ABSTRACT In the last 10 years, tens of millions of euros from European Union (EU) funding have started to flow into Greece’s state schools and universities. New departments of higher education have been established all over the country, and a new institutional framework for lifelong learning has been recently set up. Considering the above context, certain questions arise, such as what is the ‘agenda’ behind the EU-funding rhetoric, which has been officially linked to the ‘opening up’ of higher education and the ‘widening’ of opportunities. Initially, the author tries to assess the degree of ‘marketisation’ vis-à-vis EU involvement in the planning of higher education policy making, and to highlight the balance of power in educational policy making in Greece. To this end, special reference will be made to the Greek academics’ response to the new legislation concerning the financing of higher education.