INTERNATIONALISING the CURRICULUM to ENHANCE EMPLOYABILITY

RELATIONSHIP MANAGEMENT

VALUE proposition

CUSTOMER EXPERIENCE

COLLABORATION AT L T U

2012 - 2015

40% GROWTH IN SHORT PROGRAMS!

BUT FEW INTERNATIONALS

WHO SHOULD WE COLLABORATE WITH?

WHO ELSE IS TALKING ABOUT INTERNATIONAL INTERNSHIP?

AND HOW CAN WE WORK TOGETHER?

ISSUES, e.g.

- CREDITS
- SELF SOURCING

HOW ARE WE PROMOTING TO OUR STUDENTS?

- e.g.
- MORE OPPORTUNITIES IN A COMPETITIVE ENVIRONMENT.
**Relationship Management**
- Collaborate...
- Would that be nice!
- It should be part of the big picture
- Pre-departure preparation
- Consider international internship from an indigenous perspective
  (Ref. Swinburne Program)

**Value Proposition**
- How to communicate short term benefits?
- How do we communicate consistently & early?
- Communicating mutually beneficial
- Student experience
  - Student experience
  - Soft skills
  - Networks... etc
- Better connections
- Student offering institutions

**Student Experience**
- Relationships between institutions & industry
- Broader acceptance (credits) = more opportunities
- Challenges
  - Managing expectations
  - Academically professional tensions
- Vetting partners
  - Quality?
  - Outcomes?
  - Accommodation?
  - Pre-work?
  - Cultural differences?
  - How are 3rd party providers doing it?
  - Payment?