### Three megatrends shaping the future of international student mobility

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USA











#### Megatrend?

a long-term, transformational process with global reach, broad scope, and a dramatic impact (John Naisbitt, 1982)





### Events shaping megatrends

2001 9/11

• Attractiveness of UK and Australia

2007/08 Global Financial Recession

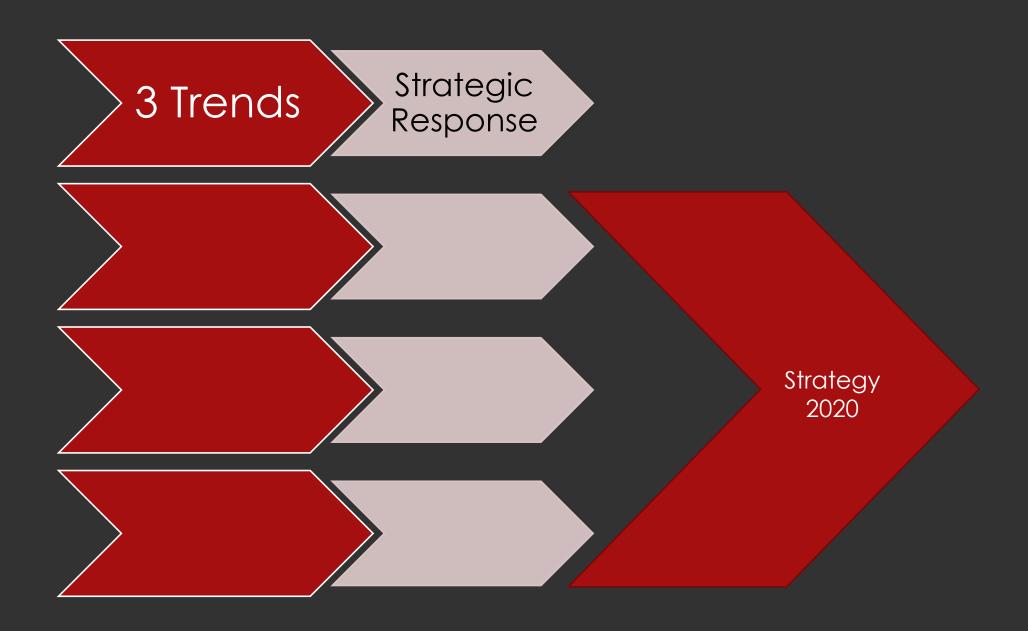
• Attractiveness of the US

2016

• S

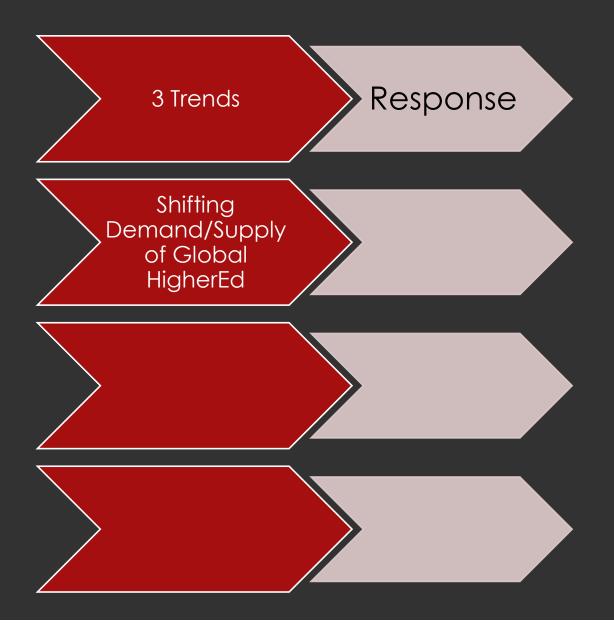








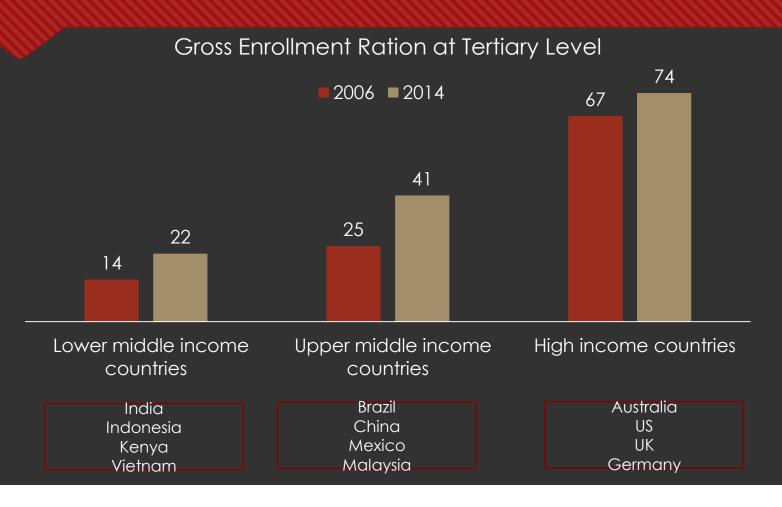








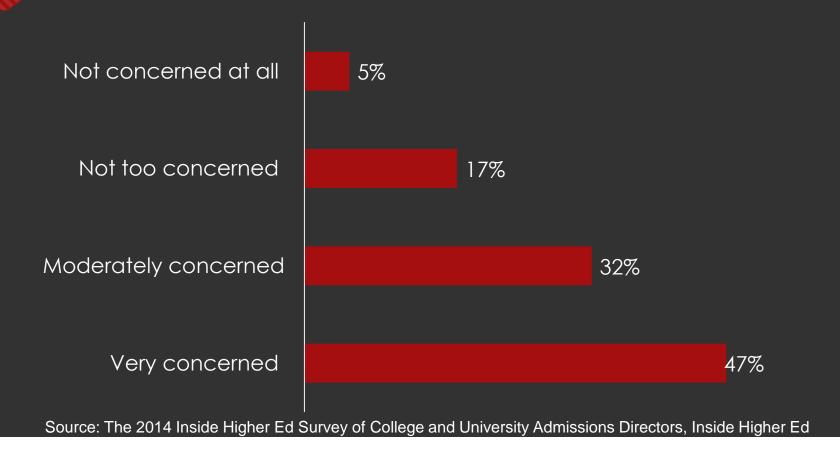
### Demand for tertiary education







### Concern of meeting enrollment goals

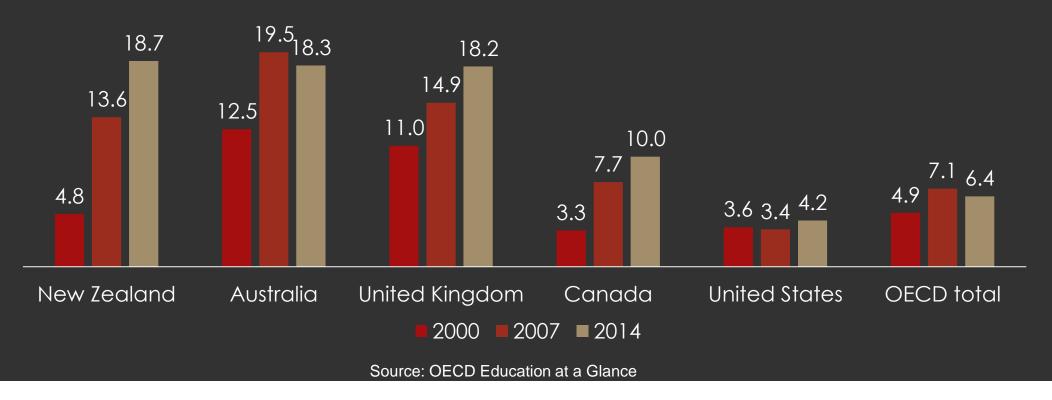






#### Demand for international education

Share of international students as a percentage of tertiary level enrollment (%)

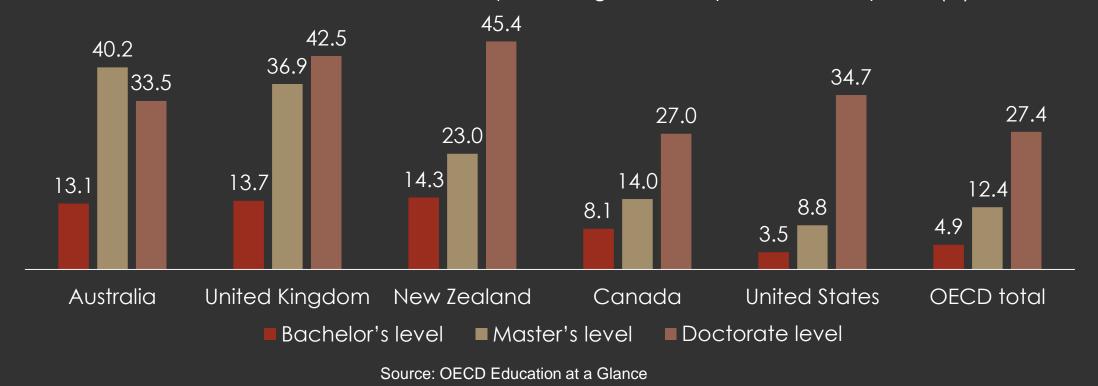






### Demand by level of education

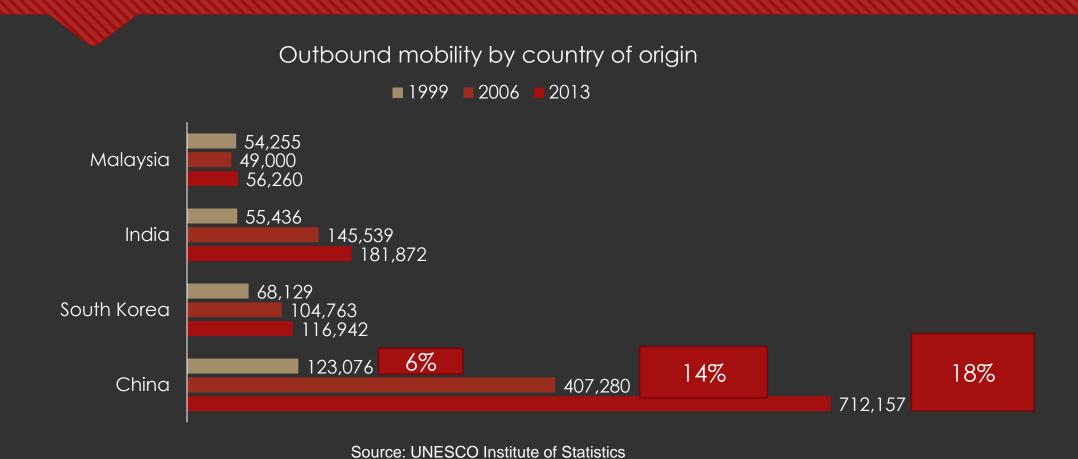
Share of international students as a percentage of tertiary enrollment, by level (%)







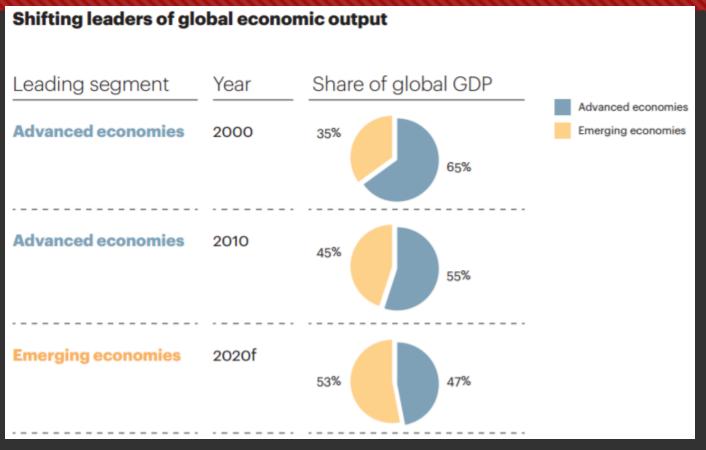
### The dragon in the room







### **Economic growth...**

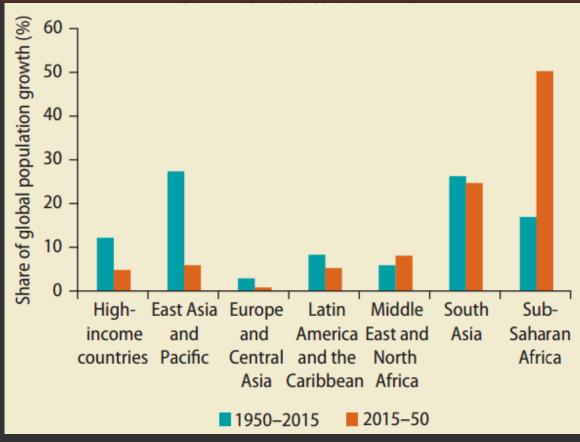


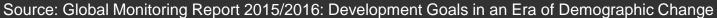
Source: Global Economic Outlook 2014–2020, A.T. Kearney





### Population growth...







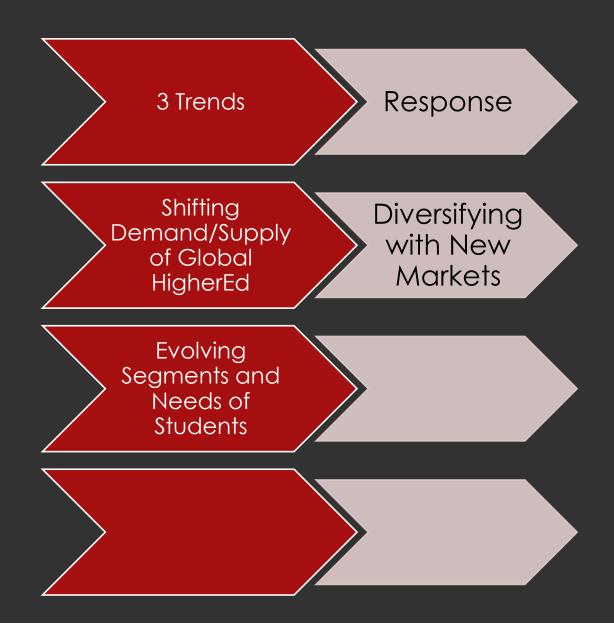


# Diversifying with New Markets

Making strategic choices >>>



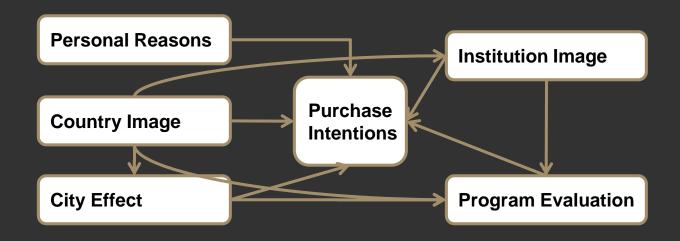








### Complexity of decision-making processes

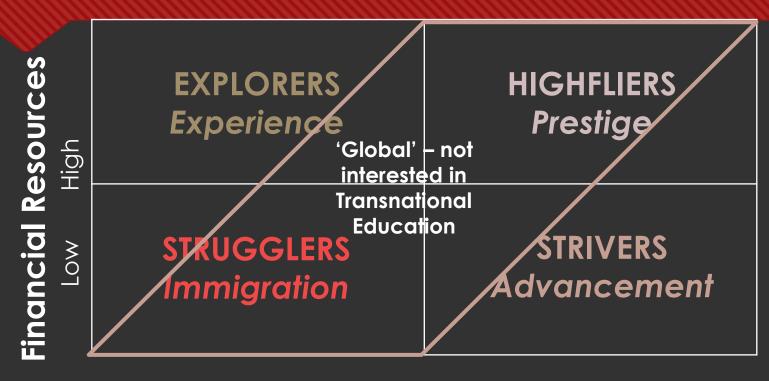


Adapted from: Cubillo, et al. (2006)





# "Not All International Students Are The Same: Understanding Needs, Mapping Behavior"



Low High Academic Preparedness

Source: Choudaha, R., Orosz, K. & Chang, L. (2012). Not All International Students are the Same. World Education Services.





#### 'Glocal' students

'Glocals' are expanding segment of students seeking international education experience/credential while staying in the country or region

- One out of five students studying wholly overseas for a UK degree through a distance learning program (HESA, UK)
- 70% of international students in Japan are from China, Korea and Vietnam
- More Malaysian students in branch campuses of UK universities (45,000) than those going to the UK (15,000)
- 21% of all foreign students in OECD countries came from countries that share land or maritime borders
- 11,825 Indian students pursued MBBS from China in 2012-2014 and appeared in test to practice in India





### Diverse students-global vs. glocal



Low High

Academic Preparedness

Source: Choudaha, R. Know your international student-global or glocal? University World News.



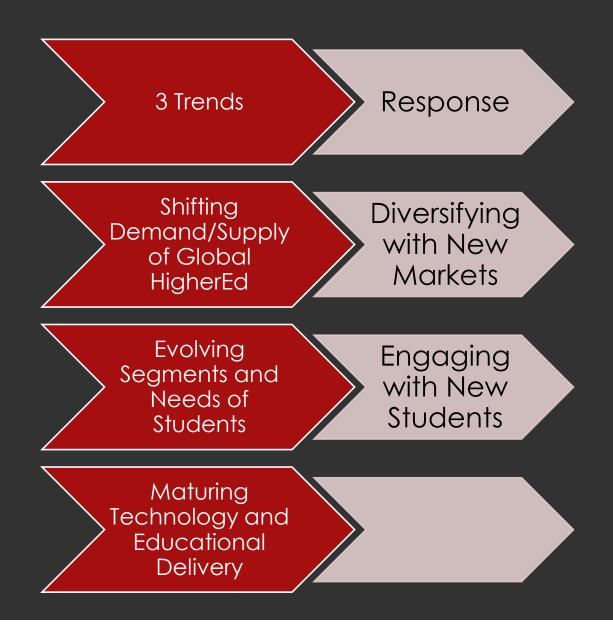


# **Engaging with New Students**

Knowing the customer (student) >>>







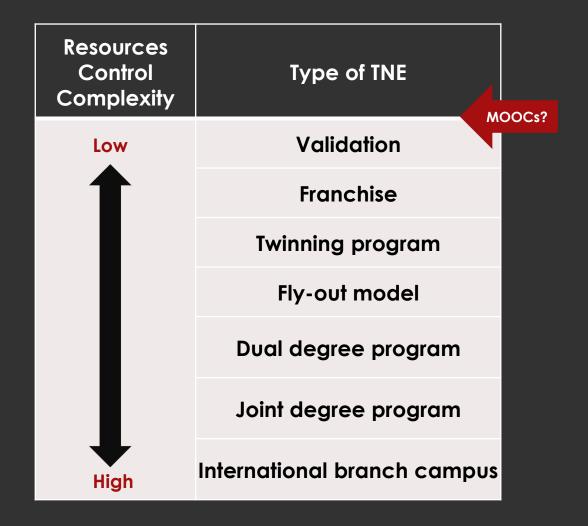




### Transnational Education (TNE)

TNE is broadly defined as: "all types of higher education study programs, or sets of courses of study, or educational services (including those of distance education) in which the learners are located in a country different from the one where the awarding institution is based."

Source: UNESCO/Council of Europe (2001) Code of Good Practice in the Provision of Transnational Education

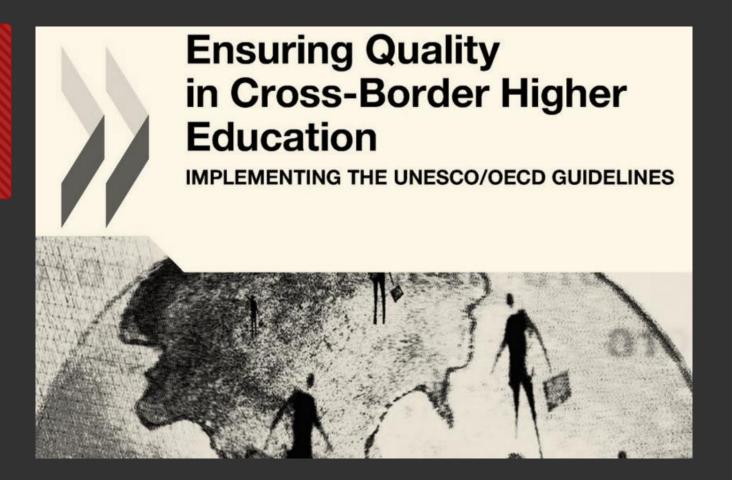






### Issues of Recognition and Quality Assurance

"...in many countries [quality assurance and recognition of qualifications] were still not geared to addressing the challenges of crossborder provision"







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#### The Transformation

"It forecasts a future where education will be unbundled and degrees will be disaggregated 'into smaller credential units...with the possibility that the credentialing entity may be different from the institution that offers the course".

Go Log in Institute-wide Task Force on the Future of MIT Education What We've Heard Reinventing MIT Education together. summer@future Summer FAQ "I believe we can and should take the lead in helping to invent the future of education more broadly — Preliminary Report both on our campus and beyond." - President L. Rafael Reif Trending Data Idea Bank The Institute-wide Task Force on the Future of MIT Education has released its preliminary report. Read the The Charge full report (PDF) here. Membership News About





### Emergence of new alternative providers

- "A recent and growing sector of higher education composed of companies or organizations that offer higher education experiences operating apart from traditional colleges and universities" (CHEA)
- "If you apply and are accepted into the on-campus or online program that is associated with your MicroMasters program, the MicroMasters credential will count toward the degree."





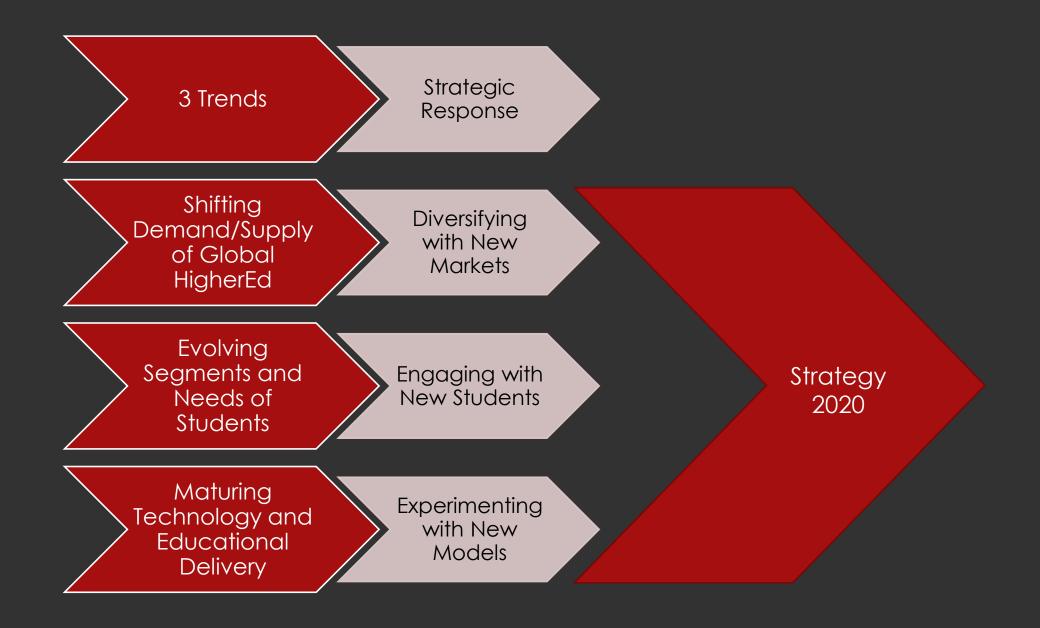


# Experimenting with New Models

Defining your value proposition >>>











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