at the right time, and only then, should be appraised and always applied. Let us please not lower our standards! Let us prove to the world that we do have principles. At time troubled for Europe and the world, let us, the students, be the uncompromising preachers of Principles and Ideals.

Stathis Mihos

Stathis Mihos

Stathis Mihos

Stathis Mihos

Stathis Mihos

DOES AEGEE NEED A NEW STRUCTURE?

(an answer from a member of the Audit Commission)

Recently there have been several calls for a more efficient structure for AEGEE as a whole, and for the CD in particular.

Some people suggest to introduce a new intermediate structure between the local and the European level, because AEGEE is spread over such big distances now.

I believe that an official intermediate structure (with elections, administration and reimbursements claims) will not make more people active, but will only wear those people out who are already active. Any unofficial regional cooperation should be welcome, whenever people want to do it themselves. There are already many examples: Athina-Sofia, the recent Santander-meeting, the EWWG (which is in fact a "Mitteleuropa"-Working group,

unfortunately), etc.

As to the CD, I see two alternatives: A large CD, uniting a group of enthusiastic AEGEE-members from many countries all over Europe, or a small one, working more or less professionally as the secretariat of AEGEE, doing only administrative work, and leaving all jobs that can be delegated, to antennae or working groups.

The small CD could work very efficiently but it would probably be more bureaucracy than fun. And -as the situation is now- it would probably be controlled by Dutch and Germans.

What is wrong with the large CD we have?

I can judge only from the outside, and what I see looks quite impressive. Our new, more democratic election system which was carefully worked out in a long process and finally adopted on the Amsterdam Agora, has produced quite a good CD so far. It is more than a secretariat, it is a symbol for the whole association. May be they can still improve their efficiency. Ok. From my position there is only one thing I have to point out: The CD spends more than we get in!

Some people suggested a "simple" solution: reduce the number of CD members, and the costs will also be reduced.

This sounds reasonable but it is no guarantee! Even a CD of -let's say- 5 members can spend more than AEGEE earns. And we do not want to reduce the number of people who work for AEGEE, but increase it! (That is another argument for the large CD we have today.)

But not only these 16 people work for AEGEE. We are happy that many other are also working on the European level with enthusiasm. Look at the working groups, commission members, delegates, and many individuals!

There is only one difference: CD- and commission-members get reimbursements, others not. That is where we should start: If there was enough money I would not mind to distribute more for the CD-members, too. But as money is in short supply we have to restrict spending. What we need is a mechanism to control spending, and to allocate the money which is available to those projects which are the best and most necessary. (looking through the reimbursement claims of CD-members I found projects which I would not have allowed under the present deficit of AEGEE-Europe. But the Audit Commission does not have the right to decide on projects, of course.)

This control must come from outside the CD, it can only come from the Agora. And the mechanism is: the Budget.

Ludger Dauwe

LET'S TALK ABOUT DECISION-MAKING

During the Agora at the nice island of Kos, a decision was taken about Turkey as a new contact for AEGEE. Everybody is, and after the Agora even more, aware of the difficult relationship between Greece and Turkey. The fact that some students from Istanbul came to Kos was courageous. They made a good impression with their presentation. AEGEE is still a non-political organization so in this respect we took a good decision by appointing contacts with Turkish students.

However, did we take the decision in the right way? We were guests in Greece. The way the Bonn-proposal was dealt with on the Agora and therefore an example of bluntness and bad taste. Altogether the whole approach was far from tactical. The most conspicuous fact was the overwhelming applause and cheering after the decision was made. In my opinion this was improper and looked like a contempt of our Greek host (who made an extremely good achievement with the organization of this Agora). The Greeks and Turks felt really disappointed and I think they had good reason for it. The Greeks because of making the decision and the Turks because of how the decision was made.

Please, do not misunderstand me. I am not against contacts between AEGEE and Turkey! In fact I support the idea. One of the discussion points was the question whether Turkey is a democracy. I think that a democracy should partially start from the bottom. Getting Turkish students involved in AEGEE can stimulate a democratization process in the future (so AEGEE is more or less a political organization?).

Therefore this letter is not about the contents of the proposal and the decision taken, but just about the way it was dealt with. The Agora's decision to make "contacts" with Turkey (where is the frontier for the European part by the way?) had more to do with steamrolling a decision through. For example, was there anybody who really listened to the amendment of Athens? The apologies next day looked a bit as "a day after the fair". In my opinion everybody should have thought before acting.

"Students building bridges across Europe". So students and not politicians should lead our way of acting. In this respect most participants of the Agora could be questioned about their objectivity. Building bridges across Europe is our aim. Not destructing the bridges by judging other without even considering them to be students or human beings as well. After all we are aiming the same goals, are from the same generation and willing, by joining AEGEE, to cooperate with other European students in a friendly and not a hostile atmosphere.

Voting about proposals is easy, but the process of decision making takes a lot more. Participating parties should show interest in the subjects, have the willingness to listen to all the people and refrain from personal, national and political interest. This takes a lot of energy and patience. We all have to decide on what is best for AEGEE, taking in consideration the aim of cooperation of all nationalities within Europe. There must be a general understanding about the necessity of cooperation for the future of AEGEE and even for the future of Europe as we are a part of this future. Do we want to change Europe into something where everybody is cooperating, or do we just stick to the present politics?

See you all again in Turku or Delft.

Semper et ubique,

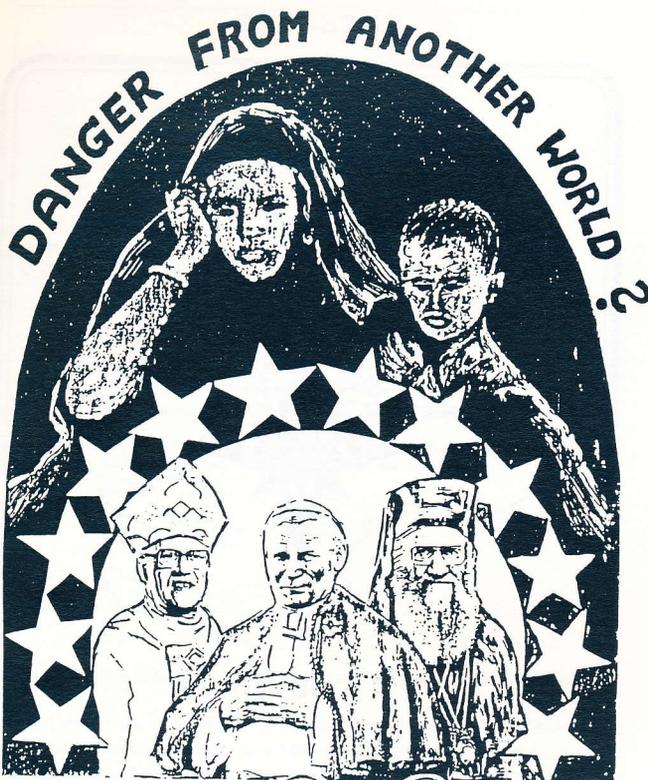
Rob Erenstein
AEGEE Groningen
on personal title / a titre personnel

AEGEE LEIPZIG PRESENTS

29th to 31st of May 1992



presents for all
sportsmen & sportswomen:



THE CULTURAL CLASH OF RELIGIONS IN EUROPE

Leipzig, the traditional centre of business and culture has also its religious background. Take for example the role of the church concerning the political changes in 1989. The protestant church of St. Nikolai was the starting point of peaceful demonstrations against the old regime.

Nevertheless the topic of the congress is related to the EUROPEAN religions - their historical development as well as today's problems and perspectives.

LECTURES:

- "The historical and regional development of religions in Europe"
- "Today's problems and perspectives for integration of religious groups"
- "Churches in Europe - relationship with each other and with other religious groups"

WORKSHOPS:

- Integration or exclusion of religious minorities.
- Politics, Economics and Religion.
- Science and Religion.
- The cultural and historical role of religion - tendencies of development.

APPLICATION FORM

Name:
Address:
Phone:

Antenna:
Date of arrival:
Accommodation needed? Yes/No

AEGEE-Leipzig
University Leipzig,
Augustusplatz 10-11,
PSF 920

D-O-7010 Leipzig
tel: ** 37 41 7192268
(only Wednesdays 5-7 pm)



LEIPZIG

2nd AEGEE Eurathlon

from June, 27th to 28th 1992

The thrilling, spectacular sports event, the winner of which will be granted the title

IRON MAN OF PASSAU

The championship will consist of the disciplines



swimming



cycling



running



European Night

The event will take place at the time of the Passauer Bürgerfest (Open Air Town Party), so there will be lots of possibilities to get in touch with the locals, visit the city or have a beer at one of the Bavarian beergardens after the championship. We will also have a stand there.

Information and booking:

up to June 20th 1992

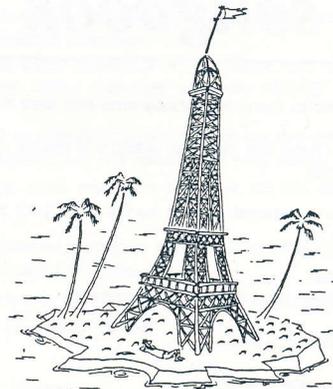
tel: ** 49 851 35397

or mail: AEGEE-Passau

Martin Brunner, Mariahilferstr. 1, D-W-8390 Passau

- The most precious weeks of the year -

Tourism and its consequences



- Masstourism - Ecology - Sextourism -
- Freedom to privacy - Aculturation -

AEGEE Mainz--Wiesbaden
3. - 6.12.1992

AIDS CONFERENCE

Money raised goes to charity

The European Health and Healthcare Working Group of AEGEE will organize in cooperation with AEGEE-Amsterdam a conference about AIDS at the 10th and 11th of October. We came up with this idea, because we think students aren't aware enough of the subject of AIDS.

The Dutch AIDS Foundation, the 'stichting SOA' (foundation sexual transmitted diseases) and the National Committee on AIDS (NCAB) are supporting our initiative.

Our intention is to inform European students about AIDS and its different aspects. We hope the students will get more conscious about the way AIDS affects every day life and threatens national health. So we made a diverse programme with lectures, discussions, workshops, educative films and cultural activities. And of course AEGEE-Amsterdam guarantees a splendid party.

The money left after paying all costs, will be donated to the Dutch AIDS Foundation. The students will also collect money for this foundation.

PROGRAMME

- Introductory film about the discovery and development of AIDS.
- Lectures:
 - Medical and biological aspects of AIDS and the virus
 - Clinical aspects of AIDS and treatments
 - Epidemical aspects of AIDS in Europe: national healthcare, geographical distribution, groups at risk, transmission of the virus, riskfactors.
- Gatherings:
 - Populations and behaviour.
 - The human aspects of AIDS:
AIDS-patients and buddies tell about AIDS and how it affected their lives.
- Filmfestival
- Workshops:
 - the research for new medication
 - economical aspects of AIDS
 - AIDS and Africa
- Discussions about the legal aspects of AIDS:
 - obligatory AIDS-testing
 - freedom to travel
 - life insurance
- Lecture about AIDS and publicity.
AIDS-awareness-campaigns in America, Europe and Africa. Besides this, the influence of AIDS on marketing will be discussed.
- Theatre about AIDS.

For more information you can contact Ton Geelhoed in Holland, ** 31 20 6258189

songbook

I would like to thank everybody who has sent songs to me.
However I need lots more so, would you please continue sending me:

- notes of traditional or pop songs from your region / country
- text
- translation
- short essay what the songs are about

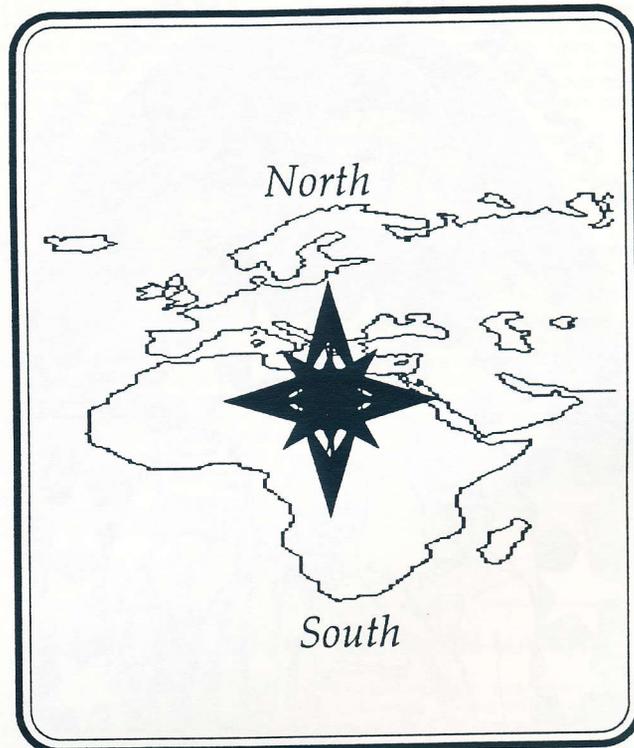
I will be delighted!

Let's celebrate Europe,

Christoph Freitag, AEGEE-Passau
Ingling 10 / App. 822, A-4784 Schardenberg
tel: 43 7713 5238



PRESENTS



AFRICA and EUROPE: A CHALLENGE

Pavia 1, 2, 3 and 4 October 1992

programme

Day 1
General Introduction: Europe and Africa

Day 2
- 'Stabilization and Structural Adjustment programmes' Illustrated by International Monetary Fund and World Bank Officials.
- 'Problems and different approaches to the Structural Adjustment programmes' An expert will illustrate the difficulties linked to the realization of these programmes and the results obtained.
- 'Alternative Economic Strategies of OAU' Illustrated by a representative of OAU.
- Workshops on the impact of these programmes on industry, agriculture, social conditions. Some key-cases of countries that have undergone these programmes with different results will be analysed.

Day 3
- 'EC and the Lomé Convention' A lecture will be given by EC fonctionnaires on the EC development policy towards the Sub-Saharan system together with an explanation of the Price Adjustments mechanisms: Stabex and Sysmin.
- 'Trade policies after the Common Market of 93' An expert will show the consequences of 1993 on the trading between Africa and Europe, while an ACP representative will illustrate their own point of view.
Panel of discussion with EC and ACP representatives and officials of non governmental organizations on the presented issues
- 'Coordination of the national development policies' A representative of the competent section within the OECD will illustrate the problems involved in this task.
- 'What will happen in an United Europe? - Will a common development policy be possible?' Discussion between the speakers and the students.

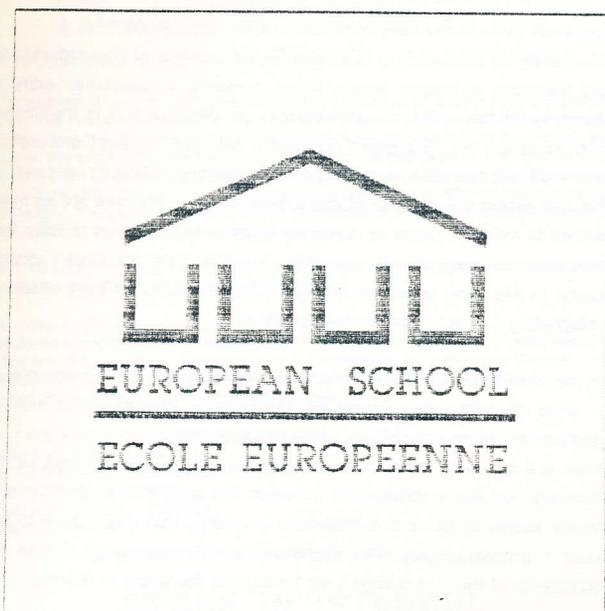
Students will be then asked to draw some conclusions which will be published and presented to all AEGEE members and to the competent International Organizations.

REGISTRATION FORM

Name: _____ Surname: _____ Sex: _____
Address: _____ City: _____ Postcode: _____ Country: _____
Antenna: _____ Telephone: _____ Studies: _____
Signature: _____

Dear BOARD members:

The European School is here again!



As you know the E.S. is a course to prepare future responsables in AEGEE.

You will find the conclusions of the last edition in the News Bulletin but those are not complete. We have not received the conclusions from some of the teachers. This is the reason because we wait all this time before we publish them. The E.S. organisers are very sorry about that but it is not possible to publish something if you have not got it.

This year the E.S. will take place from the 13th to the 20th of July, in Madrid. It should be a task of the antenna to look for and prepare those who will work in it in the future, for this reason we would like to receive an introducing letter from the president of the antenna, with each inscription form. We would also suggest that the antenna pays for half of the inscription fees, this way the participants feel responsible towards AEGEE and it is easier for them to attend the course.

DATE: 13th to 20th of July

PLACE: Residencia Universitaria Santa María de Europa
c/ Cea Bermudez, 17
E-28015-Madrid

PARTICIPANTS: 50 AEGEE members

FEE: 10.000 ptas (almost 77 ECU) includes meals and lodging

DIPLOMA: there will be one for those who attend all the lectures

DEADLINES: 1st of June (for the inscription form)

INSCRIPTION FORM EUROPEAN SCHOOL 1992

ANTENNA:

NAME:

ADDRESS:

TELEPHONE:

STUDIES:

LANGUAGES SPOKEN:

HAVE YOU EVER HAD A RESPONSIBILITY IN AEGEE? YES-NO
IF YES, WHICH ONE?

WOULD YOU LIKE TO ASSUME IN THE FUTURE ANY
RESPONSIBILITY IN AEGEE?

Please, send this inscription form, together with the introducing letter, before the 1st of June. You can send a copy of it by E-MAIL (ask your board if they have an account). If you send a fax please write it in upper-case. Please don't send mail, it takes ages.

E-Mail: AEGEE1@EMDUCM11.BITNET - Fax num: xx-3415497141 att: AEGEE

EGEE VIII: AEGEE-EUROPE WEEK 1992

"students building bridges across europe"

19-29 NOVEMBER 1992

In order to show the unity of our extensive network AEGEE-Europe will organize an AEGEE-Europe Week in close cooperation with all AEGEE-antennae and contact antennae. We want to show that our slogan "Students Building Bridges across Europe" is not a hollow phrase.

On the 1st of January 1993 the European Community is opening its internal borders, a big step towards European integration with a lot of impact on European citizens. AEGEE-Europe extended across the borders of the EC. For this reason we chose the topic "European Integration after 1992" for our AEGEE-Europe Week.

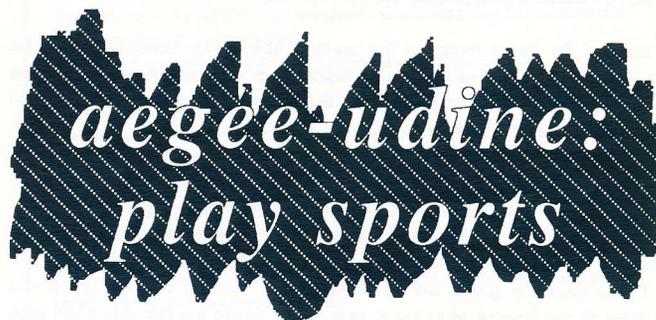
Every antenna or contact antenna is free to fill in the topic and emphasize on an aspect of European Integration for special interest of its members and the students in their city.

Also the way to organize is free. Suggestions may be lectures, seminars, panel discussions etc. The only requirement is the theme, the topics should be closely connected to "European Integration after 1992".

The Comité Directeur (With the help of an antenna probably) will coordinate the Week, support and inform the antennae, and (to be worked out) take care for public relations material. The intention is to publish a report with the conclusions of the events that are organized.

The AEGEE-Europe Week, EGEE VIII, will be closed at the Agora in Delft, taking place the 28th-29th November, organized in cooperation with AEGEE-Rotterdam. In this way we hope to show the strength of the network and the cooperation between the antennae.

We hope to be informed about the antennae-activities at the latest during the PM in Turku. All remarks, ideas and suggestions can be sent to the AEGEE-Europe Office in Delft.



Dear antenna/contact

AEGEE-Udine is ready to form its own basketball and volleyball team made up only by AEGEE members.

We would like that other antennae do the same too; so there could be friendly basket and volley matches between AEGEE locals and even tournaments.

We believe in sport as communication between us, and now, in our personal opinion sports in AEGEE are not considered very much.

Teams can include boys and girls together as the aim of this is not competition.

Please inform the members of your antenna about this "project" and let us know your opinions about this idea.

This could be also a way to let other people be interested in AEGEE.

I stay here waiting for your answers.

Europeanly,

Adriano

AEGEE-Udine

Università degli Studi di Udine, Settore Erasmus
Via Antonini 8, I-33100 Udine

E-mail Responsible, Adriano Mulloni

Via Morosina 14, I-33100 Udine

tel: 39 432 282294, Fax: 39 432 507715

E-mail: AEGEE_UD@UNUDIV.CINECA.IT

AEGEE-EUROPE AND METROPIA

As decided at the Presidents' Meeting in Bordeaux and ratified at the Agora in Budapest, AEGEE will start to cooperate with METROPIA.

In short, METROPIA is an exchange programme for students from secondary schools in Europe, organized by an independent and non profit making foundation, Model Europe Inter-Natio.

These exchanges take place regularly, normally during holidays.

The aim is to get these school-students to experience European culture during their school-time; to learn about Europe, historical, cultural, political and all matters that are to concern; to teach them languages, not just English and French, but also Spanish, German and even Hungarian and Dutch; the main aim is to create an inter-action of young people.

This sounds close to the aims of AEGEE: and it is close!!

What has AEGEE to offer?

Mainly human resources to support the programme: guiding the secondary school-students, coordinate the leisure activities, take care for language training and -mainly antennae- organize social activities or assist in local sponsoring.

The first programme for which AEGEE has been invited and of which enough information is available will take place this summer, turn of July/August in Hungary.

The theme of the summer-camp will be: "It is a small world ..."

The camp will last for ten days, of which five days are taken up by a historical simulation and five days are devoted to preparation and leisure-activities.

The subject of this METROPIA is quite different from other Metropias. This can be called a pilot-project, also for AEGEE.

Subject: To give a model of the world in function by simulating fictitious nations living together in realistic historical situations. There will be time available for lectures on Europe, the European Community and cooperation with Central and Eastern Europe.

Programme: The first day is reserved for arrival and sightseeing in Budapest. The staff will probably arrive earlier for preparation meetings.

The 2nd and 3rd days will be "relaxing days" in order to get to know each other, including excursions and swimming in the famous Lake Balaton. These days the group will be in Kaposvar. The 4th day the group will move to the Mecsek Mountains, near Pécs, where the simulation will take place. The simulation will be interrupted by leisure and cultural activities. AEGEE-Pécs already offered to support the organizing school in Kaposvar. Participants: A total of hundred, including staff of twenty people.

AEGEE has been invited to offer 12 student-advisors.

What do you need to be able to apply for student-advisor?

-knowledge of English, the workinglanguage;
-flexibility, patience, a lot of energy and of course good mood;

-you only pay your own travell-expenses, in case of enough sponsoring also these costs will be paid for;

If you would like to apply, send a letter with your personal data and an explanation why you want to participate.

More information will be sent to you soon, also on the other projects of Metropia. If you apply, be sure you have got time end of July, beginning of August.

Jeroen Hoogerwerf
Siglo de Oro 10 4-1zda.
E-47010 Valladolid
tel: 34 83 251058

EDUCATION & QUALITY

a comparison of universities in Europe

Leiden, 11th, 12th and 13th of May 1992

Education controls our lives, can we control our Education?

The quality of education is a subject much spoken of these days. Not only because everyone would fancy pursuing a qualitative edifying education for their personal development, or because it is or the utmost importance for our "European" economy, but also because universities have a private interest in acquiring and maintaining quality for research. This last aspect will become of major importance when there are no more barriers to follow a partial or complete study abroad. Then it is likely that universities will compete with each other to attract students. Quality attracts quality: in this case some universities will soon encounter the problem of a stagnating number of promising students.

On the other hand, on a European level, universities are gradually looking for ways to cooperate. Except for the growing importance of mobility programmes, other possibilities are being explored.

There are so many differences in opinions concerning the task of the university, so many differences between the systems, and often there already seems to be such a difference in quality, that it is difficult to talk about it unambiguously. But some votes for instance go out to the equalization of the first college year throughout the whole of Europe.

Let it be clear that these problems are of the utmost importance for students nowadays. The unification of Europe is a fact and the area of education is constantly experiencing the consequences of it. For today's students the reason is even greater to get involved

SECA, Foundation European Congresses AEGEE, together with AEGEE-Leiden (NL)/Perugia (IT), and in cooperation with MOSAIC, will organize a three-day conference on this subject.

This conference, "Education and Quality, a comparison of universities in Europe", will be held on the 11th, 12th and 13th of May 1992, in Leiden.

THE CONFERENCE

The conference will daily have a subtheme. The first day will consist of showing the possibilities of cooperation. There will be a presentation of the plan to equalize the first year(s?) of the academic study programme throughout the whole of Europe.

The second day will focus on the task of the university and on the question if the few practical aspects of the academic education have negative implications for trade and industry. The third day will deal with the aspect of quality guarding the quality maintenance. The problems with the selection of students will be an important issue.

SPEAKERS

Some of the speakers who will attend our congress are a.o. Prof. Rudden (Oxford), Prof. Dr. Mach (Director of the Institute of Sociology, University of Krakow, Poland), Prof. Dr. Zwilling (Former Vice Chancellor at the University of Heidelberg), Mr. van Winzum (Board of Directors MSD), Prof. Schermers (Prof. of International Law)

MOSAIC

"Meeting Of Students Aiming at the Integration of the Coimbra group" is the student organization of the Coimbra group. This is a group of old and traditional universities in Europe. Thirty universities are now members of this organization. MOSAIC tries to serve as an example for other universities through cultural and academic exchange.

MORE REASONS TO ATTEND THE CONFERENCE

- Laughing Therapy: What was the last time you couldn't stop laughing?
- Tour of Pubs: have you ever seen all the pubs in Leiden in one evening?
- Boat trip: Have you ever tried to cross the Atlantic Ocean with a canoe?
- Parties: All night, with live music.

Dear Friends of AEGEE!

How about two joyful and useful weeks to improve your English by taking part in discussions about interesting subjects?

The International Relations Club (IRC - UIK) offers you a

TWO WEEK SUMMER UNIVERSITY - LANGUAGE PROGRAMME AT THE BOSPHORUS UNIVERSITY IN ISTANBUL!

This language course will take place between the 31st of August and the 13th of September 1992. The discussions will be led by experts in English who are at the same time MA students in Political Science and International Relations. The aim is to let you practice your English by exchanging ideas about the topics you are interested in. The function of the "teachers" will be to help you to improve the basic faults you make during the discussions. According to different level of English knowledge, we can offer two different levels of courses. For lodging, the dormitories at our campus on Bosphorus will be available. Sightseeing in Istanbul is also included in our programme...

NOT TO MENTION THE INTRODUCTORY COURSE ON TURKISH LANGUAGE WITH AN EMPHASIS ON ITS CULTURAL ASPECTS!

Our suggestion for discussion topics are:

- Nationalism in 1990's - European Integration Process and Collaboration - Conflict Resolution
- The New World Order - Human Rights - Democracy - Religion and Culture - The Influence of Mass Media in Politics and in our Daily-Life - Environmental Issues
... and of course, we are open to your suggestions!

For further information, please get in contact with:

AEGEE-ISTANBUL (Contact group)
INTERNATIONAL RELATIONS CLUB (UIK)
BOSPHORUS UNIVERSITY
BEBEK, ISTANBUL TURKEY
FAX: ** 90 1 2799874

The detailed programme will be found in a next edition of the NB.

AEGEE IN ISTANBUL

WHO ARE WE?

We are students from Bosphorus University and have recently established an AEGEE Contact Group. We are all members of a four-year-old student club, International Relations Club (IRC), which has currently over 60 actively working members.

WHAT DO WE WANT?

We want to found an AEGEE-Antenna in Istanbul. We agree with AEGEE on its motto that says "actions speak louder than words". We, as young people who believe in a European future, as well as a global integration, want to combine our "actions" with yours: share our ideas on the platforms we will jointly create and open new horizons for friendship and cooperation.

WHERE DID WE GET THE IDEA FROM?

We have had relations with AEGEE-Bonn for three years. During this time-period, we jointly organized three conferences: two in Istanbul and one in Bonn. We also participated in an international conference organized by AEGEE-Bonn under the title "Political Integration of the EC and its Eastern Enlargement", in December 1991. From this year onwards, these conferences will be held regularly twice a year. Thanks to this fruitful contact, we got acquainted with AEGEE. We were more and more interested in the topics covered and the activities undertaken. We realized that we too had something to say in these discussions. And finally: We also wanted to be in.

INTERNATIONAL RELATIONS CLUB?

The IRC was founded in 1988 by several social science students. Its aim is to provide its members, in particular, and all the University members, in general, with a democratic forum where they can freely prepare, discuss, and present their works on any issue related to social sciences and International Relations.

In its four-year history, the IRC has grown to a membership of 200, almost 60 of whom being actively taking part in the organization of the activities. In the very heart of the IRC, lies its pluralistic traditions that we try to maintain. The club is now constituted by a dozen of autonomous working groups, each of them dealing with a certain issue (such as European Community and AEGEE, the Kurdish-Question-Peace Committee, Middle East, Turkish-Greek Relations, Women Movement, Comparative Economic System, the Greens, the Culture versus Civilization Dilemma, Newly Founded Turkic Republics in Central Asia etc.)

WHAT DO WE UNDERSTAND FROM EUROPEAN INTEGRATION?

European Integration is a huge, fascinating process. We think that, this unreplaceable experience can contribute to a peaceful global integration in the future - which should be the ultimate goal of humanity - (which may be utopic right now but must be kept as a target anyway).

- If Europe towards the rest of the world:
economically does not build itself to a club of the rich, culturally does not exclude itself from other civilizations and cultures:

- If Europe within itself:
can achieve its integration by preserving both the individuals' right to differ and the unique characteristics and peculiarities of the diverse cultures.

On the other hand, we note that concepts such as liberty, democracy, human rights, and secularism flourished in Europe. We believe in those concepts and want them to be understood and internalized much further by the people in our country, as well as in others.

Additionally, to the further refinement of these values:
Firstly, these values must be endorsed, internalized, and practiced in daily life at the individual level. (Otherwise they may become void terms).

Secondly, they must also be confronted with different cultures.

Is not AEGEE's aim to create occasions for such purposes?

WHAT KIND OF ACTIVITIES DO WE WANT TO ORGANIZE IN THE FUTURE?

- In September 1992, we will organize a summer language school where conversation courses in English and Turkish will be held.

- Wouldn't you be interested in a panel discussion, or conference in Istanbul on "Islam, Secularism and Democracy?"

- We're planning to organize panel discussions and conferences on regions as Middle East Puzzle, the Crisis in Caucasus etc.

(Yel?) Eastemly Yours,

AEGEE-ISTANBUL CONTACT GROUP



What is that?

Since 1990 we had 2 good organized European nSchools in Madrid.

The idea was that experience AEGEE members teach new and interested members about AEGEE. We need new members interested in AEGEE-Europe Matters. We need more continuation in AEGEE but therefore the new members must have the possibility to know everything from the old ones. If the old members leave their active place should know the new ones so much as their predecessors knew on the last day in order to go on with the knowledge and to avoid making mistakes in the future.

The ES could be also seen as a big platform for the general discussion about the possibilities of the future of our association and how can it be reached step by step.

How is it organized?

We have a one week programme of seminars, workshops, roundtables.

In the seminars we touched the topics of the institutions of AEGEE (Agora, PM, CD, WGs, the Local and European level) and the statutes, the idea of Europe and of AEGEE. In the workshops we have more the practical things as: How to organize a congress?: How to run an antenna?: PR and sponsoring matters in the combination with a congress also. In the roundtables we use to talk more about the general AEGEE matters as the future development of our association and about our temporary work for example AEGEE and Eastern Europe - Why do we create antennae there? or has AEGEE any political role? Can our WGs speak with "one" voice?

Who should be reached with these actions?

We need members interested in AEGEE-Europe matters and who want to do something.

Due to the fact that it was in the interest of the antennae to send motivated new members, the antennae themselves can support their members with the payment of the half of the inscription fee.

If you look around you'll find in the antennae's boards and in the CD, members who took part in the last European School.

The number of participants is limited to a number of 50 to guarantee the efficiency.

What do we want to make new?

We see that other Student Association engaged in Europe (AIESEC) are succesful because they use better their experience and their relation to their old members. We are quite young but in the future we must establish a good relationship to our "oldies" for instance for sponsoring etc.

Also we face after the AEGEE-Moskva case there is not so much known in about our specialities (idea, institutions) and aim of AEGEE.

If we really want to integrate them as equal members we have the duty to share completely with them our made experience.

Therefore we want to organize another European School (ES) in March in Central/Eastern Europe in the area Praha, Berlin, Krakow.

So we want to give especially members from Eastern antennae a chance to take part but of course every other member from West Europe is more than welcome, because this European School stays as a general approach to AEGEE-Europe matter. The other ES should stay in the summertime in Madrid. So we have the opportunity to reach the interested members twice a year.

We will start with this second ES in March 1993. You will get soon the first draft programme.

We are: Peter Simon and

Michael Merker

Suedenstr. 27 Pintschstr. 2

D-W-7500 Karlsruhe 1

D-O-1034 Berlin

tel: 49 721 818631 fax: 49 30 8382004 (att. AEGEE) new fax!

fax: 49 721 6084290 (att. AEGEE)

Please contact us for any remark, new idea or question.

So all the best,

Yours Michael Merker

E-MAIL: DRAWING COMMUNICATION BRIDGES AMONG ANTENNAE

These are some notes about E-Mail and we hope they will be useful to those antennae still not using E-Mail and to those which are starting just now. If you are thinking of using these facilities you should photocopy this article and put it in a safe place with the documents of your antennae.

I suppose that most of you know that the EARN W.G. doesn't exist any more. Now, the coordination of the work in the Net is done with a users list (EMUG), organised by Matthias Hinnah (Aachen), and we are building up a new W.G. (E-Mail W.G.) organised by Arturo Shaw (Madrid) and Dinu C. Gherman (Karlsruhe). This group will have the same objectives as the other except for the keeping up to date of the users list. Every AEGEE member interested in the work of computer nets can consider himself a member of this W.G. (but please, let me know). This W.G. wants to get a better and wider use of this facilities for AEGEE, to help all the users on their work with it and to convince the biggest possible number of antennae to use E-Mail.

1. What is E-Mail?

E-Mail is electronic mail. There are hundreds of electronic networks connecting big computers. Most of the universities have one of those computers. Usually those are connected to some networks at the same time to make easier the interchange of programs and files between universities or research institutions.

Some of these nets are of public domain or to be used by the educative community. Of this kind are EARN, Internet, Bitnet, and others. These nets were build to be used by ALL of us. Usually the university controls the use of the net and they often give free access to students if they want to use only E-Mail. There is just one way to know if your university can give you this possibility: ask for it. The people coordinating the EMUG and the members of the E-Mail W.G. will give you the name and telephone number of a person in your university in charge of the E-Mail facilities.

2. How to get an account

If you have never worked with this kind of net before you could ask for help to the members of the E-Mail W.G.

First thing you have to do is to find out if your university has these facilities and how they manage their use. If they dislike to leave it on the hand of a student you can do any of these things: be smart and convince a professor about your innocent intentions, or ask a member of the E-Mail W.G. to try to talk to them through the net.

It is very important that the accounts belong to the antennae, not to a particular person.

When you get the account, the best way to learn how to use it is to read the manuals or to ask for help to those who gave you the account. They use to be friendly and helpful.

In fact the only thing you need to do is to send a message to any of the coordinators. Then you will be included in the EMUG so it will be easier for us to help you.

If you cannot manage the mail system, or if you have technical problems but you don't want to disturb the computer responsables, you could ask to a member of the E-Mail W.G. of an antenna near to you. This person will probably be able to help.

All the E-Mail systems work with very easy commands. The most normal of these is HELP. You may be faced with UNIX or non-UNIX systems. Within the latter there is a system call "11" usually working in computers of IBM.

If your system is UNIX-like:

- You need to have access to any of the international communications procedures. Ask for it.

- UNIX systems usually to give help with the command "MAN" (manual) followed by the command you want to get help of. For example, try to type: MAN MAIL. The command "HELP" will probably give you a list of the commands you can use. With "HOW" followed by a command you can get a short explanation of the use of this command. The command "CAT" with the name of a file allows you to look into the file, and the command "DIR" or "LIST" will give you the list of files in the present directory. "PWD" will tell you which is the present directory.

- To send messages, "MAIL" followed by the complete address of the system where you want to send it, will probably work. For example type: MAIL AEGEE1@EMDUCM11.EARN. And write the message in the window that will appear. There are different ways to end a message, one of those is that the last line be just "." (a full-stop).

- To read the messages that you have received you have to use "MAIL" and nothing else.

If your system is not UNIX:

- It is possible that it works in an IBM.

- You need access to the international communications software. Ask for it.

- For your first message you can try any of these sentences:

MAIL AEGEE1@EMDUCM11.EARN

MAIL AEGEE1 at EMDUCM11.EARN

NOTE AEGEE1 at EMDUCM11.EARN

- You will probably have the command "NAMES" or "LNAME".

- To ask for help the usual way is using "HELP" followed by the command, for example, type HELP MAIL. It is also possible that the sentence "MAIL ?" might work.

- Surely you will be able to read the messages you have received using "RDRLIST".

3. And after the first message...

When you get to send the first message everything else is easier. The people of the EMUG will try to help you with any other technical problem.

The most important thing now is to organise a group of members who will come to the computer daily, if possible, to send and receive the messages. This is one of the basis to make the use of the net more practical and profitable.

4. Other possibilities

Some working groups have got their account (or, at least, the coordinators), some CD members (or their antennae) can also use the net.

The E-Mail system will allow you to access data bases in all the world and to the biggest bibliographic files. It is possible to talk to any other user in real time and you can easily access to file servers that have thousands of public domain programs.

5. The problem

The only problem with E-Mail is not to have an account.

Your antenna will receive the information later and, not being all the antennae connected we spend much more money and time.

The twenty five best antennae are using the net. A quarter of all of us!

If your University cannot give you these facilities you can try to ask the nearest antenna if you can use their account.

Good luck. The E-Mail users look forward to receiving your messages.

Arturo Shaw, AEGEE-Madrid

NEW CONGRESS IN FREIBURG!

THE UNSAID - FESTIVAL

(Parallel to the UNCED-Conference in Rio de Janeiro)

5 - 13 June, 1992

Organization: A SEED (Action for Solidarity, Eequality, Environment and Development) in cooperation with AEGEE-Freiburg/EnvWG and other youth - organizations.

Background: From the 4 - 15 June this year, there will take place a Earth summit on the future of the world in Rio de Janeiro, the UNCED (United Nations Conference on Environment and Development). More than 150 state leaders will meet and talk about grave problems of this planet.

But already now it turns out that most politicians will talk about global problems but act for their national interest.

A SEED was born to do on a grassroot level, what the Earth summit fails to do. Youths from all over the world decided to organize parallel to the UNCED Conference in different continents all over the world festivals where similar topics will be covered and where one will talk about topics which will be left out in UNCED.

The European Congress will take place in Freiburg, in a beautiful leisure park near the town which was give by the town-council.

There will be 2 1/2 days of introduction, 3 days of lectures in the morning and workshops in the evening and 1 1/2 days of final discussions.

AEGEE took over the organization of the one day with the topic "The European Community and its international role". Besides that specific topic, AEGEE-Freiburg helps in organizing different workshops.

600 young people from all over Europe are expected, AEGEE members as well as other interested youths.

Information:

AEGEE-Freiburg	UNSAID Festival
Armin Marko	Eschholzstr. 86
Sonnenaeckerweg 10	D-W-7800 Freiburg
D-W-7800 Freiburg	Tel: 49 761 36268
tel-priv: 49 761 806895	fax: 49 761 36269

sailing tour in holland

Due to an old tradition AEGEE-Freiburg is organizing its successful Sailing-Tour again. You have the opportunity to choose between two trips (each one for 18 participants):

1. 15. - 22. 8. 92

2. 22. - 29. 8. 92

Our sailing-area will be the IJsselmeer and Dutch islands, hopefully everybody knows what is expecting himself (lots of cheese, fla, nice people, little villages and wonderful beaches). Knowledge of sailing is not necessary (skippers are on board).

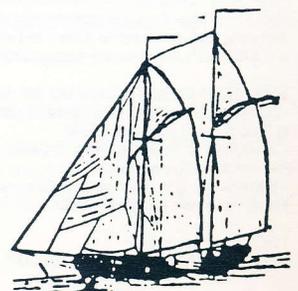
PRICE: 200 ECU (lodging and food are included).

Ask for further information:

Julia Gellner

Rennerstr. 4, D-W-7800 Freiburg,

Tel: 49 761 277952, Fax: 49 761 2034908



WINTER UNIVERSITY

If you are organizing an AEGEE university this winter, and you want to see your information published in the official AEGEE-Europe winter university booklet ...

- fill in this application form in two languages (in the language you will teach and a translation into English or French. If you organize a course in English or use English to teach some other subject, don't forget to send the French translation of the programme. Please translate also the underlined words),
- send a copy in a computer disket (if you can, use an Apple-Macintosh, and write with one of these programmes: MS-Word, Macwrite, PageMaker, Nisus. If you only have a DOS PC, please write with MS-Word or Wordstar),
- send a copy on paper,
- send all before the 30th September 1992, to:

S'il vous plaît,

- *completez ce formulaire en deux langues (dans la langue que vous allez enseigner et la traduction en anglais ou en français. Si vous allez organiser un cours de français ou allez enseigner une autre matière en français, n'oubliez pas la traduction en anglais. Traduisez aussi tous les mots soulignés),*
- *envoyez une copie de ce formulaire bilingue dans une disket d'ordinateur Apple-Macintosh en ayant employé un de ces programmes: MS-Word, Macwrite, PageMaker, Nisus. Si vous n'avez qu'un ordinateur MS-DOS, n'employez que les programmes MS-Word or WordStar.*
- *envoyez aussi une copie du formulaire en papier.*
- *envoyez tout avant le 30 septembre 1992 à:*

AEGEE-Winter University Coordination
c/o AEGEE-Milano
Via Trebbia, 33, I-20135 Milano

Information, help & others / *Pour information, aide & d'autre*
Vittorio Dell'Aquila
tel.: 39 2 4455785 (home/privé)
tel.: 39 2 55192902 (AEGEE-Office/Bureau)
fax: 39 2 55192892

Place / Lieu:

Organizing antenna / Antenne organisatrice:

Course's subject / Sujet du cours: (1)

Course's theme / Titre du cours: (2)

Working languages / Langues de travail:

Levels / Niveaux: (3)

Maximum number of participants / Nombre maximum de participants:

Lodging / logement: (4)

Meals / Repas: (5)

Date: (6)

Number of weeks / Nombre de semaines: (7)

Fee / Cotisation: (8)

Payment / Payement: (9)

Registration deadline / Date de clôture pour les inscriptions:

Responsible / Responsable du cours:

Address / Adresse: (10)

COURSE / COURS:

- Teaching staff / Professeur: (11)

- Teaching programme / Programme du cours:

- Course's accommodation / lieu du cours (12)

- Timetable / Horaires:

- Teaching equipment / Equipement à disposition: (13)

LEISURE PROGRAMME / PROGRAMME DE LOISIR:

- Excursions: (14)

- Other / Autre: (15)

SHORT DESCRIPTION OF THE CITY OR

SHORT PRESENTATION OF YOUR ANTENNA OR

SHORT INTRODUICION TO YOUR SUMMER UNIVERSITY

BREVE DESCRIPTION DE LA VILLE OU

BREVER PRESENTATION DE VOTRE ANTENNE OU

BREVE INTRODUCTION A VOTRE COURS

- (1) language or other subjects
- (2) Title of course or specific argument
- (3) 1: Absolute beginner, 2: Intermediate, 3: Advanced
- (4) With AEGEE members, student hall, hostel etc. Specify if the sleeping-bag is needed
- (5) Specify if the fee includes also the meals or not. If not, please, write how much it costs approximatively to eat and if it is possible to use university's restaurants
- (6) During the whole year
- (7) Min. 2 weeks, max. 4 weeks
- (8) Maximum fees: 50 ECU/week
- (9) Specify if the participants can pay at the arrival or if they have to pay the whole amount or a part before the beginning of the course on a bank or a post account
- (10) The application forms will be sent to this address
- (11) University professors, professional teachers and/or students
- (12) University classrooms, school etc.
- (13) Laboratories, videos, library etc.
- (14) Specify if the excursions will be payed by AEGEE or not. If not, please, write how much each excursion will cost
- (15) Cinema, theatre, concerts, parties (European nights, barbecues ...)

Dear AEGEE-Members,

AEGEE-Jekaterinburg

was created to give students the possibility to know each other, to solve common problems, etc. And it will be possible if we go by way of association. (Unfortunately, it is too difficult for Russia's youth to participate in European events of AEGEE due to the high travel costs. What is the way out?

1. We are experienced in working in Russia and abroad. Most of the students of our Institute (university) work every summer. We build rural houses, farms, hangars, etc. We know most of the construction specialities, including welding. Also we work at harvesting, at conveyors of food and other industries. We don't fear any work. So, we, AEGEE-Jekaterinburg, ask all of you to assist us in searching for any work in your city or region for some working groups of 6-12 students from our antenna for 1-2 summer months (July, August, September).

It would be a real possibility for our students to meet you, to know Europe, to get some money to participate in some AEGEE events.

2. We would also like to organize a so-called "no currency" exchange of tourist youth groups. Each of the organizing parties provides lodging (e.g. in students' families), meals, sightseeing and excursions, some pocket money for arriving students.

It would be a real aid for us to solve our financial problems and it could be a part of East-West activity. We hope we can solve every problem together.

In any case do not hesitate to contact us.

With European greetings

Kirill Diachkov
President of AEGEE-Jekaterinburg

AEGEE-Jekaterinburg
19, Mira Str.
Ural Polytechnical Institute
620002 Jekaterinburg, Russia

WINES OF VALLADOLID PRODUCTION EXPORT & CONSUMPTION

Conference on everything you want to know about wine.
Taking place in Valladolid, 24th - 27th September 1992
Expecting 100 AEGEE-members from all over Europe

AEGEE-Valladolid proudly presents its first AEGEE-event, Wines of Valladolid, to be organized in September. Besides the Summer Universities the Calendar of Events is quite empty. So the place to be is Valladolid, in Spain.

The conference will focus on several aspects of wine. The province of Valladolid produces many high-quality wines, in Ribera del Duero, Rueda and Serrada, amongst a lot of other places.

The production of wine will be shown during lectures and visits to bodegas. Marketing and export will be presented in lectures by some specialists. And also the European wine-policy will be highlighted during the conference. Consumption is another aspect. More details will be sent to all antennae. We hope to see a lot of AEGEE-amigos in Valladolid, 24 - 27 September 1992.

Registration for the conference is already possible. Send a postcard with your name and personal data to:

AEGEE-Valladolid
Maria Luz Medrano
San Lorenzo 5, 7-C
E-47001 Valladolid
tel/fax: 34 83 331043
(this is also the official mailing-address of the contact-antenna AEGEE-Valladolid, so please send all informations on your events and activities to this address).

EAST-WEST DISPATCH APRIL

contents:

1. East-West Academy and EWWG meeting Warszawa
- 2.1 Next TEMPUS application
- 2.2 TEMPUS Academy Budapest
- 3.1 Moscow trip in May
- 3.2 European School

1. AEGEE-Warszawa organizes in cooperation with the EWWG an East-West Academy from the 1st-4th of May, under the title "Solidarity after the Warsaw pact". It deals with the present political and economical situation of the countries of the former Warsaw pact and their possible relation and interaction in the future. How is the basis of future cooperation and other interesting questions which were raised after the fall of the Iron curtain, should be discussed at this academy. AEGEE-Warszawa invites grateful every interested person. Besides the academy the next EWWG meeting will be held in Warszawa at the 1st and 4th May. The main topic will be the future of the EWWG as a more thematic working group and its process to reach this status. We think that the EWWG should work more on the content of East-West relations and should assist more in organizing projects in this field. Another topic will be the future development of our contacts in CIS and of course our Moscow trip. Also we shall discuss about the improvement of the communication with the Eastern antennae (fax).

2.1 As I told you the 1st of June 1992 is the deadline for the application subventions from the EC TEMPUS office for projects which will take place from the 1st January - 31st August 1993.

If you have plans for projects in this period and you want to apply for such subventions, please check in advance the rules of the Vademecum 1992/93, before you sent this to me (you can get copies of the Vademecum from me).

AEGEE-Europe as one association can only present one general application, fulfilled with the single ones from the antennae, to the EC TEMPUS office.

Please don't send alone single applications in.

To improve the preparation of this application I think we need one month time to work out a good one and discuss it with the participating antennae. Also we should present as last year our plans to the EC TEMPUS office in order to know our mistakes and correct those ones. So we have more chances to get a success with our application.

Please send me your plans of projects according to the rules of the last Vademecum until the 1st May, afterwards I cannot guarantee a successful application.

I will make the next application in cooperation with the TEMPUS Team.

So if you have questions and suggestions please contact me.

2.2 AEGEE as a student association is helping to improve the situation for students in many parts. In this content you can face our activities in the field of the mobility programmes. We can say that we made good efforts in the field of ERASMUS, look to Erasmus academy and congress; ERASMUS WG.

In the TEMPUS matters we are on the way and we are organizing a TEMPUS Academy in Budapest from the 19th - 23rd November. We want to see this event as a start of informing the student about TEMPUS, its problems and future development. During the academy we shall try to work out a first evaluation of the Tempus programme from the University and students side.

Afterwards we want to publish the results in a handbook, which will be distributed to all universities, Tempus offices and student associations.

We can only make this first event with some universities, which we have to choose. So we ask you, who of you is interested to cooperate in the creation of the academy. It means practically you would look at your university for the Tempus responsible or for professors, who are working in a Tempus project. We need their opinion about the programme and should try to invite them to the academy as speakers.

If you are interested, don't hesitate to contact me.

3.1 After our visit in Moscow from the 6th - 11th February, we saw the necessity to start with new contacts in Moscow as I have already told in my letter about the Moscow trip.

The rebuilt of AEGEE-Moscow is the keypoint of the development of AEGEE in CIS.

We have to demonstrate that it is possible to have functioning AEGEE groups under these difficult conditions.

But we need you - interested AEGEE members to introduce AEGEE to the Moscow students and to help to rebuilt AEGEE in Moscow.

Our tour will take place from the 12th - 18th May. We discuss more about it at our EWWG meeting in Warszawa.

The organizer of the trip is AEGEE-Bonn c/o Sebastian Hübner; mailing: AEGEE-Bonn, Postfach 1552, D-W-5300 Bonn 1, tel: 49 228 470954, fax: 49 228 219359 att. AEGEE, Thomas Utsch.

3.2 You can also see about this tour in the content of internal education. We have to improve the knowledge about our association and support interested members to be more involved in AEGEE-Europe matters.

That's why we need more possibilities to train about AEGEE more members especially more from Eastern Europe.

This was the idea of a second European School also held in Central Europe. It should be in March and you can find more about it in my letter "European School".

At the moment we are looking for the place, where we can organize it. Maybe we could get for free rooms and lodging in Strasbourg from the center of the European Youth foundation.

We are in the preparation of the content and we will use also the experiences of the European School in Madrid in this year.

So if you have remarks don't hesitate and contact me.

Yours Michael Merker.

REPORT about the MOSCOW TRIP from 7/2 to 12/2

As officially told we visited Moscow from the 7th to the 12th of February. We, Sebastian Hübner (Bonn), Gero Heubler (Heidelberg) and me.

1) Situation of AEGEE in Moscow

It became clear that AEGEE-Moscow was never officially registered in the Court of the town. So from the juridical point of view AEGEE has never existed in Moscow. We have also no contact antenna or antenna there because one necessarily to be regarded as such a one is to be registered at the town court. So the only thing we have are personal contacts in Moscow.

Another fact is that the existing board, on one side - the board was founded in the time as this organization called itself International discussion club and it was not changed when new students wanted to join this under the name of AEGEE-Moscow - was never elected from an assembly of AEGEE members, on the other side ordinary members couldn't work together with the board anymore. Between both groups no faith is there anymore and therefore no base for further cooperation. This was our impression during our visit and also both groups stated this in different letters. So the members commission has a meeting in Cracow to find out a solution.

2) Future perspective

So the most important fact of our visit was the finding of new contacts in Moscow, that is why we had a meeting with other existing contacts. During one other day we had a bigger meeting at the university (dep. of Journalism) for interested students and we introduced AEGEE to them. As I already explained in my last letter the economical students are very high. For a normal student it is quite impossible to travel to western Europe and to take part in our actions. For example a one way ticket Moscow - Warsaw costs \$20,- and this is 2400 rubel and the students earn every month 200 rubel. If we want to take some actions there it is first on our side to go to this country in order to help them. Besides we see the importance to teach them more about AEGEE. These both things we want to combine in an official trip to Moscow.

3) Practical points

Members from different antennae should participate and should be able to talk about a special part of AEGEE. While we were in Moscow, we created out of the interested students a preparation team which shall organize the things in Moscow and make the advertisement for a big introduction. We want to carry through a public presentation of AEGEE at the main university. After the winning of interested students we are planning to teach more about the specific aims and structure of AEGEE. It should be like a little European School. We should help them to create an AEGEE group and we must assist them to work out a democratic election of the board. I think these things can guarantee the avoidance of the mistakes of the past.

But therefore we need you, the interested AEGEE member, the trip shall take place from the 12th to the 18th of May to Moscow. We expect 30 AEGEE members. AEGEE-Bonn is from our side the main organizer of the practical matter, so for questions/remarks and naturally your application you can contact:

Sebastian Hübner, AEGEE-Bonn, Postfach 1552, D-W-5300 Bonn 1
tel: 49 228 470954 or Me(rker)

So don't hesitate and contact me in case of questions or remarks.

All the best (love).

Michael Merker, Pintschstrasse 2, D-O-1034 Berlin
Fax: 49 30 8326562 (att. Desiderius, AEGEE)

AN INTENSIVE WEEK AT BRUSSELS

Brussels, March 23rd to 28th: important days for AEGEE.

There are some days when you feel like having done something right for the future of our association. That's how some of the CD members must have felt after this week in Brussels, at least, that's the way I felt.

On **Tuesday 24th**, Georg, Jean-Luc, Cristina, Stephan and myself had an interview at the **Task Force of Education of the Commission** with Mr. Jones (Director), Mr. Lenarduzzi and Mr. Pereira. A fluent and vivid exchange of information was set up and it was made clear that AEGEE is a privileged partner of the Commission. Understanding and will of practical cooperation as well as financial support was provided. One clear message: present to the Commission only sure and successful projects, no more cancellations! (Paris case). To me, other results were as important: ensure future meetings with them in order to provide our ideas for Erasmus Phase III, ensure continuation since several CD members who will continue were present.

During the **European Student Fair**, Georg and myself took part in two **lunch-conferences** organized by In-Medias: Georg about Student cards and myself about Student Mobility: the problem of accommodation. Both conferences were quite interesting and among the other speakers there were representatives from the Commission, Fondazione RUI, Studentenwerk, Universities, etc. Then, also Jean-Luc and myself took part as speakers in a morning conference under the title **EC Programmes: Erasmus, Tempus, Comett, and Lingua**. This proves that AEGEE is considered an association with human resources specialized in the mobility field... Let's prove them right !!!

On **Thursday 26th**, we had another interview at the **Erasmus Bureau** with Mr. Alan Smith (Director), Mr. Dollase and Mrs. Menage. We also took the opportunity to visit some other officials of the Bureau such as Lioba Simon, Pedro de Sousa, Brian Frosts-Smith. This meeting proved to be very fruitful. I took the opportunity to hand them the follow-up of the Erasmus Academy I and explain our future projects on Erasmus. The results are motivating: they will mail us their newsletter and other materials, they will also support our application to the Task Force for financial aid, they will write an article about our work on Erasmus (namely the Erasmus Congress at Geneva) to appear in the next Erasmus newsletter and finally we will all meet together in the close future to exchange ideas for Erasmus Phase III and give our input concerning the **Student Fair**, my **evaluation** is only "average": we had a better placed stand than last year and much more working people and PR material, but I think we can get more out of these Fairs. A few of us visited most of the other stands, handing info brochures and presenting AEGEE. It was good to see that some of them knew about their local antenna. Again support of the Universities to their antenna could be partially gained at this Fair with a presentation that proves the importance and repercussion of AEGEE. At the **Mobility Forum**, I had the opportunity to meet some of the people I had met at the International Education Conference in Montpellier, but nothing new was said by the Commissioners.

In all, this was a good week for AEGEE's future prospectives. I only hope that we now take the challenge of proving the people in Brussels that we are a real practical association and do real practical things in the field of student mobility. Now, we have the contacts and they trust us, ... Now, it's in our hands, LET'S GET TO WORK !!!

Your friend, Enrique "Kike" Plesgo Lázaro

Some conclusions from the European School '91

European School paper on PR Strategies for AEGEE-Events.
Madrid, 19 to 24 July, 1991
presented by Christoph H. Vaagt (CD 87/89)

Principial remark: this paper on PR strategies is a technical paper on how to organize your efforts in order to maximize the results, that is to reach the most numerous and comprehensive target public for the attendance of your event. The numerous AEGEE-related organisations have shown that you, the young AEGEE-member, usually master the content of the message - but you usually do not: sufficient time and thought on how to communicate your message effectively. It should be a policy in AEGEE to look for new target audiences, to attract more and different people, and therefore it must be a constant warning that each target audience has its own way of receiving messages. It is definitely not sufficient to rely on the AEGEE-network to distribute posters, leaflets and the like - the effectiveness of this system proved to be rather poor (except for internal events).

1. Overview:
This paper centers on what does entail a proper strategy in PR for AEGEE-like events. It is suggested to make four steps and to spend sufficient time on each of them: 1. What are you doing/what kind of event are you organizing for which target audience? 2. Which means of communications do exist and which are the best ones to reach your target audience? 3. What is the financial situation? 4. Who is likely to help you?

2. The four steps:
1. What are you going to do:
When stating your activities, you might have a vague idea of what kind of theme or event you want to treat. It should be scrutinized which kind of event is the best: for a theme of defense in Europe, it might be a colloquium; for a European regions event a big congress with press event might be the best thing; for a internal discussion the creation of a working group might be the best; for language training a summer camp might be envisaged. Discuss first how best to treat the theme/idea you are developing. It can be said that there have been quite some examples where, albeit the idea was good, the way of having organized was rather counterproductive. An example is the European-Asian relations with small seminars, without officials attending, and with high-specialized speakers, but without necessary preparation available to the participants. It can be said that this congress was not really memorable, except for its reception in the Elysee with M. Mitterand offering a glass of champagne.

2. Clear of what the message for the participants shall be of the congress. Do not set available results. Do not expect anybody to come up with brilliant ideas during a congress. To the opposite: make sure that the participants get away with a clear message: yours. Make certain that everybody knows the basic problems being discussed, and have the right speaker to tell them the right way to look at it. This is your way, and it should be clear to you. You should have a clear message about the European dimension of what they are talking about. If there is a congress on immigration, make sure that both speakers and participants go some with the conviction that we need a European Charter of Human rights, being enacted by a European Parliament on its own right, to ensure that the European Border Police treat people from other (non-European) cultures with the same respect as they do expect being treated themselves when entering Gambia, Hong-Kong or China (sic!). This is just an example, but do not shy away from putting the people in the picture. Do not be afraid to be clear. Be clear to everybody. It is you who has the right message, and the way you asked the speakers to treat the problem has been arranged so in order to get this message through (both should be considered as legitimate ways of doing it).

After having exactly defined what you want, it should be clear to you how to treat the problem: superficially, by a big gathering, involving hundreds and hundreds of participants, including press etc. or by a small think-tank level meeting, with pre-selection of participants, looking rather for quality than for big publicity effects.
Do then decide to whom this message should be directed. There are a big variety of target audiences: AEGEE-Students (in particular for internal events like Presidents meetings), other students (important for the recruitment of new members), members (possibly as members of the Parliament on its own right, something to sell), and civil servants from local, national or European institutions.

Since each of the events aim at a different public (that is to say not only AEGEE-members), there is also an optimal way of communicating your message to the respective target audience. We shall have a look on the variety of means of communication, and you will see that the AEGEE-network is of very limited usefulness if you want to attract people from outside AEGEE.

II. The means of Communications
A. Hear-say: this method is the least easily one to organize and the most difficult one to predict. Clear advantage: no financial implications, but you are running a high risk. In order, however, as the European Schools shows, mainly inside AEGEE, and usually concerning internal problems like relations between CD and Antennae.

B. Individual letters (as opposed to direct mailing efforts).
Individual Letters are usually sent to invite speakers. However, they must be considered in case that the organization of the event itself works out fine, and money on you are organizing. These people are simply not used to come to events like this one you are organizing. The same is true for politicians, albeit chances to see them without having them as speakers are rather small.

C. Direct mailing efforts: Direct Mail has been established as an effective and very well aimed means of communication - on condition that you know who you are aiming at. There is a statistical record of return rates (which is an essential part of your mailing package) of 5 to 10%, WHICH MUST BE CONSIDERED HIGH!. The basics about Direct mailing are: it must be a very selected address list, up to date and most comprehensive; the direct mailing must be repeated in time laps of 2 weeks (at least three times); the message must be always slightly changed in order to increase interest without being too pushy. Address lists may be purchased from specialised agencies (like Rapp and Collins Europe), or put up by yourselves or can be found at government/specialised institutions etc. It can be said that such address-lists are never complete nor up to date, but they might serve you as a base.

For instance, the addressbook of AEGEE is such an address-list, and it took about three years to have it complete and up-to-date.

D. Print and broadcasted Media:
TV and Radio are mass-media-tools; they are therefore, it seems, not within AEGEE's reach. There had been made use of it, however, by example in March 1987 with the video-link among five AEGEE-Antennae (Munich, Nice, Madrid, Paris and London). This had been a European event, and nothing prohibits to use them again. Print-media are sent out of the press releases in order to reach a certain target audience. Press needs to be lobbied and cared for; without meeting journalists, you shall never have a good article on AEGEE-activities.

Basic rule is: Press must be constantly and personally contacted, there should be incentives to have them (a minister talking on ideas or moments of importance, or at least a cocktail party, if not a dinner).

Another important thing is: You must have a message. Simply being European might establish credentials, but does not come through on a screen, be prepared, both in acting before a camera and in speaking freely on a subject subject.
Printed press always is in need of photos/images; if you can provide them together with an article, the probability is somewhat higher to be published.

E. Concluding his chapter on what and when and how to produce printed material yourself (whether it is a leaflet, a poster, a report...) is again a matter of importance you attach to this activity. It is absolutely necessary that you use a material that fits into your general strategy. For the 1987 Space congress in Munich, with 100 managers coming and paying 500 ECU each, the way of communicating needed to be adapted to the way in which they do usually receive information. That means: 2 announcement flyers, with attached pre-registration forms, and personal invitations upon the pre-registered flyers. For the 1987 Space congress in Munich, presented in a high-quality way, the report was a 10,000 ECU deal, highly disputed at its time within AEGEE, but justified in relation to the income generated.
By contrast, an internal working group invitation can be sent to AEGEE-antennae by copied letters; there would be than hear-say to spread the message, don't worry.

3. Finances:
Putting up a budget is one thing, generating income for PR-ends another. It is of course important that the organization of the event itself works out fine, and money needs to be put in it. But if nobody is attending, why keeping the money? In general, even if questions of budgeting in AEGEE remain unsolved for the rest of this millennium and the first half of the next one, there is one particular interest to speak about: Good PR is a human brain exercise, and you should not hesitate to participate. As the Space Congress prove, AEGEE is capable of organizing events which prove to be interesting to professionals, and AEGEE has good contacts for Events like EuroManagers of Team 90.

4. Human resources: The people inside AEGEE are often highly skilled, but sometimes badly positioned to make full use of their skills. Since they are usually young, it is all the more important to have their skills exploited. A good example is design of print material. Done by outside designers, you might pay 30 ECU or more per hour. Look around the antenna or try to recruit the right people - all the more you spare money. Human resources functions has, therefore implications on both budget and quality of your communications, and you should not hesitate to look intensively for the best on the job. I refer here to the paper of Tim Rogmans of last year's School, which is quite explicit. The time you spend in choosing and motivating the right person for the job is the best investment you can make.

A last word should be made on matters of timely communication: there are limits as to what can be absorbed by a human brain during a certain amount of time, and the effect of repetition of the message is quite known as well. The more often you repeat the message, the better. The most adequate way to find out the right time is simply to look up what others are doing; like the International Herald Tribune organizing its conferences (six/4/3/2/1 month announcements).

Political Role of AEGEE and its limits.

workshop paper presented by Christoph H. Vaagt during the European School, Madrid, 19-24 July, 1991

This second paper on AEGEE and limits as to its political role shall have two parts: a first one, being rather technical and trying to make clear which constraints any kind of policy formulation and putting into practise has; only after realizing this condition-sine-qua-non, a useful discussion can be started. In the second part, two of the most discussed topics, the political role of AEGEE, and the limits of its political role, will be discussed during the European School and which I found useful to resume here. The topics are: Antennae in Turkey?; new definition of the goals of AEGEE; and the idea of a European Pressure Group. Cross-references shall help to understand the method used herafter.

Part I:
The role AEGEE can play in terms of politics, on one hand, and to which degree it is useful to have detailed discussions with AEGEE of a political nature, on the other hands, is determined to a number of possibilities and constraints.

Before starting, we shall try to give a definition of what we mean by "political decision". And we have found that it is most useful to have a rather large definition: that is, a political decision is only that of a certain nature, taken by certain organs charged with the decision-making, with a precise end, that is a decision aimed at maintaining or furthering the common good of the institution concerned, and, in the context of AEGEE, having the objective of promoting the European Unity concept.

A) The possibilities of political decision-making:
AEGEE's actions have shown three types of political decision: 1. Indirect influence (for instance through congresses, publications and Press-related activities). 2. Direct influence on decision makers in governments, institutions etc (for instance the participation in the ERASMUS-Programme, or in discussions with governments officials, up to President Mitterand, on all levels of local, national and European government, and 3. the motivation of young Europeans (as we all are); by creating this unique network, by discussing topics of political interest, by language training (Moot Court and Erasmus-Acculturation, etc.). On every of these fields, political decisions are: hence to influence in which direction to focus attention, by which means, whether to allow Antennae in Eastern Europe or not, ...

B) The limits of such decisions have four dimensions: the most obvious one is that of the so-called "image de marque" of a student association like AEGEE: the quality of the work, the quick reactions of respondents, and the overly demanding way in which requests have been put. The second, equally obvious limit is that of the changing environment AEGEE is acting in: Since the Single Market is more or less achieved, it does no more serve as a motivation slogan; other topics must replace it. But also competition of AEGEE activities with other institutions like law (ELSA), Medicine, geography, ... and Blue Platform. To adapt AEGEE's policy to this changing environment is of utmost importance.

The structural limits AEGEE has imposed itself on its policy-formulating are the most discussed within AEGEE, but it is essential not to mix up constitutional elements of the structure, which shall remain since they help to form the AEGEE-spirit, and others, which are rather due to the kind of association AEGEE is and therefore are difficult to understand, but never to be overcome: by this we mean the fact that AEGEE consists of young, mainly inexperienced students, acting in highly selective political areas like European defense, or Turkish-European relations, ...

Another part of the structural limits is the Age-group. AEGEE-members are: 18 to 35. The other is the way the AEGEE-members are being educated; formation is still lacking within AEGEE, despite these remarkable efforts like the European School.

A third one is the internal Democracy: in fact, looked from outside, the internal decision power from our (that is to 15 month experience) to young members (that is 1-3 month) by elections of both local and European Boards have led to a neglect of experience available inside the network, and to a discussion focussing far too much on persons and not on politics.

A fourth one is the way how AEGEE-Europe is built. The distinction of only local elements of the structure, which shall remain since they help to form the AEGEE-spirit, and others, which are rather due to the kind of association AEGEE is and therefore are difficult to understand, but never to be overcome: by this we mean the fact that AEGEE consists of young, mainly inexperienced students, acting in highly selective political areas like European defense, or Turkish-European relations, ...

Finally, the limits on or policy is a very practical one: finances. If we can not travel as we would like to or need (by example to go to the Commission for discussion, to Strasbourg, to Luxembourg, ...). The money spent on mailing, telephone, meetings, is all too limited. To be able to do anything in today's world, a semi-professionalism would be needed, but as long as we keep our financial means-coordinated as it is, this will remain a good wish. Take the example that, despite AEGEE's five year existence, there is no central office!!

Part II: Three examples of policy decision AEGEE is to confront in the next months to one year, and how they will be dealt with:

1. Admission of Turkey in AEGEE:
The idea to have students from Turkey participating in AEGEE is very old, indeed. Some attempts have been made in the EC-AEGEE but the EC-AEGEE has asked itself what to do. Since the opening of the EAST, and new formulas being found (Contact-antennae, reduced membership fees...), the questions has been fuelled with arguments. The main thing seemed to be: "Shall we stick to the EC-boundary (now obvious)?" 2. Shall we consider Turkey being part of Europe or not; 3. Can our organisation swallow such a large part of land; being little-Asia; 4. What about old resentments from Austrians against ottomans... and all that stuff.

Indeed, looking to the possibilities, the motivation of the European youth for the European Integration Process could easily be extended to include Turkey, including Turkey. The limits, imposed by finances, shall be overcome. The main criterion therefore is whether we ourselves are capable of extending the project of the EC, that is uniting people and not only economies, to a people which seemed all too strange for some time, but has clearly a pro-European feeling. And since we do not have the political implications to observe at the EC (common defense, economies, immigrants...), we shall rather focus on our idea of AEGEE being a social laboratory, that is a means of trying to find out what it is to have Turkish people inside our network (as we say, the EC will never be able to do otherwise; if we do not, there will be a first generation of people who have experience dealing with Turkish people. Arguing this case is therefore a matter of exploring all the possibilities our network of young Europeans offers, and being aware of the limits and to which degree these limits are a real obstacle.

2. New definition of AEGEE's goals
The second example chosen here is that whether AEGEE shall stick to its once-formulated definition of ideas or whether it would be better to change it slightly.

The main idea for the creation of AEGEE was to make students aware of the 1992-process, being laid down in the Single European Act.
The possibilities of action extend now into Eastern Europe, the people, especially its youth, will not have the opportunity to enjoy the same freedom of establishment, studying etc as those living within the EC-boundaries. However, everybody agree that the people from those former communist countries shall be part, one day, of the European Unity Project. For AEGEE, it is a clear objective to establish contacts there.
The definition of our aims, however, needs to be adapted, since it does not make very much sense to talk today of a Single European Market, which is to be established soon, and to which a great many AEGEE-members from Eastern Europe will not have access for the next twenty years or so to come.

To change the idea of AEGEE in line with its origins would mean to extend the Integration project towards Eastern Europe on a large scale without forgetting the ideas of its creation. The limits of AEGEE's philosophy are therefore the same as before the changing environment and the structural ones: can we have 150 antennae or more without head-office, that means without some sort of semi-professionalism? We rather doubt so, and therefore it seems to be necessary to discuss some alternatives as well, allowing for the election of a team of students which would stay for longer at the helm of AEGEE, and which is capable of managing the Association from a steady base/headquarter. That, we would redefine the ideas of AEGEE in the sense that we enlarge our objectives: one of the best candidates for being used that is the living community of people who have experience dealing with Turkish people. Arguing this case is therefore a matter of exploring all the possibilities our network of young Europeans offers, and being aware of the limits and to which degree these limits are a real obstacle.

Above all, there should be the effort, on behalf of AEGEE and its members, to create the feeling of belonging together and sharing a common destiny among young Europeans - the only way of preventing the old-fashioned way of "cooperation" instead of living and working together, of sharing an idea and a common feeling.

Referring to the abstract Part I on possibilities and limits of AEGEE policy, the new line of communicating our ideas is found to be a challenge - if we create the advantage by formulating a new philosophy.

3) European Pressure Group
There had been some discussion spend recently within AEGEE whether it should not be transformed into a pressure-group for European Student belongings. In fact, this is nothing else but discussing one of the already existing policy options of AEGEE: to have direct influence on policy-formulation of national, European or local government or institutions. AEGEE has helped to draft the ERASMUS-Programme during the Presidency of Frank Biancheri, founding president of AEGEE; therefore, this option had been already exercised. But is a new proposal insofar as it focuses on the lobbying of students for themselves, and therefore with a limited view of European matters. AEGEE-members had been people who have much broader interest than just to look for themselves and their matters; it can therefore not be the only goal of AEGEE. Further limits are that of financial and structural nature. Financial, because one needs to travel extensively and to be present at all the important meetings. Structural because it is a long-term job, and the most important about lobbying is to have the same person being there and establishing personal links. The CD of AEGEE-Europe has, however, rarely members serving longer than 1 1/2 years on the board; it seems hardly enough to be introduced, definitely not enough to keep it going. Either one should envisage the semi-professionalism (which goes against the AEGEE-spirit and structure) or one needs to charge somebody from outside the network (structure, but with both strong links with AEGEE and the Community/national government officials, as well as the political formation of the ERASMUS-Programme, or in discussions with governments officials, up to President Mitterand, on all levels of local, national and European government, and 3. the motivation of young Europeans (as we all are); by creating this unique network, by discussing topics of political interest, by language training (Moot Court and Erasmus-Acculturation, etc.). On every of these fields, political decisions are: hence to influence in which direction to focus attention, by which means, whether to allow Antennae in Eastern Europe or not, ...

Conclusion: Look at AEGEE-limits to the possibilities, and you will find a clear answer to the new challenges of policy-formulation for AEGEE.

CONCLUSIONS SEMINAR III: FUNDRAISING STRATEGIES. Speaker: Michiel YBEMA

Fundraising means raising money, we are going to raise money by selling the product AEGEE. While doing this, we must have one thing in mind: the position of AEGEE is not weak, we are the most powerful European student association.

1. Name/image sponsoring: we do something concrete in return for the money (advertisement, logo printed in posters, opportunity to present their company...)
2. Participation sponsoring: we have something to offer that can fill specific needs of the company (job markets, stage programmes)
3. Ideology sponsoring: we give you money for being what we are. An institution who shares our aims and trusts our way decides to support us financially.

This latter type of Fundraising is called subsidization or advertising, the other two would be sponsoring. Companies or profit-making organizations, will be interested in AEGEE because we have Human Resources or because we have purchasing power. Most of the time it is our Human Resources they want. If sponsors can somehow bring their company closer to us, they might be able to save a lot of time and money spent on recruiting. Therefore, we should stress how active, experienced, enthusiastic, multilingual and enterprising our members are!

There are some general steps which can be followed when approaching a company for sponsoring, although there is not a single strategy that would work with all companies and all situations. Here are some guidelines:

1. Find information about the company and the person you are going to contact: address, phone-number, department (title) and name of the right man or woman.
2. First call: ask for connection with this person (be aware of the power of secretaries). The first 30 seconds of conversation on the phone are of great importance, have them well prepared and don't talk too much in this stage. It is enough to say something like "We are working on a project about... and we thought your company might be interested in this. Can I send you some information about it?".
3. Send the information immediately: this means you ought to have it prepared beforehand. You should send it immediately because otherwise the official will forget about you and your project and throw your documentation away when he gets it. This should include:
 - a brief description of AEGEE including in keywords the aims and amount of members;
 - a brief description of your event;
 - what would be the participation of the company (a stand, advertising, a presentation).Write it in the mother tongue of the receiver and have it corrected by a native speaker. Realize that an average official will not spend more than 30 seconds in reading your documentation. Fit it into one A4 page.

4. Second call: it is a follow-up call about one week later (two weeks for companies in other countries) to be sure that the information has arrived. Ask whether anything is unclear and answer possible questions. Do not force a decision, and do not discuss it on the phone, the aim of this second conversation is to make an appointment for a meeting. To meet is the most important thing in negotiating. You should have a proposal for a deal, otherwise the other party gets confused, and the date should be set soon afterwards. You could also arrange a presentation in front of all those who will be involved in the decision (this avoids being rejected because of personal dislike).

5. Meeting: Realize that from the moral point of view you are always the winner since you work non-profit for an organization with good aims. Show yourself as very convinced of your project, reveal details that you invent on the spot if you don't know them already, but never say that you don't know something. They will never blame you if things are changed afterwards. For example, for TEAM'90 the dates were changed three times and nearly no company complained of course they were given convincing reasons (which the AEGEE responsible didn't hesitate to invent when he didn't have one). People like to be certain.

If you are meeting someone with whom you have to speak in a foreign language, always choose a language that is foreign for both of you. In this way the official doesn't have the advantage of the language and he cannot get a false impression of you because of your errors in speech.

Realize from the beginning that you are not dealing with a company but with a person, he has emotions, feelings... Try to make him participate in the set-up of your event by means of a lever-loyal of documentation (this time it has to be more extensive than the one you sent). You can show him sheets showing the event, its aims and the interests of AEGEE, make them so that he can predict more or less what will be the next page, and in what way his company can be involved. Show him his interests explicitly, make it simple to decide.

If he says that it is not possible for his company to participate try to stick to the problem as if it was not the official who made it, as if it was stronger than him. Never make him feel attacked personally but try to create an atmosphere in which you can solve the problem together.

The problem can be for instance that you are expensive, so you should know whether this is true. Try to find out what the competition asks for and find somebody with a higher price and less advantages, so that you can argue that you are reasonable.

6. Have the contact signed: in some countries it is best to have the contract with you when you go to make the presentation, and have the sponsor signing before you leave. In other countries the might be considered rude, you can send it by mail as soon as possible (the next day). Make sure you know all the deadlines, account numbers and names of all contacts.
When approaching a sponsor you should have your strategy well prepared. Sponsors want clear products with their own price tags, so they can take simple investment decisions. Let me give you an example of pricing AEGEE products. Suppose you are offering advertising tends to be either price-realistic if you can make the sponsor believe you are giving him the money worth, he will not care too much about the price. On the other hand, we need away ECU badly. So, let's be expensive!
Secondly, make email advertisements relatively more expensive. This is very common, in our example, half a page would cost 125 ECU and a quarter 75 ECU.

Thirdly, combinations and package deals should make each single component a bit cheaper. If a company in our example realises, you could show that putting his logo in our 1000 congresses normally costs 400 ECU, and your offer him a full package advertisement plus the logo on the poster for 500 or 550 ECU. Remember not to lower your price too much while bargaining because generally every ECU counts more for us than for them, and we shouldn't lose our credibility (don't offer more than a 20% or 25% discount).

Because of all the differences between companies and the personnel within the companies, it is extremely important to find out, as soon as possible, what type of person you are negotiating with, I will help a lot.

erasmus

MINUTES OF THE ERASMUS-TEAM (WORKING GROUP) MEETING IN GENEVE 17-18 FEBRUARY 1992

Participants:

Jean Luc Payot (chairman), AEGEE-Genève
Johanna Valenius, AEGEE-Turku
Carla Verstoep, AEGEE-Amsterdam
Marcus Bobse, AEGEE-Mannheim
Björn Reineke, AEGEE-Fribourg
Reto Sigrist, AEGEE-Fribourg
David Buss, AEGEE-Oslo (18. February)
Paula Kinnunen (Secretary), AEGEE-Turku
Michael Merker, AEGEE-Europe (17. February)

1. OPENING, Monday 17.2.1992

Jean Luc wished the participants welcomed to the ERASMUS TEAM meeting.
-Participants introduced themselves
-Paula was asked to take minutes and she agreed

2. STRUCTURE OF ERASMUS TEAM

For this meeting invitations had been sent to national coordinators according to the new structure proposed by kike.

- A long discussion followed about usefulness of this structure, mainly about the role of national coordinators.

Jean Luc explained that at the moment Erasmus team doesn't have any money which causes lot of problems concerning mailing etc.

- Marcus stressed the importance of a real Erasmus-team on European level - the role of national coordinators was seen important especially for spreading and gathering information.

- Paula pointed out that having official national coordinators in some countries and not in all would cause too much bureaucracy and difficulties in dividing tasks.

- In some countries one national coordinator wouldn't be able to do all the work on this own, therefore Erasmus-team should be open to everybody, not only to the coordinators

- Björn stressed the importance of working on the local level

- Johanna pointed out that having national levels would be against principles of AEGEE

Conclusions: Having an Erasmus-Team with national coordinators causes confusion and too much bureaucracy. The name of Erasmus-team was changed to Erasmus Working Group. This WG is open to everybody interested in working with student mobility questions, especially those concerning Erasmus.

3. REPORTS ON THE NATIONAL ERASMUS TEAM MEETINGS

Turku (presented by Johanna)

- In Turku AEGEE works in a close cooperation with student union, other international student organizations and foreign secretary at the University. From all of them AEGEE gets help in Turku it is very difficult to get departments to take part in the Erasmus-programme, therefore a letter has been sent to professors urging them to get involved with mobility programmes. Another problem is the lack of adequate information between students and university administration.

The Netherlands (presented by Carla)

- In the Netherlands there have been two national meetings. Different antennae are in different

stages when it comes to development of Erasmus-programmes, therefore exchange of experience is important. In general AEGEE is cooperation with other student organizations when it comes to Erasmus.

Eindhoven: work with Erasmus has just started
Nijmegen: co-operation with ESN, information desk for students

Amsterdam: * communication problems with different departments

* co-operation with other associations, AEGEE takes care of social happenings and language courses

Delft: * yellow bike system (a system in which the exchange student can borrow a bike)

Expectations for the Erasmus WG:

- * information
- * co-ordination
- * stimulation

Suggestions:

* documentation on Erasmus programmes
* room exchange (for example via Newsbulletin)

* calendar of national events

* Newsletter on national level

* a proposal by Delft: possibility for exchange student to visit city / university before the beginning of the semester

* T-shirts for Erasmus-students

Germany (presented by Marcus)

In the national meeting organized by Marcus, there were present Erasmus responsables for Leipzig and Nürnberg-Erlangen. Other antennae had sent written reports to Marcus

Aachen: * works with mentor programme

Passau: * Mentor programme

* contacts with students and inhabitants of

Passau

Mannheim: * Participates in Erasmus programmer organized by the University

* local membershipfee for free

Problems in Germany

* hot to get in contact with foreign students

* support from the university differs a lot

Belgium (see report by Serge)

Fribourg (presented by Björn and Reto)

- AEGEE has good contacts with the University

- important work on the local level

- problems because lack of information

4. TEMPUS

- M. Merker told about the work of Tempus-team. A congress will be organized in Budapest 18. - 22. November 1992. During the congress the Tempus-programme will be evaluated by both students and universities. The Tempus team will also work with CHAMP '92 and handbook about Tempus.

5. IMPORTANT POINTS FOR ERASMUS RESPONSIBLES

- At the moment there is a lack of basic information about how to work on Erasmus on local level.

Oviedo map is good one, but only some antennae have it. Johanna and Paula promised to write a shortened version of the existing material. A list of important points for Erasmus responsables on local level was made. (see appendix 2)

6. ERASMUS GUIDE

Jean-Luc told about the present state of Erasmus-guide. There aren't enough reports nor sponsoring for realization of the guide. The guide is one of the major projects of Erasmus-team and in order to get reports from EFTA-countries with it the

publication was postponed to November '93. Jean-Luc and Erasmus WG will work on this project.

7. ERASMUS ACADEMY AND CONGRESS II

Paula explained that Copenhagen and Lund won't be able to organize the event as it was originally planned. Another plan is to organize the event in Aalborg and Oslo.

A discussion followed about the subjects of the academy.

Proposals and ideas:

- * how to lobby for Erasmus on local level
- * social integration
- * Delft-proposal (la Fayette)
- * needs of students

End of first day

TUESDAY 18, FEBRUARY

7.CONTINUES

David from Oslo arrived and explained his points of views about context of the academy and congress. Furthermore he told about situation with Erasmus in Oslo. He was positive about organizing the congress in Oslo. (BRAVO!)

Suggestions for the Academy:

* limited amount of participants (Erasmus responsables)

- * themes: -how to break cultural barriers
-how to reach a "real" social

integration problems students face in a foreign society (not only technical ones like housing, money etc., more focus on problems from the psychological point of view; isolation, loneliness, prejudices etc.)

* work shops with people who are specialized in working with problems with students / foreigners

Suggestions for the Congress:

- * open to everybody
- * basic information
- * panel discussions
- * problems within Erasmus
- * problems with recognition of degrees
- * directions of Erasmus

8. BROCHURE OF ERASMUS

The brochure should be realized as soon as possible, hopefully during the summer '92. Perhaps the beloved antenna Delft would be able to help with this matter. (use of their office)

9. FILM ON ERASMUS

No need was seen for translation of this film. Case closed

10. PROGRAMME AND CALENDAR OF ERASMUS WG

-An article for the Newsbulletin about ERASMUS WG (by Jean-Luc and Marcus)

- Presentation of the WG during the PM in Krakow (by Jean-Luc and Björn)

- Letter to every antenna (by Björn and Jean-Luc)

- Application to CD for becoming an official WG (by Paula)

- An official meeting for WG 1. - 3. May, somewhere in Holland (contact Carla, office of AEGEE-Amsterdam)

- basic material (by Johanna & Paula)

- unofficial meetings in Krakow and Kos

- Guide and brochure (by WG)

- Jean-Luc will be the contact person for any questions concerning the WG

THANK YOU VERY MUCH FOR ATTENDING THIS VERY SUCCESSFUL MEETING

In Turku 26, February 1992

Paula Kinnunen

Jean-Luc Payot



Calendar of Events April '92

DATE	TOPIC (PLACE)	ORGANIZERS
7-10 May 1992	Genetic Engineering	ÆGEE-Göttingen
11-13 May 1992	Education and Quality 2 (Leiden)	ÆGEE-Leiden/ÆGEE-Perugia
14-16 May 1992	Tele-Visions + fifth anniversary ÆGEE-Utrecht: foreign affairs	ÆGEE-Utrecht
23-26 May 1992	SPACE IV Conference	ÆGEE-Aachen/ÆGEE-Delft/ ÆGEE-Eindhoven/ÆGEE-Enschede ÆGEE-Europe
28-31 May 1992	Danger from another world. The cultural clash of religions	ÆGEE-Leipzig
3-5 June 1992	Food '92: Politics, Economics and Nutrition	ÆGEE-Maastricht
6-9 June 1992	"Edelweiß weekend" (hiking weekend)	ÆGEE-Salzburg
5-13 July 1992	the UNSAID Festival	ÆGEE-Freiburg
13-20 July 1992	European School, Internal Education (Madrid)	ÆGEE-Europe/ÆGEE-Madrid
24-27 September 1992	Wines of Valladolid; Production, export and consumption	ÆGEE-Valladolid
October 1992	CHAMP Europe '92 Qualifying Heats -The CHallenge in Management Perspectives-	ÆGEE-Amsterdam/Rotterdam/Berlin/ Budapest/Oviedo/Fribourg/Trondheim/Eur.
3-4 October 1992	Presidents' Meeting, Turku	ÆGEE-Turku/ÆGEE-Europe
7-9 October 1992	North-South Congress - Africa in Europe a challenge	ÆGEE-Milano/North-South WG
11-12 October 1992	AIDS Conference (Amsterdam)	Health care WG
13-14 October 1992	TEAM '92, The European Academic Manager	ÆGEE-Rotterdam/ÆGEE-Europe
15-18 October 1992	Rhine & Dine, Nouvelle Cuisine d'Europe	ÆGEE-Koblenz
21-26 October 1992	Erasmus Academy II	Scandinavia
22-25 October 1992	Students of the Atlantic Border	ÆGEE-Rennes/ÆGEE-Bordeaux/ ÆGEE-Las Palmas/ÆGEE-Oviedo/ ÆGEE-Salamanca
5-8 November 1992	A first encounter with European Health care	ÆGEE-Cluj
11-15 November 1992	Quo Vadis Czechoslovakia?	ÆGEE-Praha
18-22 November 1992	Tempus Academy in Budapest	ÆGEE-Budapest/ÆGEE-Europe
28-29 November 1992	Agora, Delft	ÆGEE-Europe/ÆGEE-Delft
November 1992	Trade Unions in Europe	ÆGEE-Madrid
November-December 92	Europe in doubt? - a conference between hesitation and volition	ÆGEE-Europe/ Dutch youth organizaions
4-6 December 1992	CHAMP Europe finals at the London Business School	ÆGEE-London/ÆGEE-Europe/LBS
4-6 December 1992	Tourism and its consequences	ÆGEE-Mainz-Wiesbaden

Send Informations and Changes to:

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An idyllic Greek island

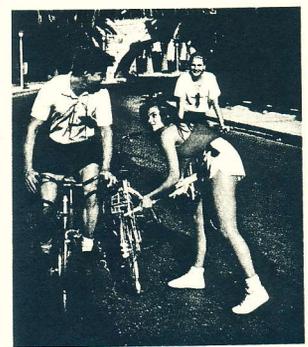
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