

# CAN INTERNATIONALISATION SAVE US?

HEADS OF UNIVERSITY CENTRES FOR BIOMEDICAL SCIENCES ANNUAL CONFERENCE,  
ESSEX UNIVERSITY, 4 SEPTEMBER 2018



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**@espressoHE**



# VOLATILITY



# VOLATILITY

- university funding
- pension costs
- domestic demographics
- disrupters (apprenticeships, on-line)
- changing practices of graduate recruiters
- parents & prospective students questioning RoI
- competition (at home and overseas)



# KNOWLEDGE HAS ALWAYS BEEN INTERNATIONAL



**Ibn Battutah**  
travelled from  
Morocco,  
throughout Asia to  
China in pursuit of  
knowledge



**Jewish philosopher  
Maimonides**, exiled  
from his native Spain,  
studied at University  
of Al-Karaouine in  
Morocco



**The Choshu 5** who fled  
Japan to study at UCL in  
the 1860s



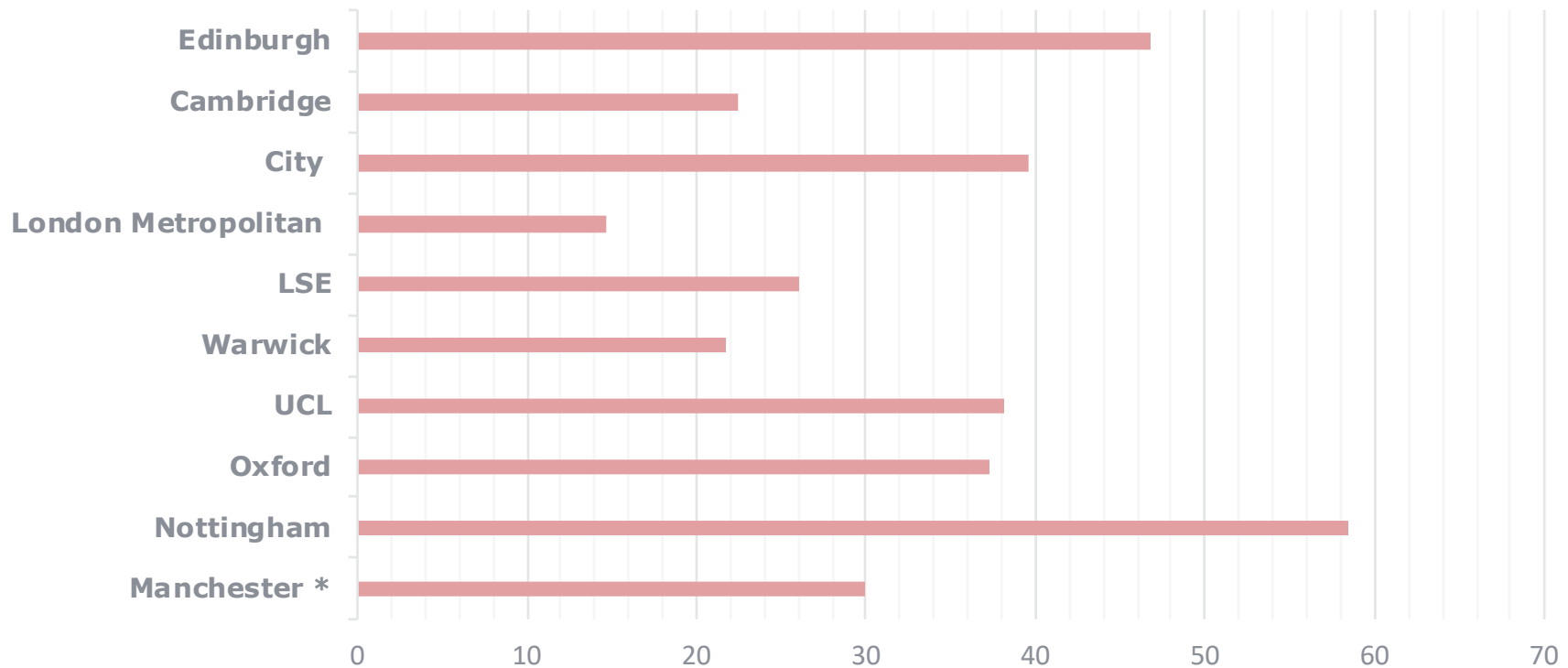
**William of Tyre**  
travelled from  
Jerusalem to study  
liberal arts and  
cannon law at  
Paris, Orleans and  
Bologna.

***“Higher education has always been more internationally open than most sectors because of its immersion in knowledge, which never showed much respect for juridical boundaries.”***

Marginson and van der Wende (2009)

# DEVELOPMENT POWERED BY INTERNATIONAL STUDENTS

International student growth rates 2002 – 2007



# FUNDAMENTAL QUESTIONS

- What are the objectives of our internationalisation strategies?
- How do we go about achieving them?
- How do we measure our performance against those objectives?

# WHAT'S IN OUR GE STRATEGIES?

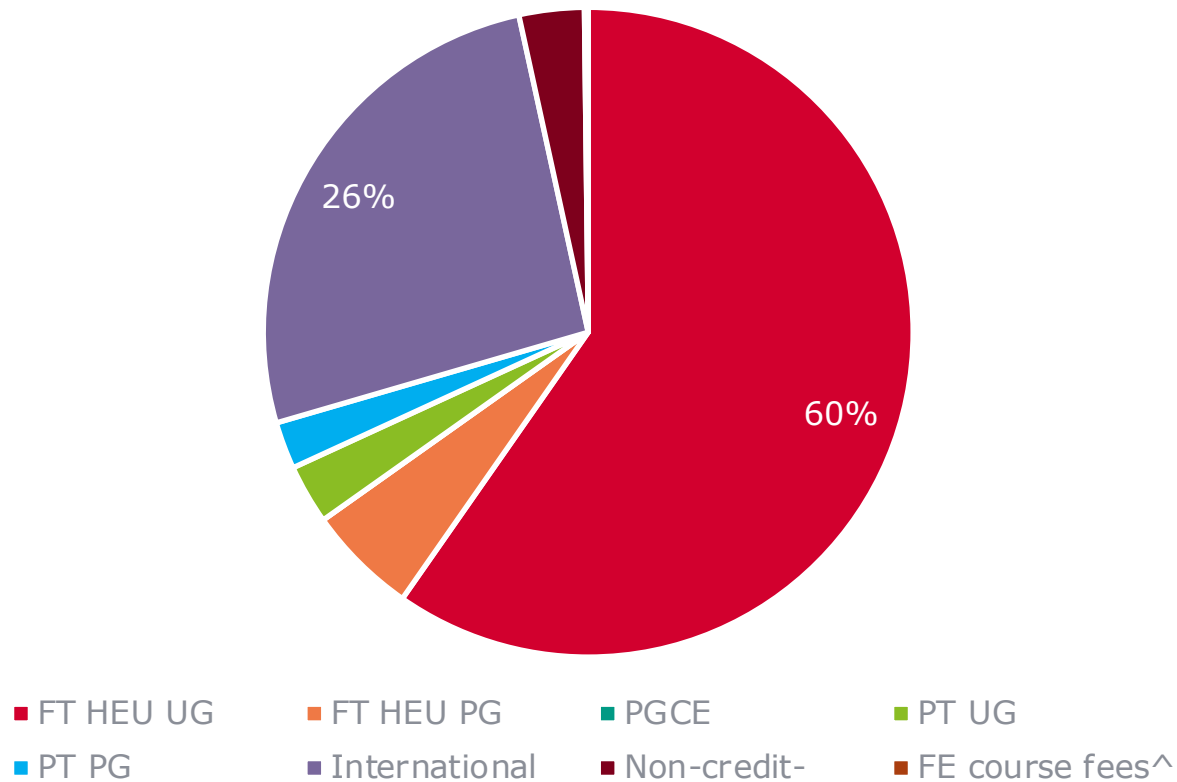
1	the development and expansion of international <b>partnerships</b>	92%
2	student mobility ( <b>Study Abroad</b> /Exchange etc.)	83
3	international <b>research</b>	79
4	international <b>student recruitment</b>	71
5	Internationalisation of the <b>curriculum</b>	63
6	<b>support for international students</b>	63
7	Development of more international <b>mobility among staff</b>	58
8	international student <b>alumni relations</b>	54
9	development of ' <b>international</b> ' <b>skills among staff</b>	50
10	<b>internationalisation at home</b>	46

# AND WHAT ISN'T?

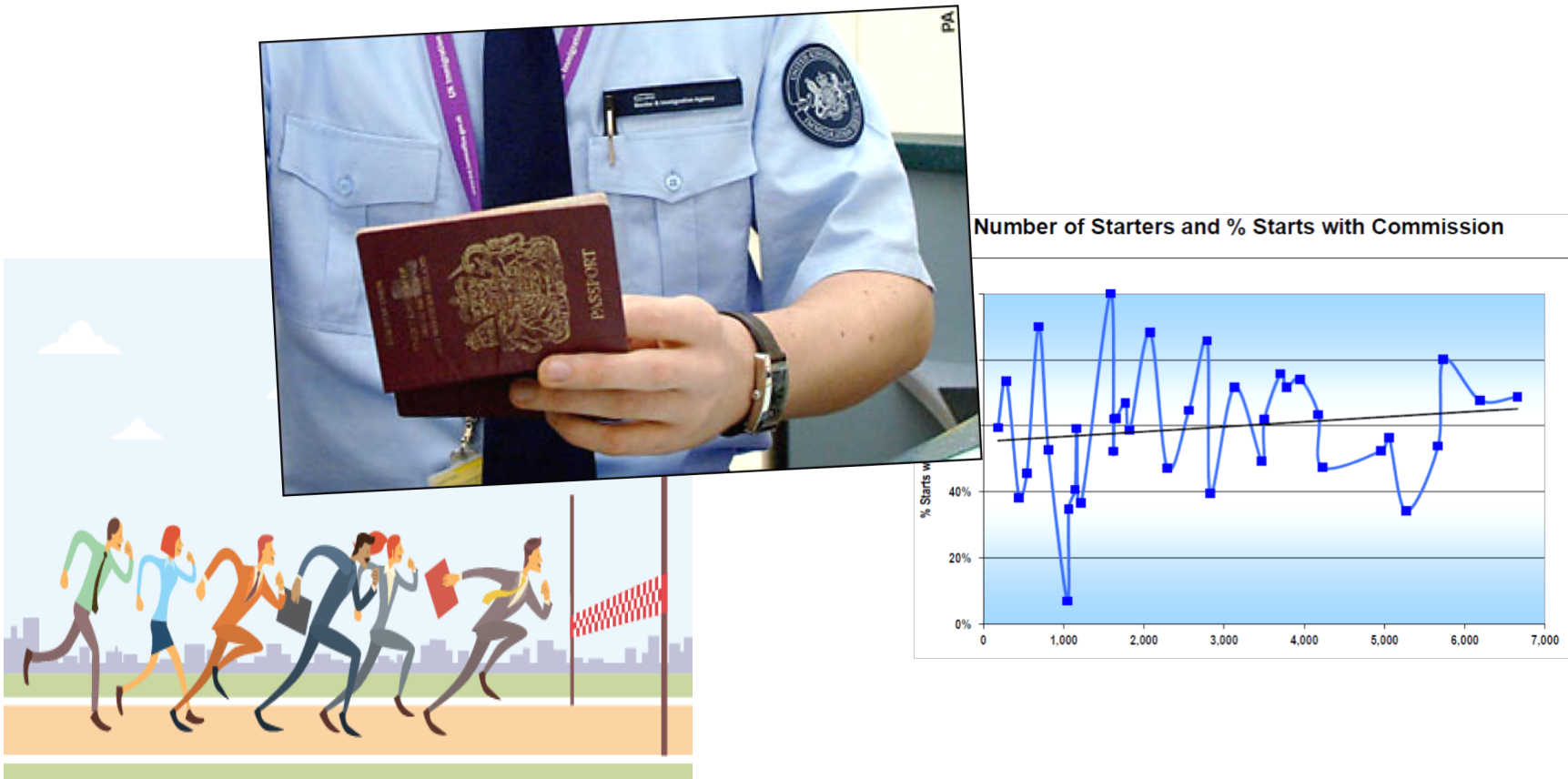
- staff recruitment
- student diversity
- capacity development
- knowledge transfer & business engagement
- English language support



## English universities: source of tuition fees 2015-16



# REDUCING MARGINS



We spend a lot of money on agents.

£1767

in commission for each non-EU student recruited  
through an agent in 2013-14

Ref: THE 19 February 2015

We spend a lot of money on agents.

£87m

Paid by universities to agents

Ref: THE 19 February 2015

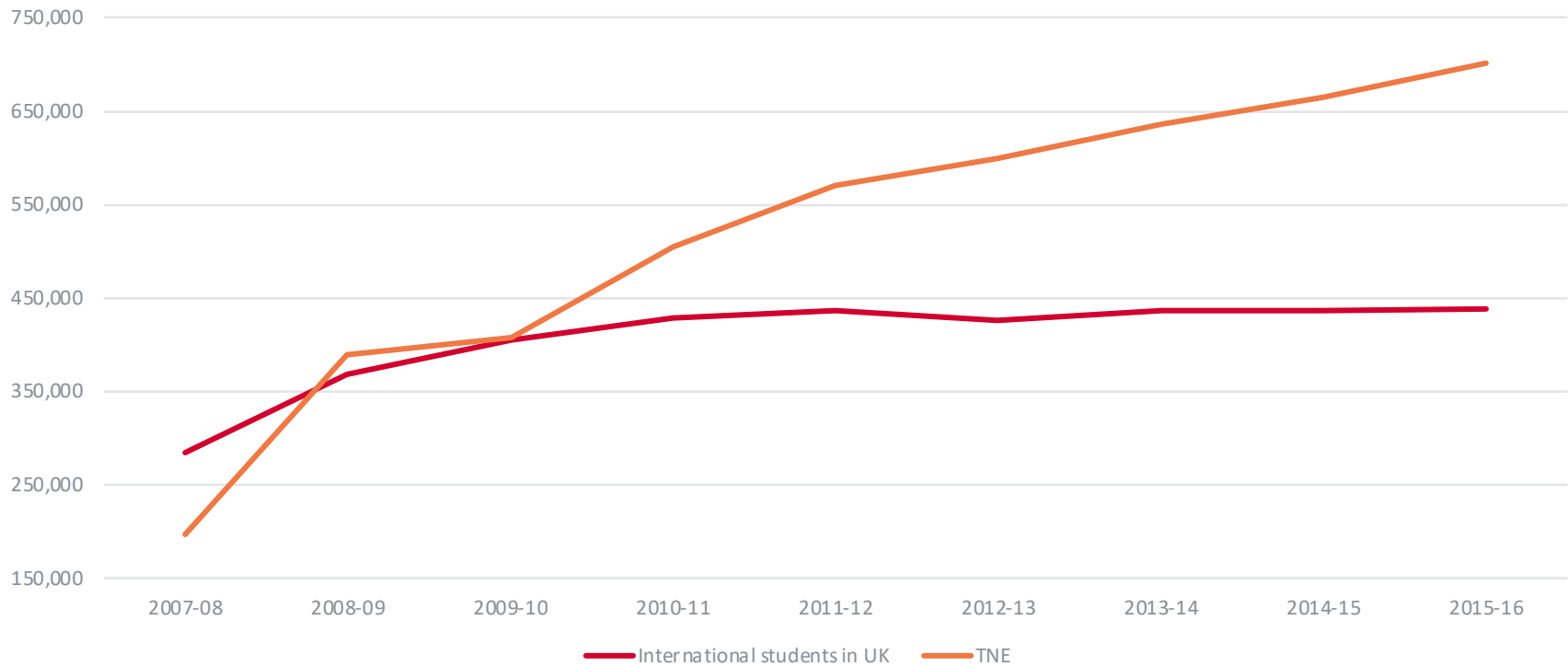
We spend a lot of money on agents. At least:

£120m

paid by universities to agents

# INTERNATIONAL STUDENTS

International students in UK Universities at home and off-shore





# SOME FORMS OF TNE

- (e) mobility of knowledge
- mobility of faculty
- cross border delivery
  - twining programmes and articulations
  - distance learning
  - franchise, validation
  - fly-in country delivery
  - international campuses





# STRATEGIC PILLARS

- international research partnerships & funding opportunities
- international student experience
- internationalizing (the UK) the student
- international mobility/ student exchange
- international student growth (on- & off-shore)

# REQUIREMENTS FOR SUCCESSFUL INTERNATIONALISATION

- **Build clear positions** about what you are trying to achieve, and articulating what this means for staff, students (and parents/ sponsors), partners, etc.
- Be **flexible** in terms of forms of delivery considered
- Ensure you give attention to **underpinning systems** (student records, finance, HR, etc.)
- **Properly resource**: put time and effort in early – that’s much more cost effective than getting things wrong later ...
- **Leadership/** champions

# GLOBAL ENGAGEMENT IN AN UNCERTAIN WORLD

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