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# SCHOLARSHIPS FOR INTERNATIONAL STUDENTS – WHAT IS THE RIGHT APPROACH?

**Joanna Storti, University of New South Wales, Head of Partnerships**  
**Keri Ramirez, Studymove, Managing Director**



# Scholarships for international students

What is the right approach?





**\$340,200,000**




# BACKGROUND



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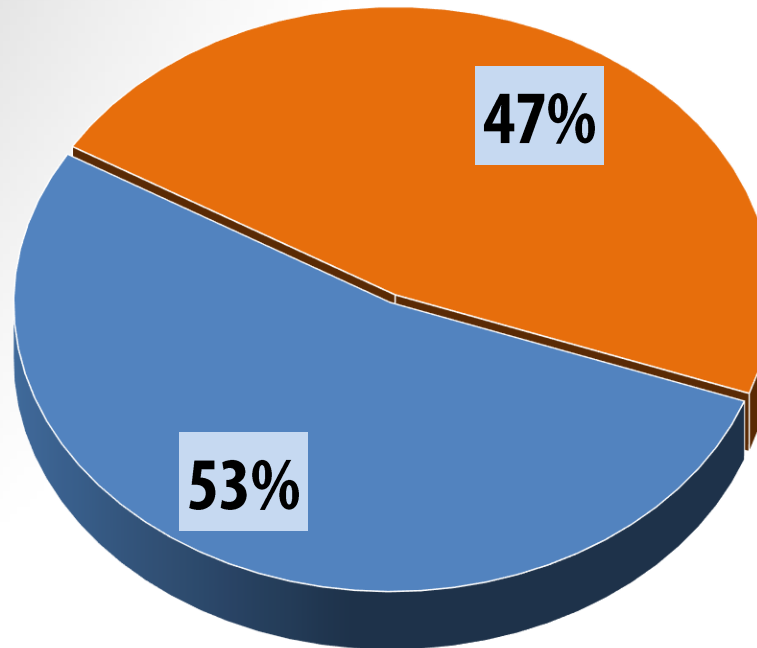
# SCHOLARSHIPS

- **University**
- **Scholarship name**
- **Country specific scholarships**
- **About the scholarship**
- **Scholarship type**
- **Value**
- **Number available per year**
- **Eligibility**
- **Area of study**
- **Study level**
- **Student type**
- **Campus**
- **Ongoing requirements - Terms and Conditions**

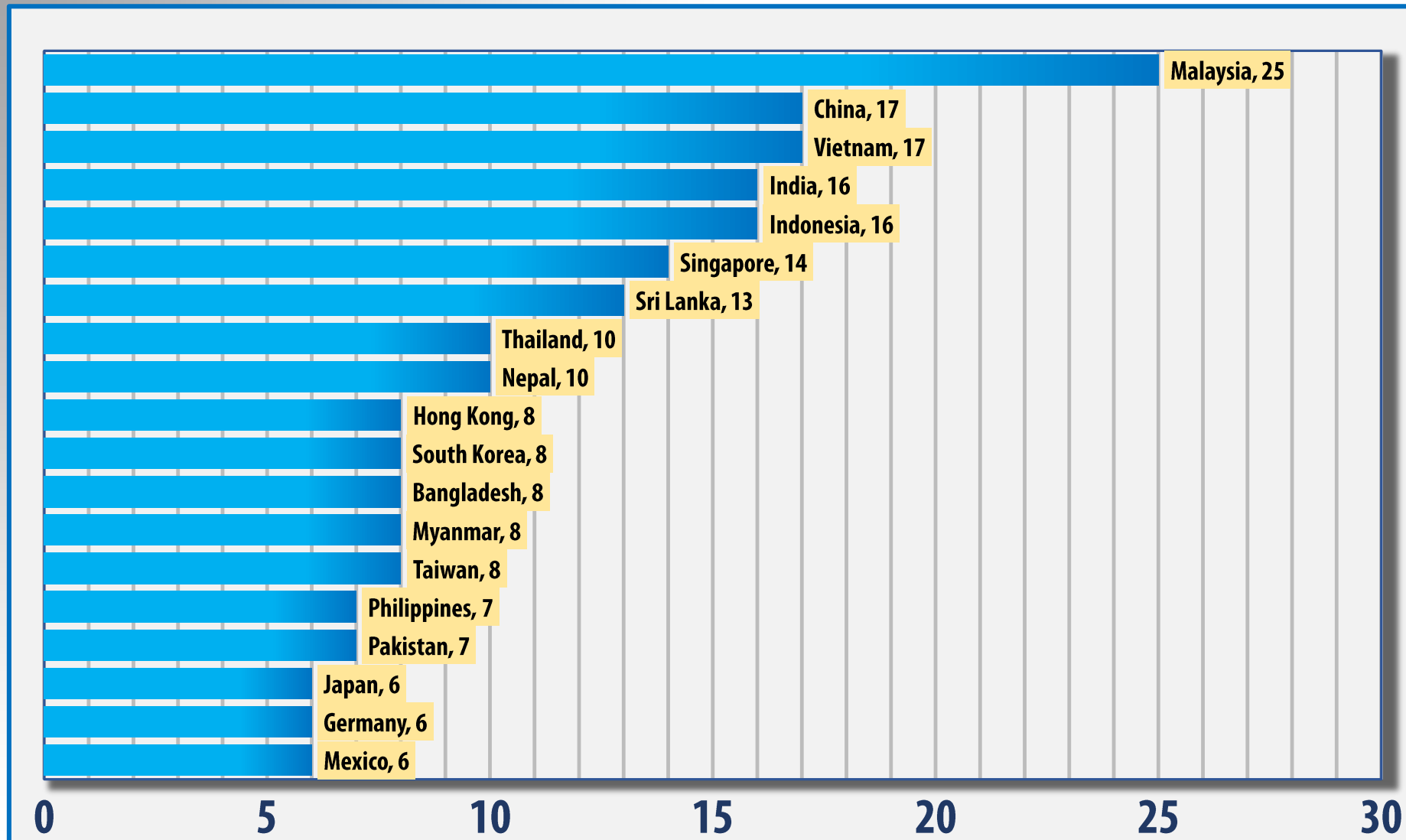


## COUNTRY SPECIFIC SCHOLARSHIPS

■ No specific ■ Country specific



# Number of universities which offer country-specific scholarships in selected markets





## STUDY LEVELS



### Number of universities which offer specific scholarships by study levels

UNDERGRADUATE

35

POSTGRADUATE

34

FOUNDATION/ENGLISH PATHWAY

11

## AREAS OF STUDY



### Number of universities which offer faculty-specific scholarships

**BUSINESS**

**25**

**SCIENCE**

**17**

**HEALTH**

**16**

**ENGINEERING**

**15**

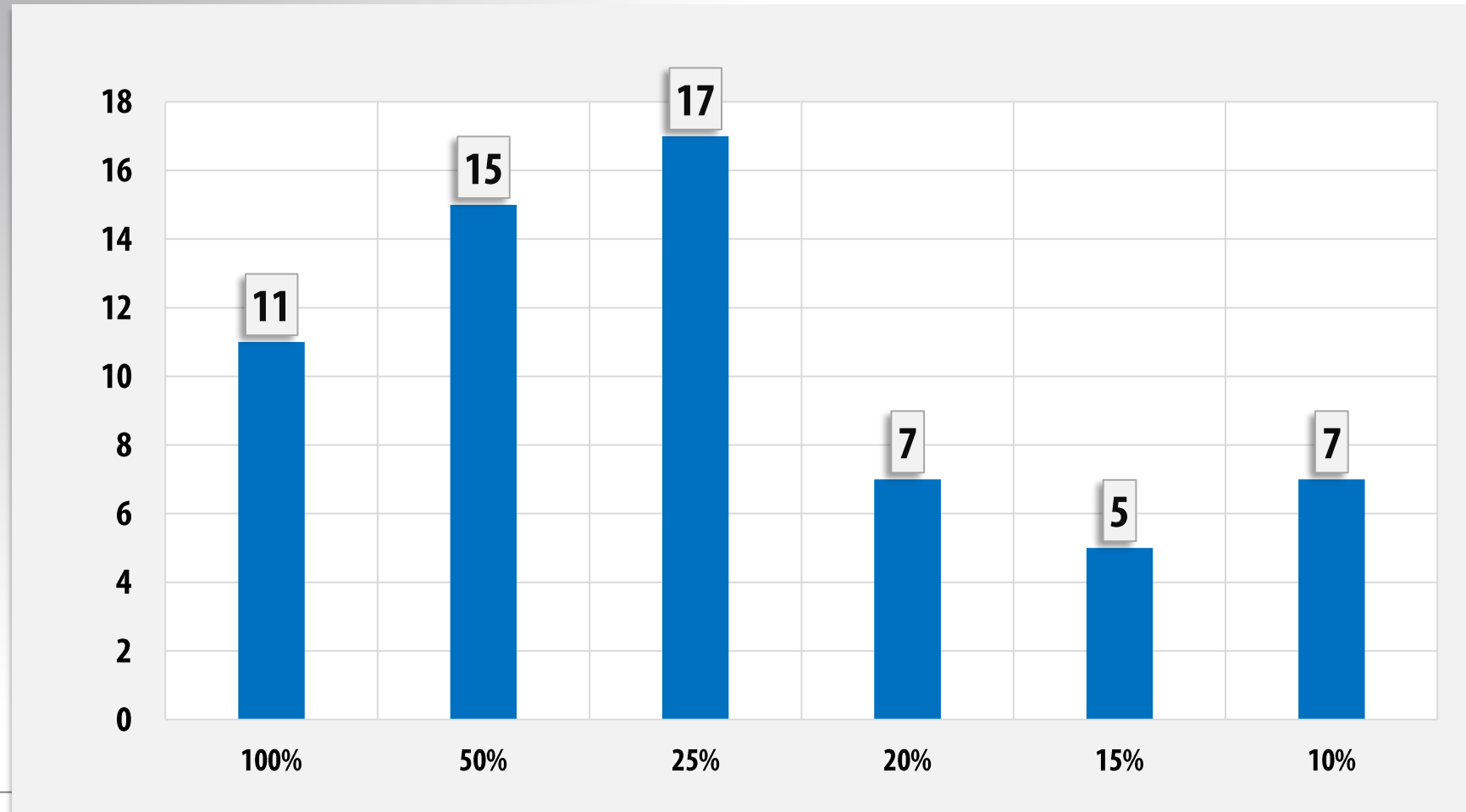


# VALUE



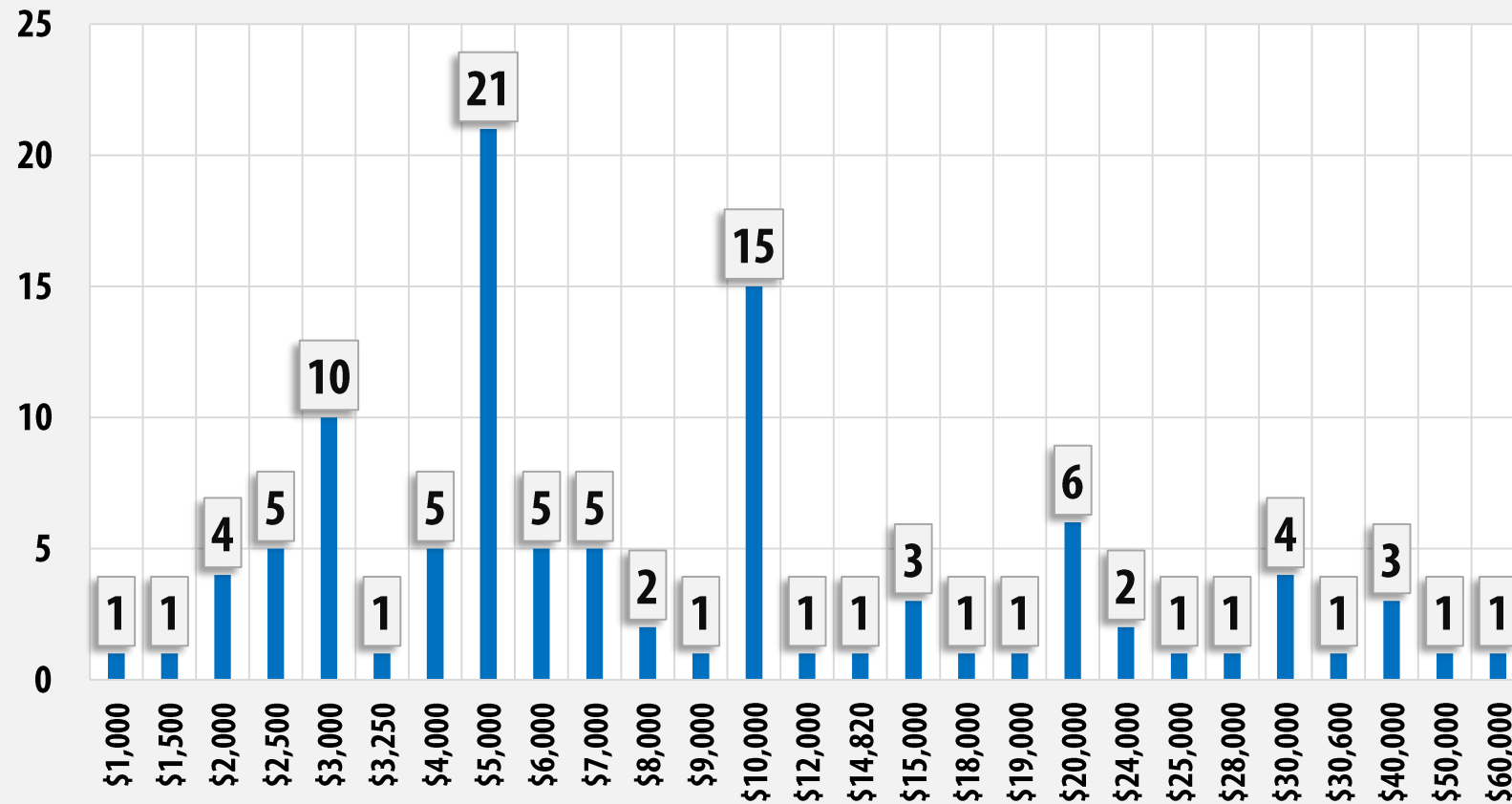


# Number of universities offering scholarships with the following percentage value





# Number of universities offering scholarships with the following dollar value





**UNSW**  
SYDNEY

Australia's  
Global  
University

## INTERNATIONAL SCHOLARSHIPS

*what is the  
right approach?*

**Joanna Storti**  
Head of Partnerships  
& Global Education



# FUTURE OF CHANGE

Scholarships



**UNSW**  
SYDNEY

Australia's  
Global  
University







Importance of criteria

Change agents

INDIA

Pilot program

Sustainability

*“halo effect”*



# WHY Scholarships?



**Growth**   **Prestige**

**Quality**   Offset high tuition fees  
**Perception**   **Legacy**

Marketing impact

**Tradition**   Access

**Competitiveness**

Student demand & expectations

Philanthropy   **Diversity**

**Sustainability**

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## 700

### SCIENTIA PHD SCHOLARSHIPS

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## 290

### SCIENTIA FELLOWSHIPS

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## Ground-up approach

Future of Change – going global

Masterbrand-led

Scientia Scholarships & Fellowships

Philanthropy



**UNSW**  
SYDNEY

Australia's  
Global  
University



## INTERNATIONAL SCHOLARSHIPS

*what is the right approach?*

- Increasing student and partner demand
- Increasing fees + living costs
- Criteria & fit; whole of person approach
- Measuring effectiveness of scholarships
- Sustainability of geo-pricing

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**THANK YOU!**

