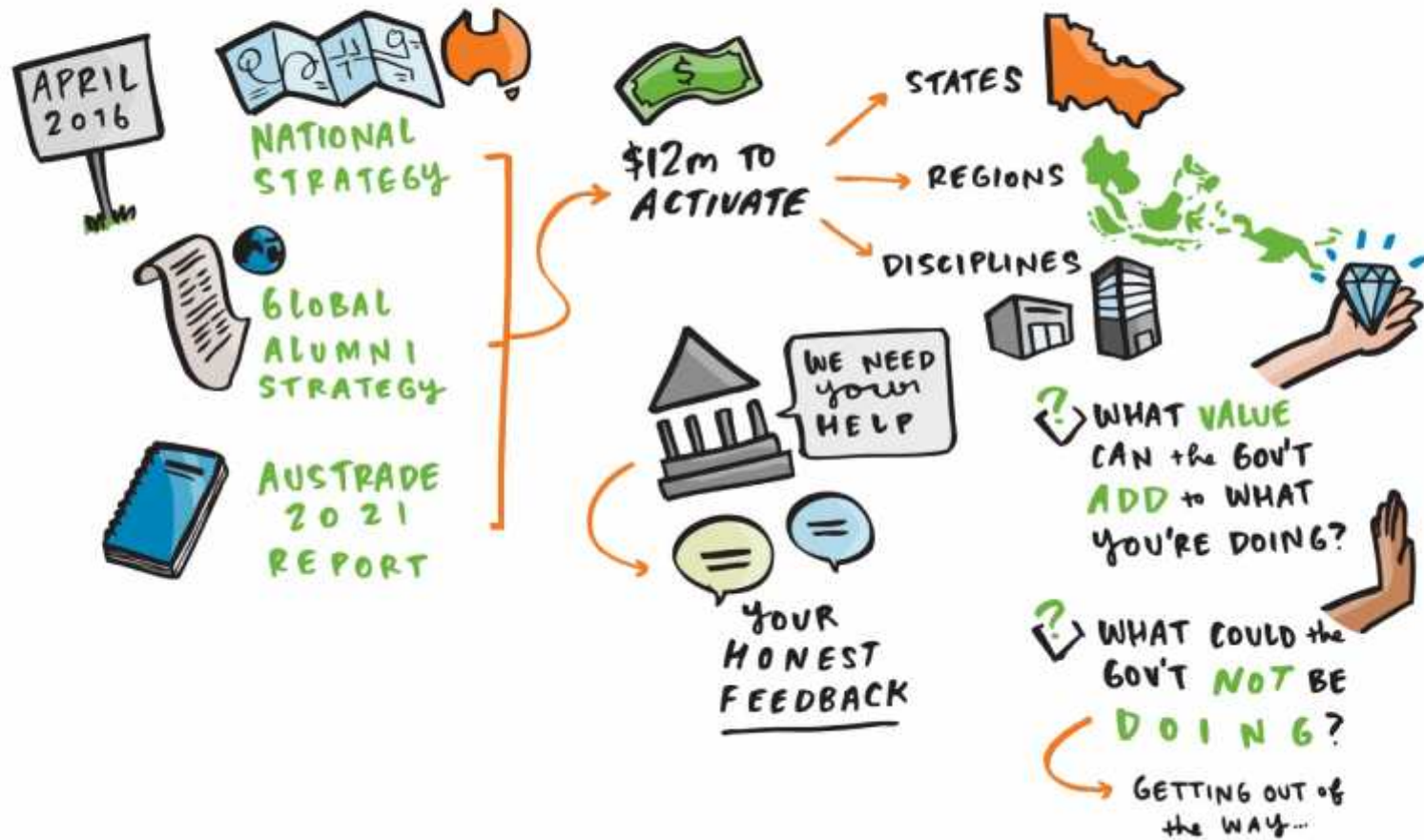


# WORLD in FOCUS : CAFE SESSION with AUSTRALIAN GOVERNMENT OVERSEAS REPRESENTATIVES





## INDIA & SOUTH ASIA

HOW CAN WE  
INTRODUCE  
RELEVANT PARTNERS?



SHARING INFO

GETTING PAYMENTS  
OUT OF INDIA

CONTINUED FACILITATION  
& CONDUIT



## JAPAN

IS IT REAL?  
WILL IT STICK?

BUILD ON EXISTING  
links FOR  
LONG-TERM OPPORTUNITY.

GOV'T-to-GOV'T ROLES?

WHERE  
DO WE  
FOCUS?

WHERE DO WE  
HAVE ADVANTAGE?

DEMONSTRATE  
VALUE & BENEFIT  
of STUDY in AUSTRALIA

## QUALIFICATIONS

INTERNATIONALISE  
& AUSTRALIANISE  
framework.



UNDERSTANDING  
how CAN be  
USED WORLD-WIDE



INTERNATIONAL  
CO-OPERATION to  
ENABLE MOBILITY



SHARE INFO re:  
FRAUDULENT QUALS



## SE ASIA

PRIORITISE  
EMPLOYABILITY  
of GRADS



DIVERSIFICATION  
in the REGION  
& SECTORS



ONLINE / SHORT  
COURSE  
PRICE POINT?

LONG TERM  
RESEARCH, INNOVATION  
& COLLABORATION



TNE → MAKING  
CONNECTIONS  
in COUNTRY



VOCATIONAL ED.  
REG. re PLACEMENTS

## EUROPE



GERMANY

AUS. RESEARCH  
COORDINATOR

ACADEMIC  
EXCHANGE  
PROGRAM



ENDEAVOUR  
PROGRAM  
↑ APPLICANTS



MEXICO

DIVERSIFY  
- NEW MARKET  
; MODELS

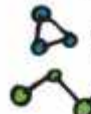
OPPORTUNITIES  
to DELIVER IN THE  
MARKET

## AMERICAS



U.S. - MATURE  
MARKET

RAISE OUR  
PROFILE OF  
RESEARCH;  
STUDENTS QUALITY



DIFFERENT SYSTEMS

e.g. STUDENT LOANS...  
FEED BACK CHANGES



RESEARCH FUNDING  
OPPORTUNITIES

- DEFENSE
- NATIONAL INSTITUTE  
OF HEALTH



SOUTH AMERICA

DIVERSIFICATION

- SMALLER INSTITUTIONS
- BEYOND STEM
- LARGER FOOTPRINT

## MOBILITY

OUTWARD STUDENT  
MOBILITY



EMBEDDED in OVERALL  
STRATEGY to MAKE it  
WORK



CONVINCED OF BENEFITS  
; CHANGE OF MINDSET

MOBILITY for INT. STUDENTS

→ GOVT TO WORK WITH INCOMING  
STUDENTS' GOV'TS.

PLEASE KEEP \$\$\$  
C O L U M B O FUNDING!



CHINA

MARKET ACCESS, EMPLOYABILITY,  
PARTNERSHIPS, → SUPPORT  
QUALITY CONCERNS,  
DIVERSIFICATION,

PROVIDING GUIDANCE  
through CHANGING POLICY

*connections*   
COMMUNICATION   
CONTROL   
*cash*   
CHANGE 