



Dear Exhibitor.

British Council Colombia thank you for participating in Education UK Postgraduate Roadshow held in October 2015 in Bogota and Medellin, Colombia.

The purpose of this report is to provide you with a summary of the event, including visitor and exhibitor feedback as well as other useful information. We trust that this report will enable you to report return on investment and assist with future decision making.

The event was aimed at providing opportunities for UK Higher Education providers to meet with potential students who are interested in a Post Graduate program. It also gave access to relevant decision makers and influencers within of the 11 campuses visited in both cities with the hope of establishing a connection for future collaboration. The event hosted 11 delegates from 11 UK institutions as listed in the Appendix who engaged with visitors and prospective students and partners, providing audiences with information on education as well as other opportunities that exist in the UK.

The event attracted over 726 visitors thanks to digital and offline campaigns as well as support from local partners such as Colfuturo and some Universities. A series of seminars were also given by Colfuturo, IELTS, UK visas, British Embassy Chevening scholarships and panel of ex-UK alumni (REDBRIT). Event was highly successful and generated huge expectations from locals in terms of options of courses available in the UK.

British Council and SIEM team in Colombia highly appreciate your support, and hope that we can continue to provide valuable services in terms of our exhibitions and range of other targeted activities during the year.

We hope to see you again at our next exhibition scheduled for the dates indicated below. Click <u>here</u> to register.

Bogotá		AR Centro de Convenciones Santa Ana
Medellin	Monday 29 th February 2016	Hotel Estelar Milla de Oro
Cali	Wednesday 2 nd March 2016	Hotel Marriot

Thank you!

Chris Rawlings
Country Director



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I. Highlights

The Roadshow has a huge success and received excellent feedback visiting UK institutions.

- 726 targeted visitors
- 1,588 registered
- 11 UK participating institutions
- Free press media coverage (7 print, 1 TV, 5 radio interviews, 26 internet pages)
- Participation of Colfuturo, IELTS, UK Visas, Chevening and Redbrit

A number of successful seminars were held on the following topics:

- Market and event brief for delegates only
- Chevening Scholarships for studying in the UK
- Colfuturo Financing for Masters' Degree abroad
- UK student visas and immigration process
- IELTS what is needed to get into a UK university
- RedBrit Life in the UK for a Colombian student

The Roadshow was held at the following venue, time:

Venues	Hotel Estelar Milla de Oro, Medellin Thursday 22 October 2015	
Opening Hours	12.00 – 19.00	
Participation cost	GBP 1,195	

Venues	NH Collections Metrotel, Bogota Saturday 24 October 2015
Opening Hours	10.00 – 18.00
Participation cost	GBP 1,309



II. Visitors Profile

- 726 visitors
- 1,588 registered
- Age group with highest attendance in both cities were: 21-30yrs and 31 40yrs

1. Audience participation:

Education UK Postgraduate Fair – Bogota 24 October 2015	1187	535 (45.07%)
Education UK Postgraduate Fair– Medellin 22 October 2015	401	191 (47.63%)

2. Levels of education sought in the UK

Summary of visitor interest in both cities:

High interest expressed in both cities for Postgraduate and MBA programs

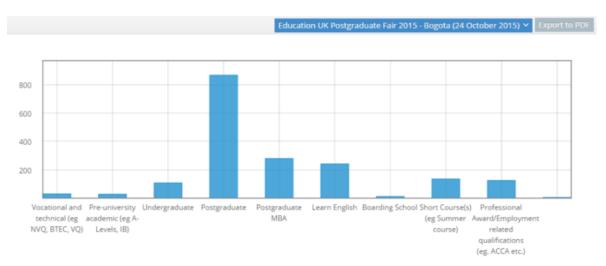
Top 5 subject areas of interest in both cities were:

- 1. Business and Administration
- 2. Engineering and Technology
- 3. Social Studies and Communications
- 4. Humanities
- 5. Creative Arts and Design

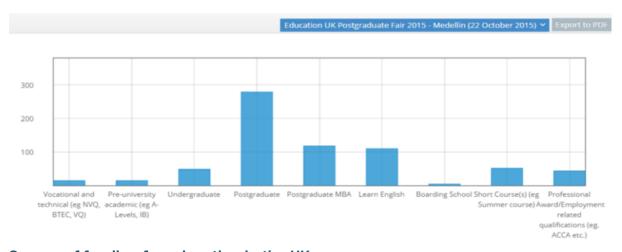
NB: New interest in Bogota for Health, Beauty and Personal Care



a) Bogotá



b) Medellín

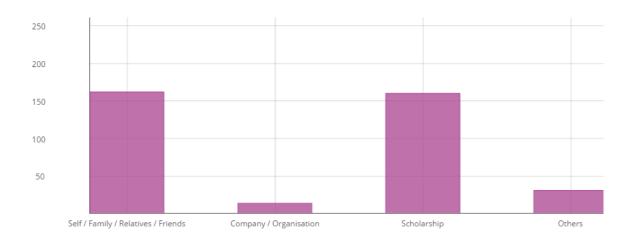


3. Source of funding for education in the UK

An overwhelming majority of the visitors indicated that their **sources of funding** for studying in the UK will come from either their **personal savings or from relatives.** The others indicated **scholarships** and other sources.



a) Medellin - Source of funding for studies in the UK



b) Bogota - Source of funding for studies in the UK



III. Event Feedback – Exhibitors

Some positive Quotes from Exhibitors

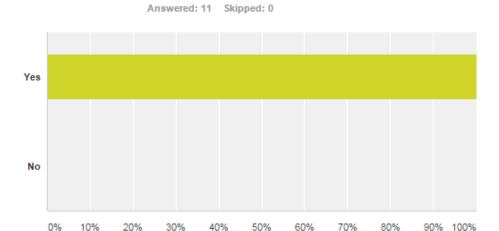
- It went well and was very busy
- ... quality of enquiries in Medellin was better
- Everything was great today!!
- Thanks so much for all that you did; the events were a great success and it was a
 pleasure to meet and work with you and hope to see you again next year



When exhibitors were asked if they will sign up for a similar event again 100% of exhibitors answered **YES** in Medellin and 1 respondent in Bogota said she wouldn't participate in future Post Graduate Events.

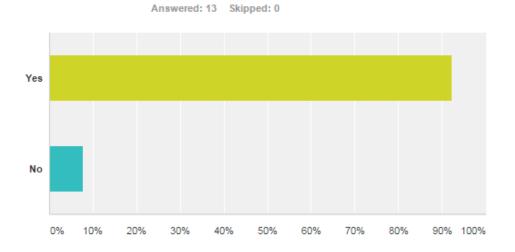
i. Medellin

Would you sign up for another Education UK event organized by the British Council in Colombia?



ii. Bogota

Would you sign up for another Education UK event organized by the British Council in Colombia?

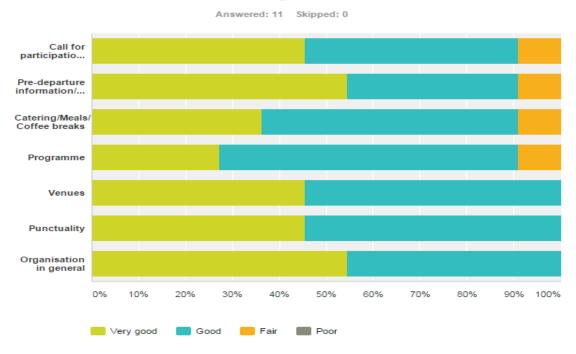




Exhibitor Feedback

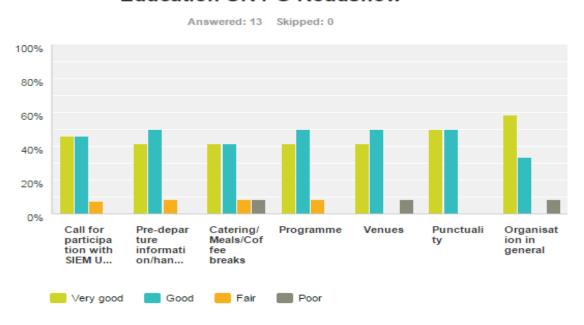
iii. Medellin

Please rate the following aspects of the Education UK Postgraduate Roadshow



iv. Bogota

Please rate the following aspects of the Education UK PG Roadshow





IV. Marketing

Our promotional campaigns reached 4,760,747 people via free press and +561,187 via social media.

Over 70,000 reached through British Council website, not counting partner social media platforms.



Portafolio – Nationwide reach



Las más reconocidas instituciones del Reino Unido estarán en Bogotá y Medellín en el marco de la Feria de Posgrados Education UK, organizada por el British Council en Colombia.

El evento, que reûne año tras año a las mejores universidades de Inglaterra, Gales y Escocia (Gran Bretaña) e Irlanda del Norte, es el lugar ideal para tener un contacto directo con los representantes de cada institución, resolver cualquier tipo de inquietud y postularse en ese mismo lugar.

en ese mismo lugar. En la feria también estarán presentes las organizaciones dedicadas a temas de becas

2014

Según los últimos estudios de educación realizados por el Banco HSBC en ese año, estudiar en el Reino Unido puede resultar más económico que hacerlo en Estados Unidos y los costos son también menores que en Australia

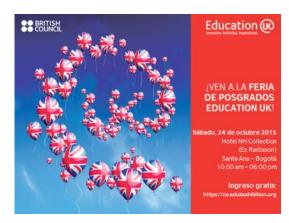
y financiamiento como Colfuturo, Icetex, Chevening y Colciencias, e instituciones como la sección de visas de la embajada británica, International English Language Testing System (Ielts), entre otras. OLFRENSA



ADN - Medellin







Flyers and posters – Bogota & Medellin



El Espectador newspaper



TV interview: News -Tele Antioquia

PG Roadshow Animation

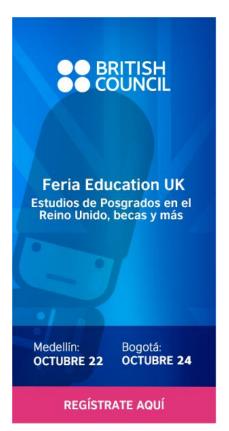




Mail shots



Economía & negocios



Facebook Ad



Colfuturo





















V. Next Steps

There are several areas that both British Council and the UK institutions can work on to improve the overall arrangement and outcomes of events of this sort. The main findings and recommended next steps are outlined below:

British Council

- We understand that exhibitors will also want to promote events that they're attending and will provide registration links for prospective students to apply
- We will look into the possibilities of starting later in cities outside Bogotá, without affecting attendance numbers. (suggested time by some exhibitors 2pm 7pm)

UK Institutions

- A number of visitors indicated low offers for doctorate degree programs and specialists Master's degree in subjects like Petroleum Engineering.
- It is suggested that institutions invite their alumni to attend future exhibitions and share tales of their life in UK with the visitors.
- Institutions should consider aim to provide the British Council with a subject matrix prior to the exhibition, to help reduce queues at stalls where institutions don't provide the course.
- Though target visitors fell within socio-economic stratus 4 6 and demonstrating capacity to afford UK education, many visitors commented that scholarships opportunities from universities were very low. We recommend institutions to look at ways of providing some sort of scholarship or discount and highlight these during future exhibitions/tours.

The above points, though important, should not detract from what was a hugely successful Tour. Next year's exhibition (Currently Scheduled for **27**th **February to 2**nd **March 2016**) will build upon the lessons learned and prove even more popular. We hope to see you there! Click here to register.



VI. Appendix

List of UK participating Institutions

- 1. University of Brighton
- 2. University of Salford
- 3. BPP University
- 4. University of the West of Scotland
- 5. University of Leeds

- 6. Kings College London
- 7. The University of Manchester
- 8. Anglia Ruskin University
- 9. University of Essex
- 10. Birmingham City University
- 11. University of Westminster

Photos























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British Council Colombia