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Schools Sector

Across sectors, Across Governments – New Modes of Doing Business

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Australian Government
Schools International



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Across sectors, Across Governments – New Modes of Doing Business

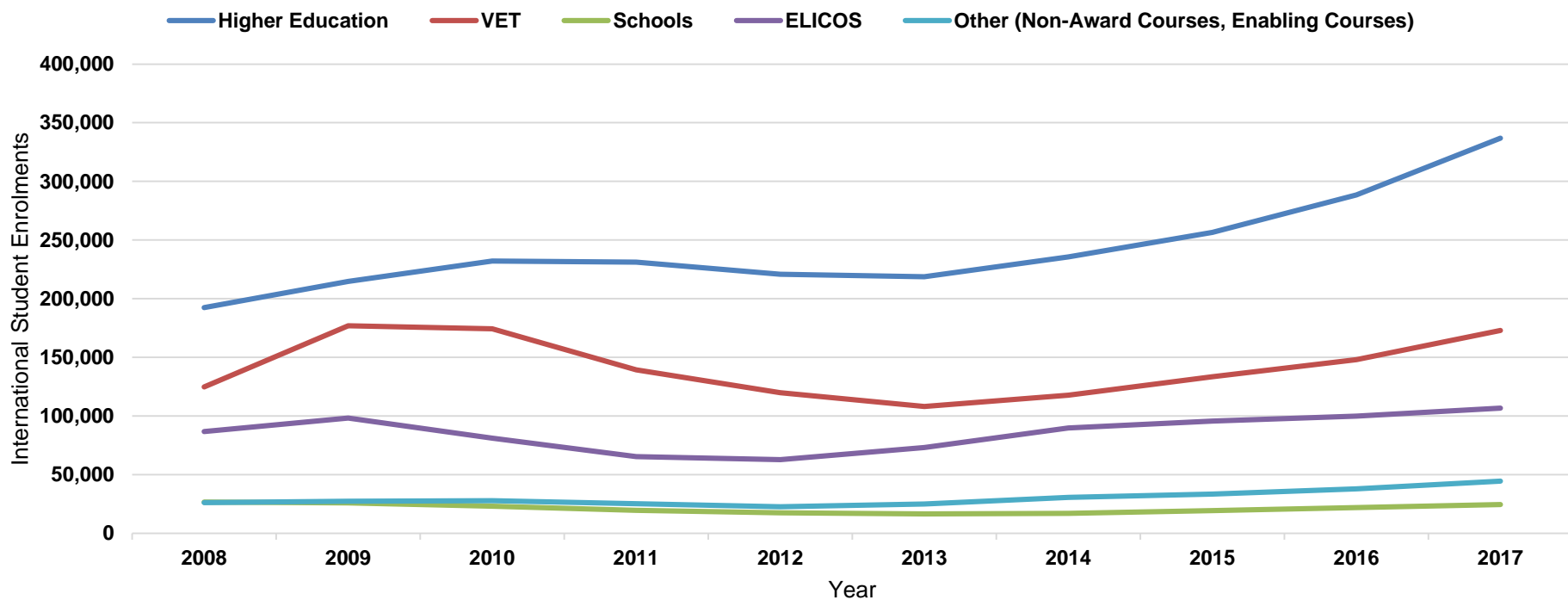
Session Outline

- What does data tell us about the school sector?
- What else is happening – across sectors & governments?
- 3 case studies –
 - Japan
 - China
 - Switzerland



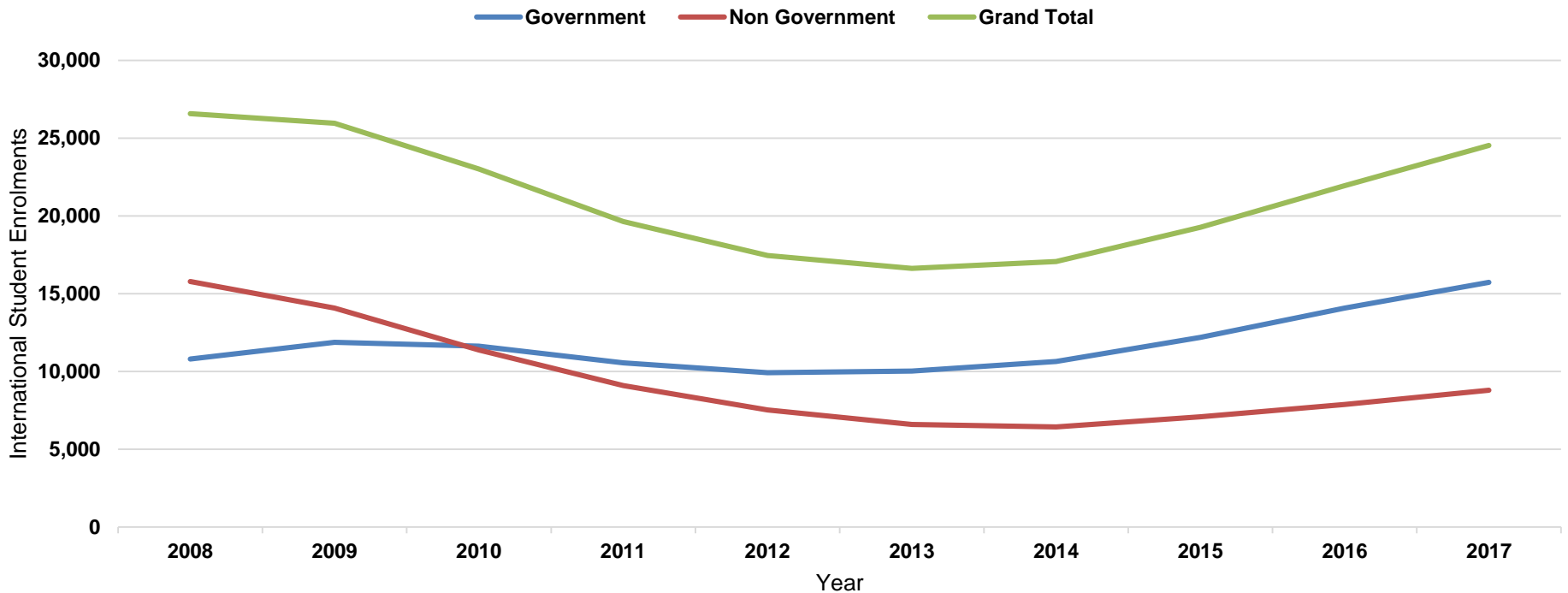
All Sector – Data

International Student Enrolments - by Sector
July YTD 2008 - July YTD 2017



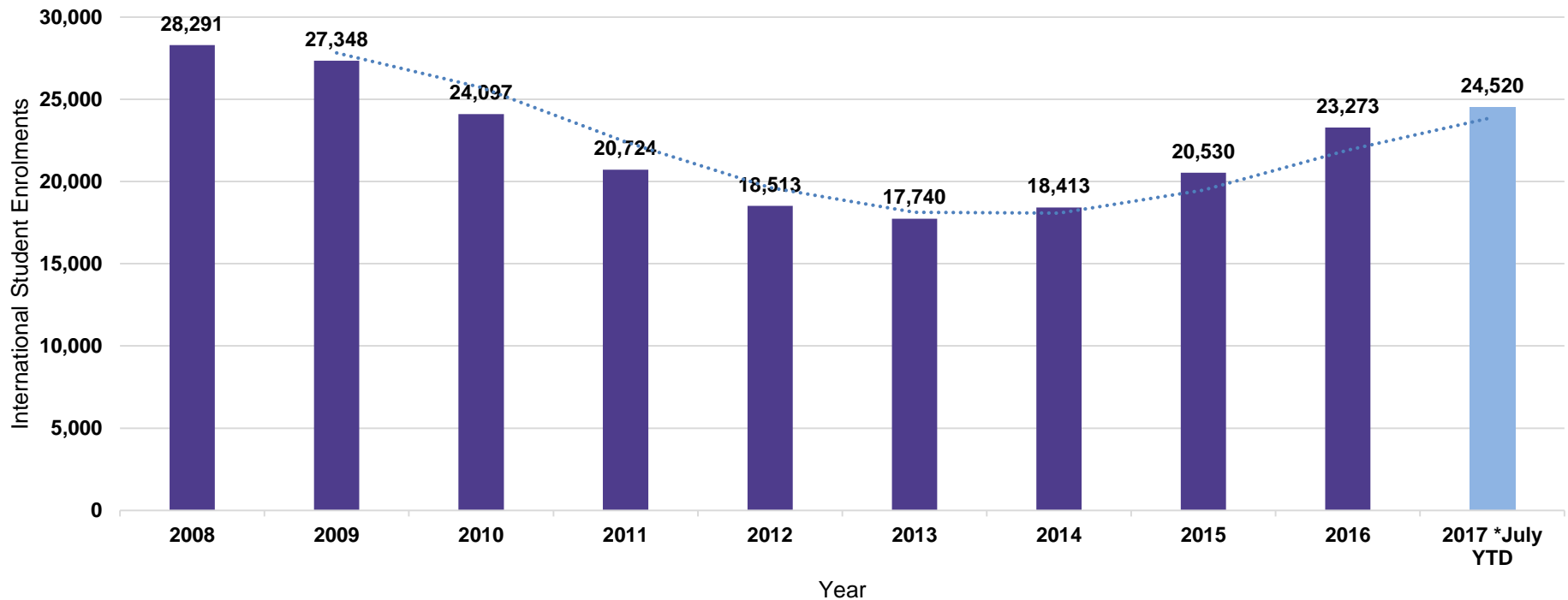
Government and Non-Government Schools Sector

International Student Enrolments - by Provider Type
July YTD 2008 - July YTD 2017



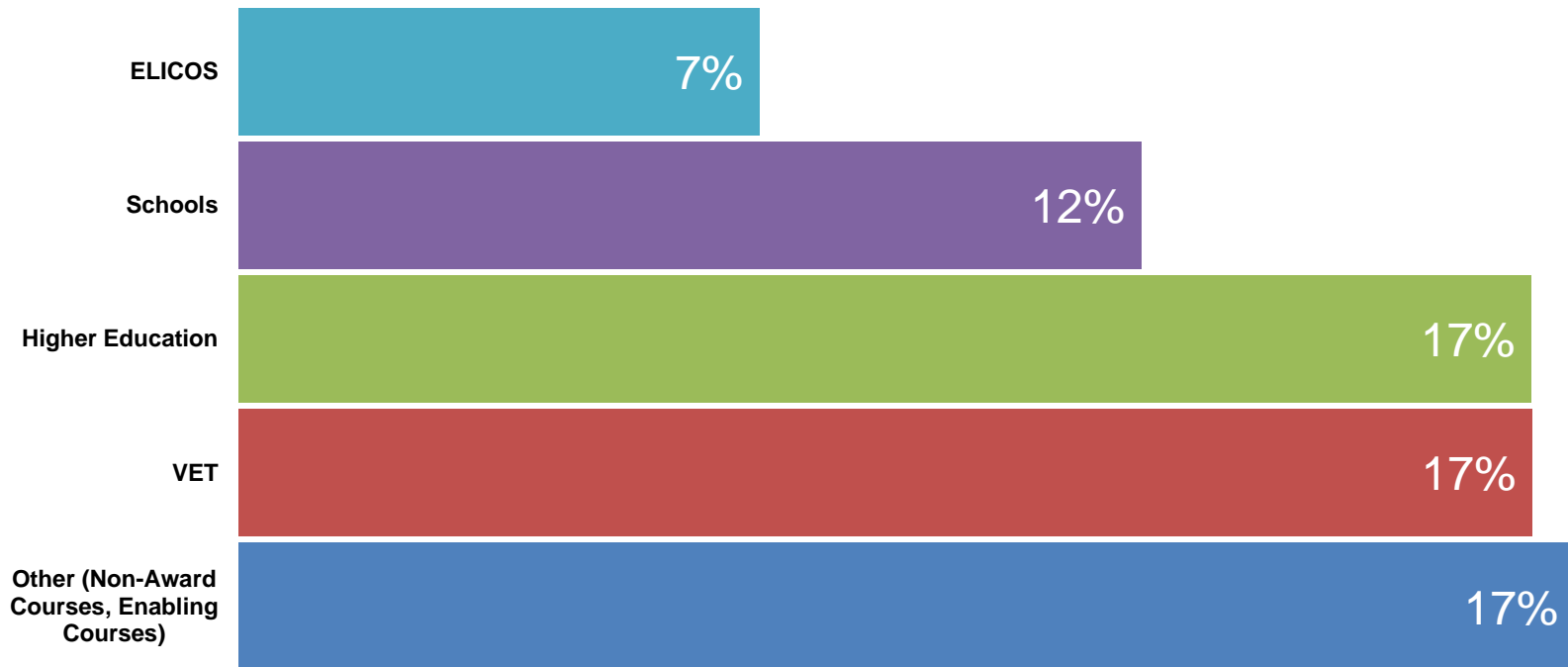
School Sector – Back to Growth 2008 – 2017

International Student Enrolments (Schools Sector)
December YTD 2008 – December YTD 2017



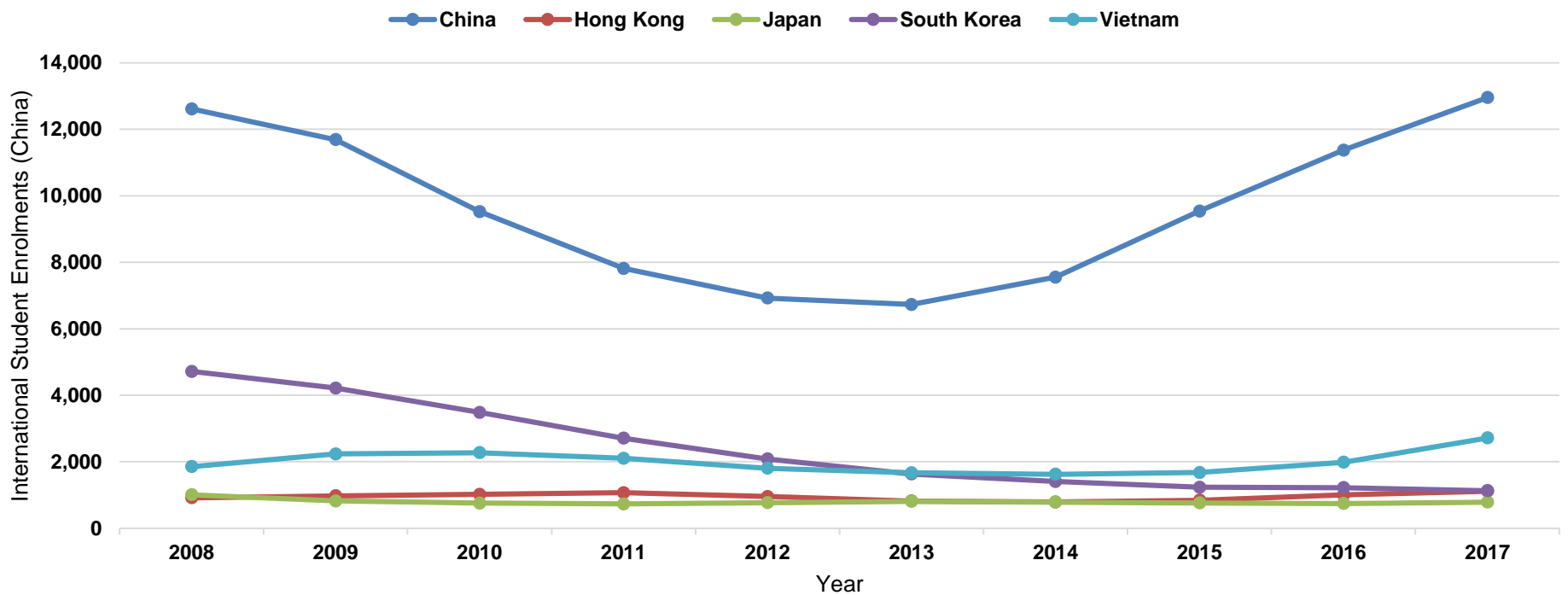
Growth in Enrolments by Sector July 2016 YTD – July 2017 YTD

Growth in Enrolments - by Sector
July 2016 YTD - July 2017 YTD



Top 5 Countries for School

International Student Enrolments (Schools Sector) – by Country
July YTD 2008 – July YTD 2017



Across Sectors & Governments

New modes of doing business

- **Students on Study Tours / Summer camps**
 - Hold visitor visas
 - Usual stay 2 weeks – student groups
 - Teacher PD programs – 2 – 10 weeks
 - Across sectors & governments

- **Sister schools**
 - Visits to schools & activities at a distance
 - High demand from China, Japan and Korea – visitor visas
 - Across governments

- **MoUs with Ministries & Boards of Education** - may include:
 - International students
 - Study tours for students and teachers
 - Sister schools
 - Across sectors & governments



Across Sectors & Governments

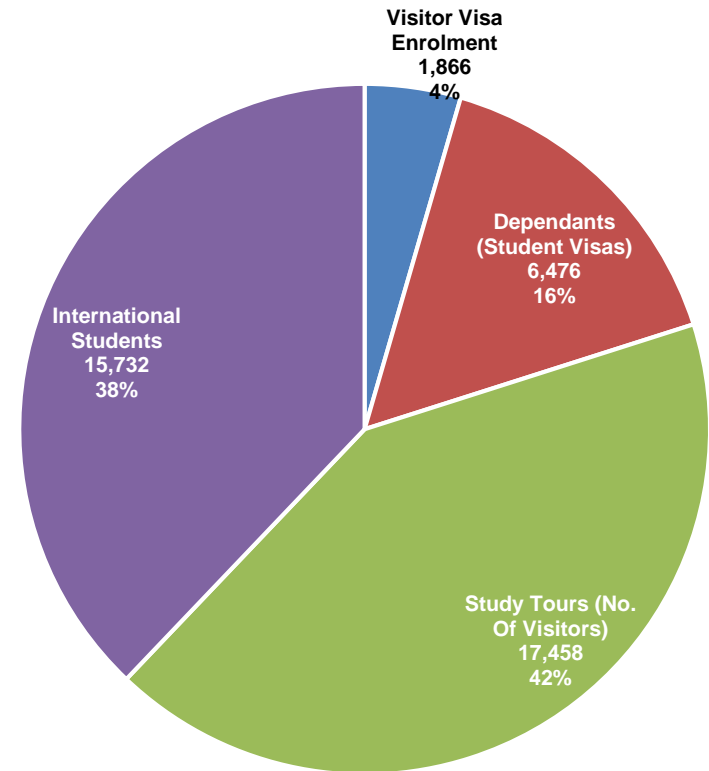
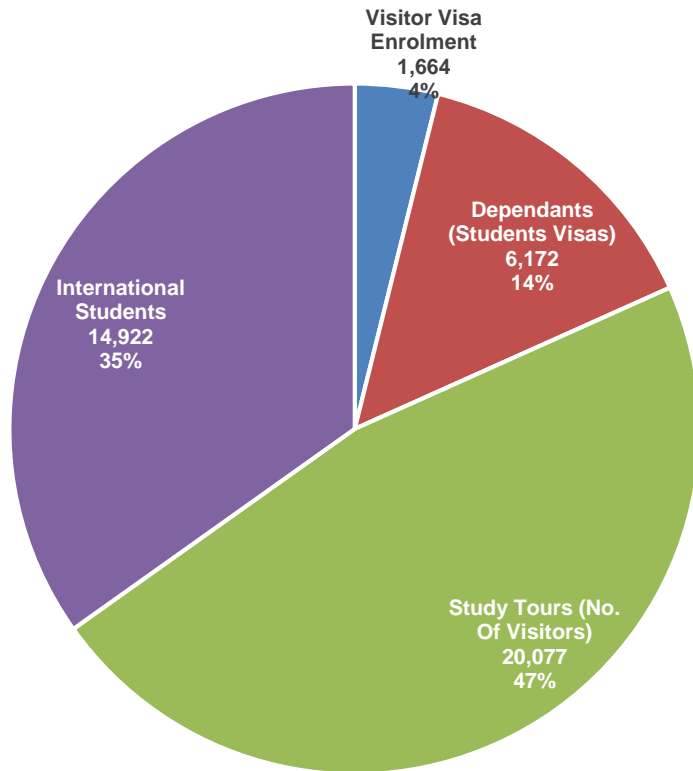
The Knowns & The Unknowns

Lack of data!

- **Students on Study Tours / Summer camps**
 - Data Gap – visitor visas – under 16s
 - AGSI data for government schools.
- **Sister schools**
 - No data – visitor visas
- **MoUs with Ministries & Boards of Education**
 - Data gap:
 - Student visa holders included
 - Visitor visa holders not included in data



Australian Government Schools International Activity



2016

2017 YTD



Case Study 1: MOU with Tokyo BoE

- Stakeholders involved:
 - NSW DE International,
 - Austrade,
 - Agents (tendered),
 - universities in Sydney
 - Agreements with other States

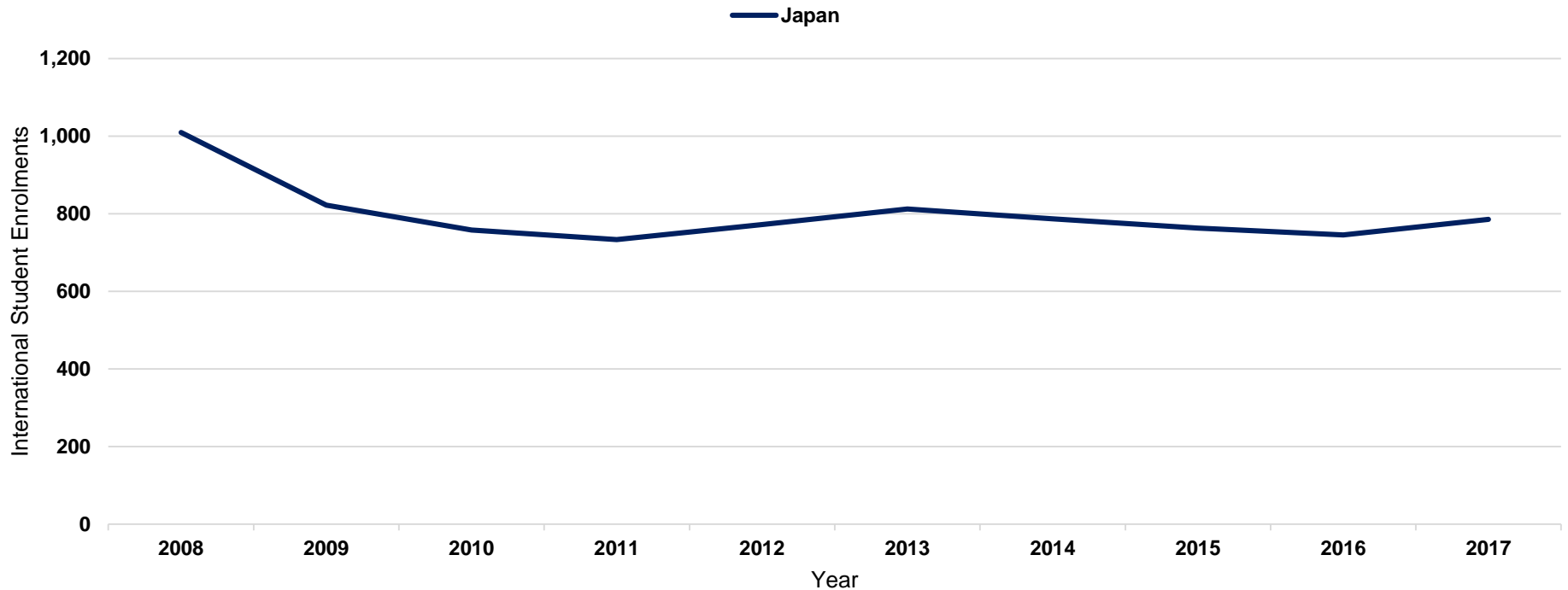
- Programs:
 - Professional Development program for Tokyo teachers – UNSW is main provider & NSW government schools
 - 8-12 week program & 4th year operating
 - Sister school arrangements – reciprocal visits & activities at a distance
 - Outbound program for Australian school students
 - International students – 1 year program



Schools Sector – Japan

Student visa data

International Student Enrolments (Schools Sector) – Japan
July YTD 2008 – July YTD 2017



Case Study 2: China

MoU with Hebei Education Ministry

Memorandum of Understanding with Hebei Ministry of Education, China – signed in 2016 & extended in 2017.

- Stakeholders and groups involved:
 - NSW DE International,
 - Hebei Provincial Government Education Agency,
 - Selected schools in key cities in Hebei province – Shijiazhuang (2016), Baoding, Tangshun (2017)
 - Selected NSW government schools
 - UNSW and other universities have agreements / MoUs



Case Study 2: China

MoU with Hebei Education Ministry

➤ Programs:

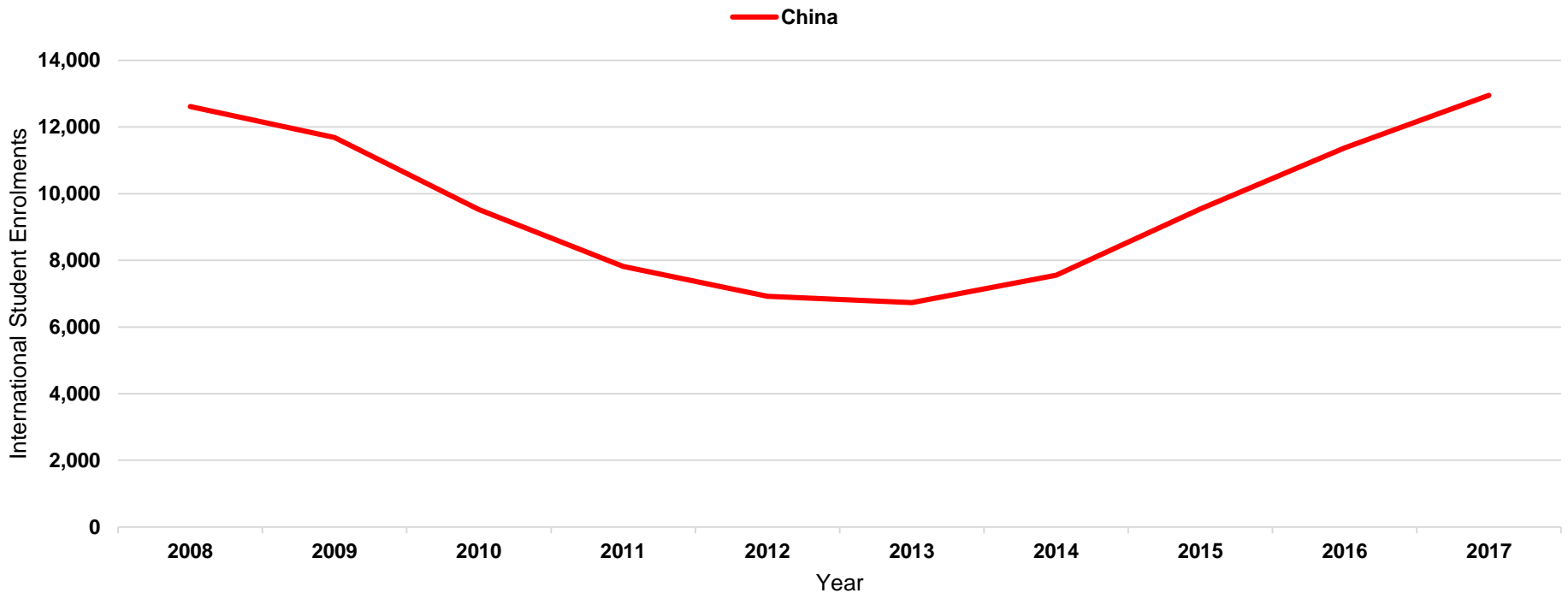
- Study Tours / Summer camps for junior secondary students – visit high schools and universities in Sydney
 - “Taster” program - students and parents considering long term programs
- Schools in Hebei selected for the following programs:
 - **1+2 program** – Year 10 in Hebei school + Years 11 – 12 in NSW government schools
 - **3+3 program** – Years 7-9 in Hebei + Years 10-12 in NSW govt. schools
 - **2+1 program** – Years 10-11 in Hebei + Foundation program at UNSW



2018 will include regional schools in NSW

Schools Sector - China

International Student Enrolments (Schools Sector) – China
July YTD 2008 – July YTD 2017



Case Study 3: Switzerland MoU with Canton de Vaud

- MoU signed with Canton Ministry of Education in 2014
- Canton de Vaud – capital Lausanne - 30 minutes from Geneva
 - First meeting in 2011
 - First student intake 2014
- Stakeholders and groups involved:
 - NSW DE International and South Australia
 - Austrade – Germany initiated Schools Mission and facilitated
 - Expanded to Tasmania and Queensland



Case Study 3: MoU with Swiss Canton de Vaud

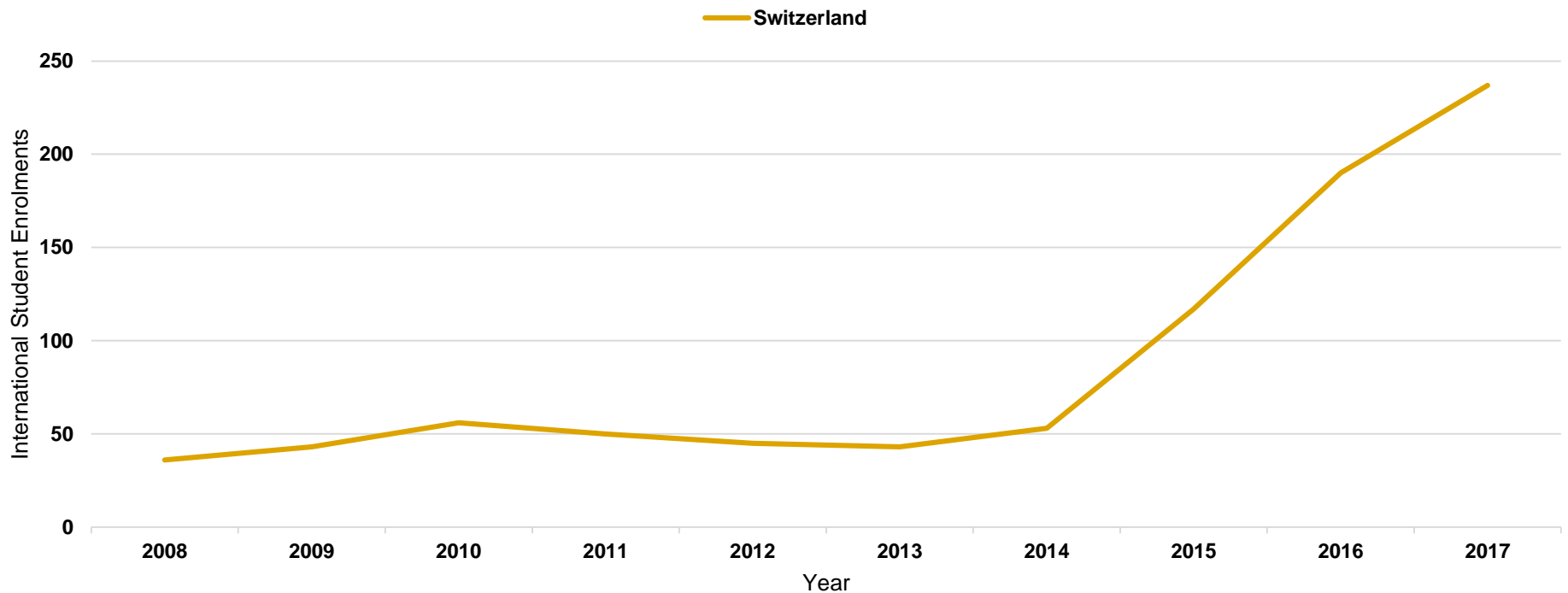
➤ Program:

- Study abroad program (student visas)
 - Students offered to complete Year 11 abroad and return to complete Year 12 in Lausanne
 - Students offered schools in Australia (NSW, SA, Tasmania or Queensland); or USA, UK or Canada (added 2017)
 - 3rd year operating
- Challenge of matching subjects - languages
- Student outcomes measured with very positive results – Year 12 results from 1st group
- Significant growth in demand for this program
- Expanding schools into regional areas.



Schools Sector - Switzerland

International Student Enrolments (Schools Sector) – Switzerland
July YTD 2008 – July YTD 2017



Conclusion

- There is a lot happening in the schools sector – but there are gaps in the data!
- The way we do business is changing with more direct links with Ministries & Boards of Education overseas
- We are working with universities in delivering programs
- We support other sectors – as a pathway program; as a “taster” program with study tours; Professional development programs for teachers; and schooling for dependant children.
- **A strong school sector benefits all sectors.**

Questions?



THANK YOU!

