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TNE in India: making it work for you

Richard Everitt, British Council

Stuart Fitz-Gerald, Kingston University

Neil Kemp, NK Education

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5 OPPORTUNITIES NEXT YEAR

1. 2016 UK – India Year Education Research and Innovation
2. Global Initiative Academic Network (GIAN)
3. UK India Education and Research Initiative
4. Newton–Bhabha Fund
5. Generation UK-India



UK-India
A logo consisting of a horizontal bar divided into five colored segments: red, blue, orange, a small blue dot, and green.

**2016: Year of Education
Research and Innovation**



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Transnational education:
A guide for creating partnerships in India

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The Team

Professor Rajani Naidoo, University
of Bath



Dr Neil Kemp



Joy Jyoti Nandi, MBEC Pvt,
New Delhi



Professor Sudhanshu Bushan, NUEPA

Dr Vijay Arya University of Delhi



Indian TNE: the big picture

- Booming demand for HE in India likely to drive demand for TNE.
- Academic partnerships are for the longer term - cultural sensitivity essential from all involved.
- Some concerns around regulatory compliance and degree recognition remain
- Students must be at the centre of any academic partnership - satisfy their needs above all other concerns.
- TNE should be part of your total internationalisation strategy, not solely for revenue generation ('business like - not business driven')

Indian enrolments on UK TNE programmes

	2010-11	2011-12	2012-13	2013-14
Bachelor degrees				
Delivery through collaborative provision	5,595	6,300	6,400	8,815
Distance learning	540	565	745	830
Master degrees				
Delivery through some form of partnership	1,420	2,185	1,765	1,860
Distance learning	760	755	1,145	1,180
Doctorate degree				
Delivery through some form of partnership		20	30	15
Distance learning	15	20	38	45
Total (all modes/levels)	8,340	9,845	10,125	12,920

Delivery modes & collaborative provision

- Partnerships – validation, franchise
- Transfers – articulation and twinning
- Distance learning – supported and unsupported



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Crossing cultures – a two way process

- Governance and management – public meets private
- Regulatory – Indian and UK
- Financial – who invests and how much
- Teaching and learning styles – critical thinking, projects and assignments
- Risks and assumptions – and shared and understood



The students

- Who are they?
- Where are they located?
- What do they pay for their studies?
- What might be their motivations?
- How can you support them – culturally and practically?



Some financials



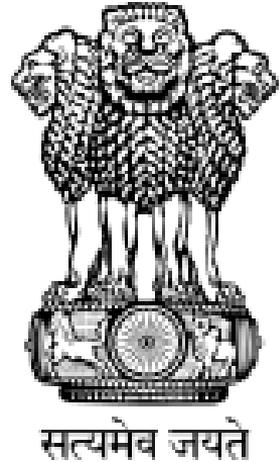
Level	Indian institution (local fee) per student pa	Remittance (fee) to UK institution per student pa
Undergraduate	£2,180	£600
Masters	£3,670	£1,000

- Articulation: £14 million pa
- Unsupported distance learning: >£3,000 |



Regulatory compliance and qualification recognition

- Regulatory
 - All India Council for Technical Education (National Board of Accreditation - NBA) and UGC;
 - National Accreditation and Assessment Council (NAAC);
 - Professional bodies (Law, Medicine etc).
- Degree recognition: Association of Indian Universities (AIU)
 - Some barriers (duration; distance learning)
 - Positives (new flexibility on duration; transfer programmes)



Does it matter?

Indian TNE partnerships – top tips

- Plan thoroughly, negotiate carefully, be clear of risks;
- Think partners – mutual, long term, understand their finances, government restrictions; support them;
- Think students – expectations and learning styles;
- Indian degree parallel award
- Staff development is for both sides and an ongoing need;
- Maximise opportunities for other activities;
- The partnership will end one day – ensure the separation is amicable



Indian TNE – future opportunities

- Transfers and articulations
- Economies of scale
- Partnerships Niche areas (eg design, finance, health sector),
- Masters (or Undergraduate)
- Distance delivery?



New Modi government initiatives?

Indian TNE from 7th to 21st Centuries

Xuanzang and Nalanda



欽定四庫全書
大唐西域記卷二
唐 釋玄奘 譯
釋辯機 撰

三國
 濊波國 那揭羅曷國 健馱羅國
 詳夫天竺之稱異議紛紜舊云身毒或曰賢豆今從正
 音宜云印度印度之人隨地稱國殊方異俗遠舉總名
 統定四庫全書
 語其所美謂之印度印度者唐言日月有多名斯其一
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 為法貴於其推稱備以成俗無云經界之別總謂婆羅
 門國焉若其封壤之域可得而言五印度之境周九萬
 餘里三垂大海北背雪山北廣南狹形如半月蓋野區





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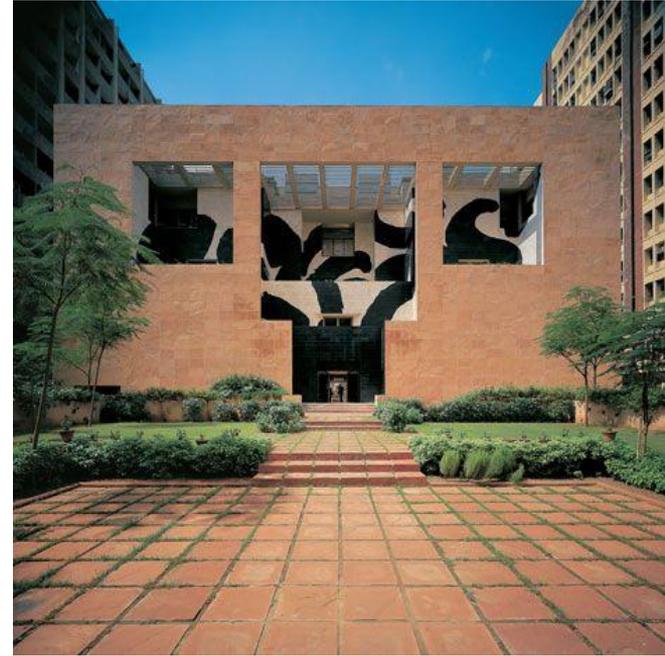
UNIVERSITY IN LONDON



Thank you!

Dr Neil Kemp

neil.kemp@nkeducation.com



Faculty of **Business and Law**

SIEM Conference Edinburgh
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TNE in India – Making it work for you

Stuart J Fitz-Gerald, Associate Professor and Director of Collaborations Kingston Business School
fitzgerald@kingston.ac.uk

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TRANSNATIONAL EDUCATION A GUIDE FOR CREATING PARTNERSHIPS IN INDIA December 2015

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Major Issues

- Market Research
- Finding the Right Partner
- Due Diligence
- Financials
- Compliance
- Design
- Linking delivering staff – UK and India
- Staff Development
- QA
- Management
- Alumni