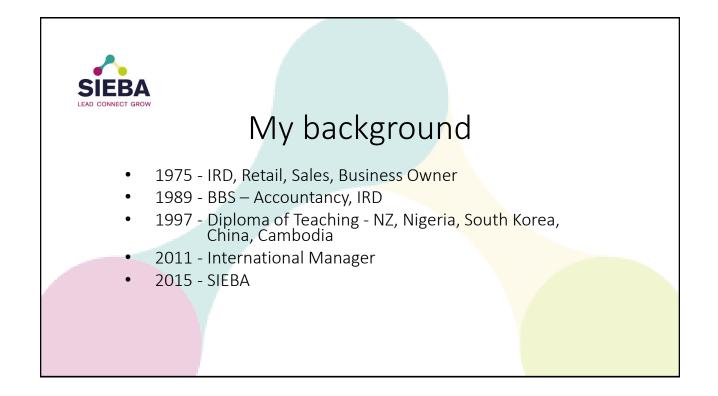




In the next hour we will...

- Consider: is hosting international students business or education?
- Get an overview of the industry
- Explore internationalization of our schools
- Discuss collaboration between business managers and international staff
- Have time for questions and answers









The New Zealand context

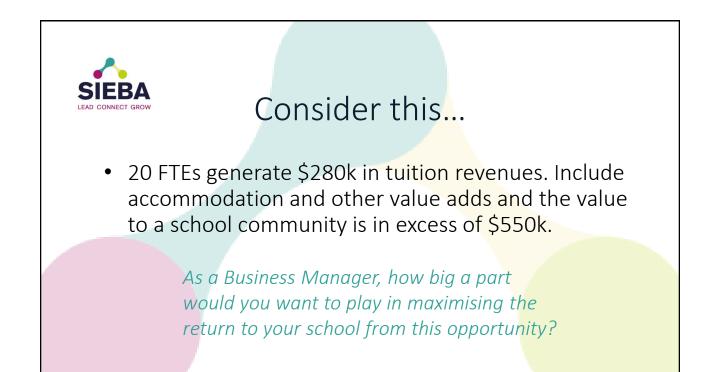
- 120,000 International student enrolments in 2016
- 30,000 Increase in international students between 2014 and 2016
- \$1.5b total tuition fee revenue
- \$3.0b secondary revenues as a result of international enrolments
- Export education is 4th largest export earner for NZ
- Goal is \$5b by 2025





Schools play a key role

- 18% share of the total market
- 19,000 International student enrolments
- \$270m tuition fee revenues
- \$650m total GDP contribution







Education – a changing landscape

- Tomorrow's schools are under review
- NCEA is under review
- How schools operate is under review
- Growing focus on global competencies



Paying for education

- Free education is a constitutional right
- Financing education is a challenge for successive governments
- Revenues from international enrolments present a unique opportunity to go beyond regular financing of your school and provide funds for school advancement.
- Business management is essential to make the most of this opportunity.

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International education strategy

- Blueprint for 2018 -2030
- Excellent education and experiences
- Sustainable growth
- Global citizens

Sustainability for the school sector hinges on how well we internationalize our schools









Profile of an international manager

- The majority are educators
- Vast range of models from part time to full time
- No provision within the collective agreements and remuneration varies widely
- Concerning employment practices
- No support from MoE for either footprint or capability
- For most, hours worked exceed the hours paid
- International travel is high risk largely unmitigated
- Compliance burden is high
- Professional isolation is a feature of the role



- Agent management
- Budgeting and financial performance
- Pastoral care and academic progress
- Compliance and self review
- Accommodation services
- Crisis management



In the last 6 months...

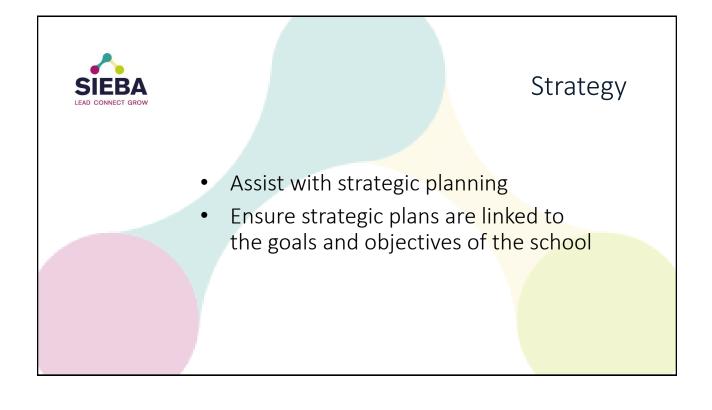
- 17 year old gives birth in homestay bathroom
- 15 year old becomes ill and is on life-support for 3 weeks
- 16 year old is charged with rape and attempts to leave the country
- Host father is charged with sexual misconduct on an international student
- As agent is charged with sexual violation of an international student
- Two 15 year olds bus to Auckland for a weekend
- Two short term students shoot up a home stay with a BB gun

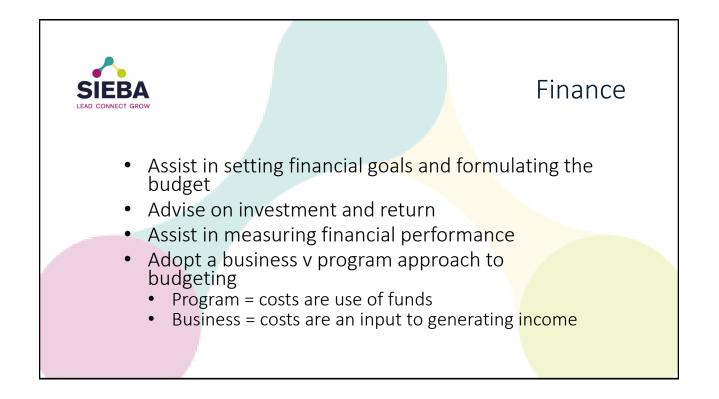


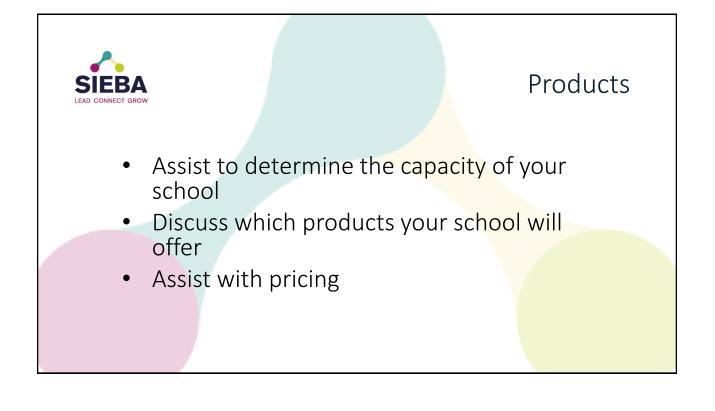
Compliance

- Code of Practice
- 7 from 10 outcomes focus on commerce;
 - Marketing, agents, contracts, immigration, withdrawal & closures, grievances, disputes
- Self-review is at the heart of compliance
- Contracts now define the rights and responsibilities of students and schools
- Increased risk to schools from low levels of compliance
- Disputes and grievances by students are on the rise

















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- Business information
- Growth opportunities
- Professional development
- Advisory services and resources
- Advocacy



Questions and Answers

