



INTERNATIONAL
EDUCATION
SERVICES

CONFERENCE 2019

YES WE CAN

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Higher Education Consortium UK





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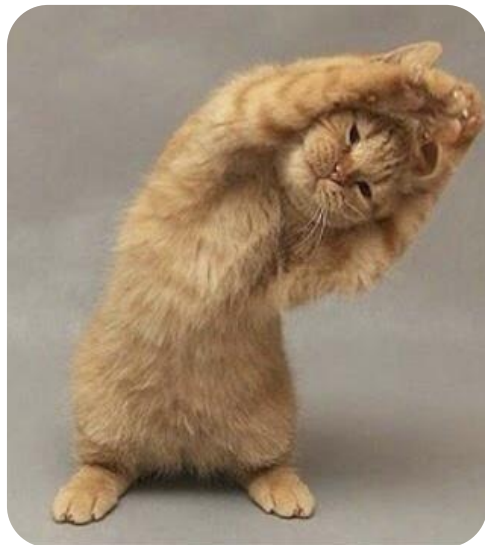
What is Effective Listening ?

Ideal Life Style



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Exercise



Yoga



Fresh Fruits & Veggies

Reality



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Preparing a Winner's Mindset

- 1) Do not **PROCRASTINATE**
- 2) Do it **NOW**
- 3) Avoid **DEPENDENCY**
- 4) Do not **FEAR** Failure
- 5) Do not Sell yourself **CHEAPLY**
- 6) Develop success habit of being **GOAL ORIENTED**



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- 5) Do not Sell yourself **CHEAPLY**
- 6) Develop success habit of being **GOAL ORIENTED**
- 7) **VISUALISE** your goal and believe you can attain it.
- 8) **PLAN** your work, and then **WORK** your plan
- 9) Do **NOT** quit.....

*“**WINNERS** never quit and quitters **NEVER** win”*



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Types of Mindset



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Fixed Mindset

Basic abilities, intelligence and talent are fixed traits

Growth Mindset

To get the best out of people, we have to believe that the best is in there.”

John Whitmore, Coaching for Performance

What's Your Mindset ?

(Pick four statements which you agree with)



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- 1) Your Intelligence is something very basic about you which you cant change
- 2) You can learn new things , but you cant really change how intelligent you are
- 3) You are certain kind of a person with certain inborn genes for personality and nothing much really can be done to change this
- 4) No matter how much intelligence you have you can always change it a bit
- 5) No matter what kind of a person you are, you can always change yourself
- 6) You can do things differently, but the important part of who you really are, cant be changed
- 7) You can always change things about the personality you are
- 8) You can always substantially change how intelligent you are

What's Your Mindset ?



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Yes	4,5,7,8	Growth Mindset
Yes	1,2,3,6	Fixed Mindset

When Do I Feel Successful ?

FIXED MINDSET

- Its when I don't make any mistakes
- When I finish fast and its perfect
- When something is easy for me and others cant do it

(Its about being perfect now)

GROWTH MIND SET

- When something is challenging, I try really hard and I am able to do something which I couldn't do before
- When I work on something for a long time and I start to figure it out

(its not about immediate perfection)



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Fixed Mindset



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- I'm the smartest, most learned. No further learnings required 😊
- No one is a close match. I'm perfect
- People simply can't change, Dealing with people is too hard!
- It's not my fault! Its theirs..... those who don't listen to me are responsible for this.
- I can't do it..... Because its impossible. (I am a failure)
- It's too cold, it's too hot, it's too noisy

Growth Mindset



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The more I practise the better I get
I don't mind making mistakes as long as I improve
Did I really do my best?
It's the journey that matters!
Let's try again!
The worse I feel, the more motivated I become lets Keep improving!
It's hard work but it's worth it!

How To Work on Growth Mindset



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- Avoid low effort syndrome
- Avoid Executive disease
- Start with Inner competition to improve rather external competition
- Am I Improving ?

I NEVER LOSEeither I WIN or LEARN

LifeNCanvas.com

WHAT'S MY LEVEL TODAY?



How about you?



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Different Ways of Self Perception



<https://www.britishcouncil.org/education-services>

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Different Ways of Self Perception



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Different Ways of Self Perception



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New Income Streams

Working with International Government Sponsors

Why Work with Government Sponsors?

- Income stream diversification for the University
- High Profile Alumni
- Cultural diversity
- Opportunity to be well informed on development projects
- Regular Income – Better Planning
- Global engagement and achieving Internationalisation KPIs



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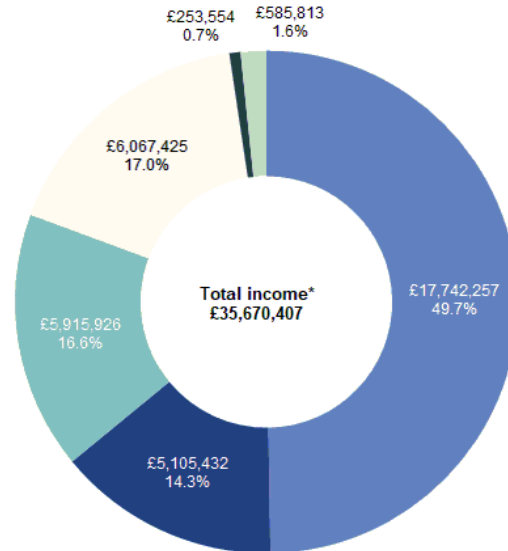
Income Stream (£ thousands)

Chart 2 - Income by source (£ thousands) 2016/17

© Higher Education Statistics Agency Limited 2018

* See definitions for further details.

- Tuition fees and education contracts
- Funding body grants
- Research grants and contracts
- Other income
- Investment income
- Donations and endowments



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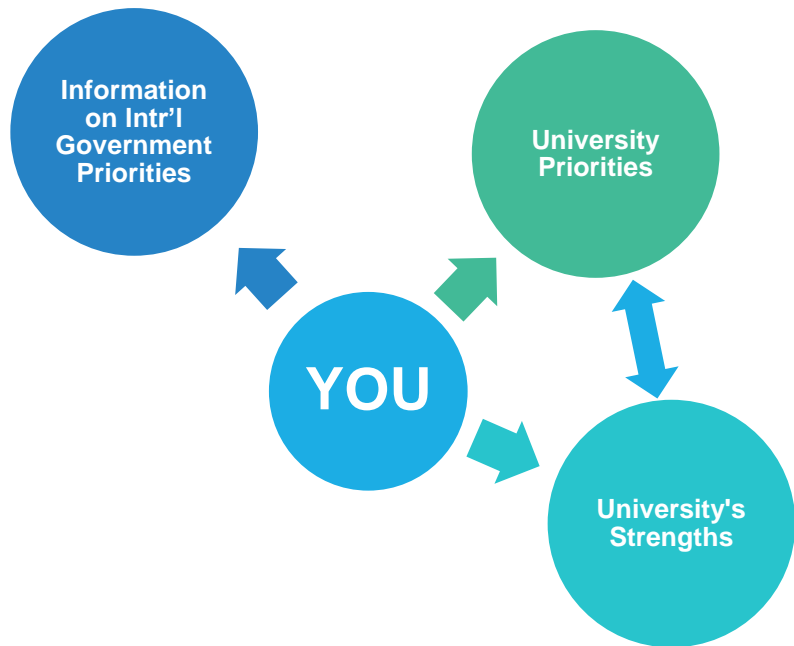
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How Can I Make it Happen?



Do I need a Strategy or a Plan?



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Information on Government Priorities

Sustainable Development Goals (SDGs)



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Information on Government Priorities

MIDDLE EAST



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Kuwait:

Vision 2030 but now a “New Kuwait Strategy 2035 based on 7 pillars, includes \$6.6bn industrial city

Saudi Arabia:

- King Salman Programme for Human Capital Development- 500K staff to be trained by 2020.
- Irtiqa Project: 80% parents should be engaged in the learning process of their children.
- Improved healthcare service through corporatisation creating competition in public sector- vision 2030
- Lower unemployment from 11.6% to 7%- (V2030)
- Women participation in the work force from 22% to 30% (V 2030)

Information on Government Priorities



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Saudi Arabia (Conti....)

13 programmes altogether including Fiscal and NT Programme

Oman

Vision 2020 and now 2040
First National Education Strategy
Restructuring the Education System



*Sultanate of Oman
Supreme Council for Planning*

Bahrain

National Higher Education Strategy 2014-2024



أهداف التنمية المستدامة البحرين
BAHRAIN SDGs

Information on Government Priorities

UAE

Vision 2021, 2050, 2071

Qatar

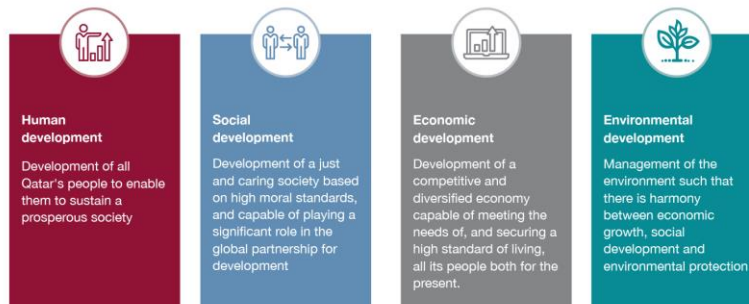
Vision 2030



The national vision aims to transform Qatar into an advanced country by 2030, capable of sustaining its own development and providing a high standard of living for its population and future generations.



The state of Qatar aims to achieve this through the following four pillars.



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Information on Government Priorities

ASEAN

Thailand:

Vision 2020, Smart Cities

Boeing - Thai Regional Hub

Malaysia, Vietnam, Singapore

AFRICA

Nigeria, Ghana, Uganda, Kenya



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Engagement Plan



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- Prepare your calendar making appointments with the Cultural offices in the UK
- Link/Connect with the ministries through cultural offices
- British Council IES country teams
- Meet the ministry with a strong proposition
- Continuous personalised institutional engagement
- Active involvement in the interest groups
- Attend networking events organised by third parties
- Follow up through an in-country academic engagement event
- Use Alumni and Staff internal forums to engage

**But I am doing
almost all these
already !!**



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Some tips to consider !!



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- The Measure of Success is the income generated post engagement
- Is the proposition strong enough ?
- Avoid risk of over-committing
- Empowering the delegate to make decisions
- Be a people smart person (culture, budget, ranking)
- Is it about What we do or How we do it?

QUESTIONS



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