



idp



17TH IDP AUSTRALIAN INTERNATIONAL EDUCATION CONFERENCE

*securing the FUTURE for International Education:
Managing growth and Diversity*

Managing Overseas Initiatives

- Expectations
- Compliance requirements - AUQA
- State legislation – Commercial activities register
- University processes



Market/Client/ Student Expectations

- Parity of educational outcomes
- Recognition and portability of qualifications
- Parity of student experience

Australian Universities Quality Agency

- Whole of university audits – fitness for purpose
- International programs off-shore focus
- Particular concerns

Commercial Activities Register

- Definition of commercial activities
- Levels of authorisation
- Differing state legislation

University Processes: Evaluation and Approval

- Description of the venture
- Financial analysis
- Accounting processes
- Quality assurance check
- Legal framework
- Intellectual property rights and ownership
- Insurance

Risk Analysis

- Risk of financial loss
- Risk of incurring legal liability
- Risk of loss or damage to the reputation of the university
- Risk of impairment of the conduct for the University's principal functions, under section 7 of the Act
- Risk of adverse tax or duty consequences
- Quality Assurance Assessment
- Other risks considered significant for this activity

Quality Assurance Assessment

- Academic quality of the program delivery
- Control of curriculum content
- Student services at a satisfactory level
- Admission process – appropriate assessment of English language standards of prospective students
- Advanced standing – appropriate assessment of the level of advanced standing
- Assessment – the moderation process must be adequate and undertaken within the required timeframe
- Exam procedures – in accordance with University rules
- Marking must conform to University standards

So What Does This Require?

- More homework to be done
- Comprehensive costing models needed
- Good legal contract
- Determine optimal legal structure
- Good knowledge of in-country legal and business framework
- Realistic assessment of staff resources needed
- Good negotiating skills

What Would the Ideal Opportunity Look Like?

- Comprehensive partnering involving many areas of the University
- Must be a win-win situation
- Good profit margin
- General compatibility with partner
- Main operators 'get on' together