



POST EVENT REPORT STUDY UK EXHIBITION – SCHOOLS TOUR

Barranquilla and Bogota, COLOMBIA

26 - 29 September, 2018

Introduction

Thank you for your participation at the Study UK exhibition in **Colombia** in **September 2018** at the **Movich Buro Hotel** in **Barranquilla** and the **AR Centro de Convenciones** in **Bogota**.

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, targeted at the Access/Foundation, Undergraduate, and Postgraduate degrees, hosted representatives from **18 UK institutions** (Listed below in the Exhibitor's feedback section), that positively engaged with **prospective students/visitors/partners**, providing the audience with information on the available academic offer in the UK.

The event attracted approximately **1,300 visitors** in Schools and open exhibitions in both cities, thanks in part to the marketing campaign and digital strategies used to promote the exhibitions. (Details listed below in the Marketing section). Alongside the main exhibition, a series of seminars were also held, with topics covered including Tier 4 Visa, Chevening and Colfuturo Scholarships, IELTS preparation, Alumni experiences, among other interesting and relevant topics of interest for visitors looking for opportunities of studies in the UK.

At the British Council we highly appreciate your support, and hope that we can continue to provide valuable marketing services in terms of both our exhibitions and also our range of other targeted activities during the year. We hope to see you again at our next exhibition scheduled for 25 September in Cali and 28 September in Bogota 2019. Registration is available in our IES website https://education-services.britishcouncil.org/.

Regards,

Bárbara De Castro | Tertiary Education Lead, Colombia

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Highlights

The Schools Tour was held on the following campuses:

Barranquilla

Date	Time	Campus
26 September 2018	08.00 -09.45	Karl C. Parrish School
	11.00 - 13.00	British International School

Bogota

British
School

The open exhibitions took place in the following schedule:

Barranquilla

Date	Opening Hours	Venue
26 September	14.00 -20.00	Hotel Movich Buro 51
2018		(Calle 94 # 51 B -43)

Bogota

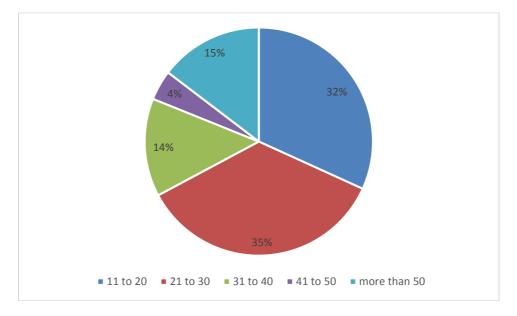
Date	Time	Campus
29 September	11.00 -18.00	AR Centro de
2018		Convenciones
		(Calle 113 # 7-80)

The following successful seminars were held:

- General Student Visa (Tier 4) UKVI British Embassy
- General information about Studying in the UK
- Colfuturo Scholarship-loan scheme for postgraduate studies abroad
- Start your journey abroad with the help of IELTS
- Study in Swansea
- Arts in the Southwest
- University of St. Andrews: Where, What and Why
- UAL: Studying Art and Design in London
- Life and Study Experiences in the UK (Alumni Panel)

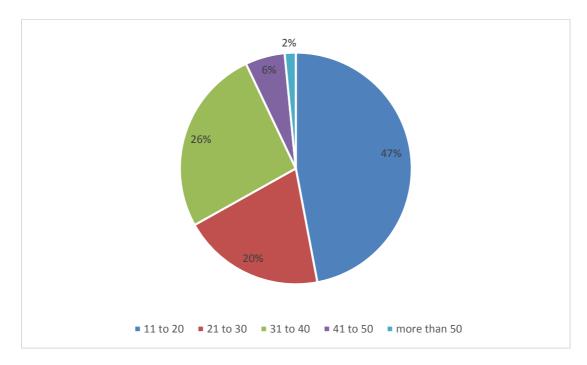
Visitor's profile

We gathered information using the Visitor Registration System (VRS) data from the 2,102 people who registered/pre-registered for the exhibition, as well as the Feedback forms filled out during the event from 126 visitors in Bogota and 90 in Barranquilla. The following headings and graphs summarize the general profile of visitors and people interested in attending our event.



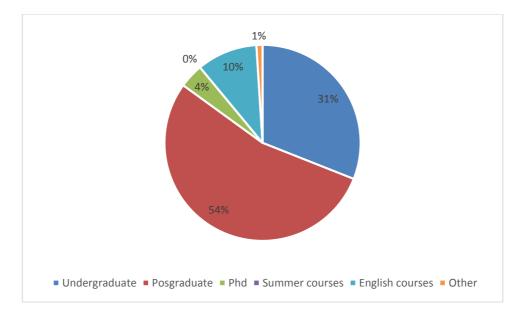
Visitor Age Group (Bogotá)

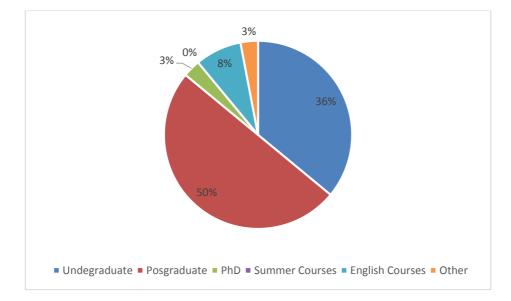
Visitor Age Group (Barranquilla)



Scorecard information revealed main interest of studies in Bogota is in undergraduate (31%) and master's programmes (54%) as well as in Barranquilla, where main interest is in undergraduate (36%) and in postgraduate (50%).

Studies of interest (Bogota)



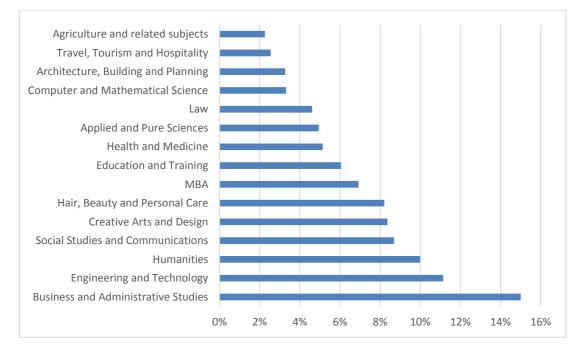


Studies of interest (Barranquilla)

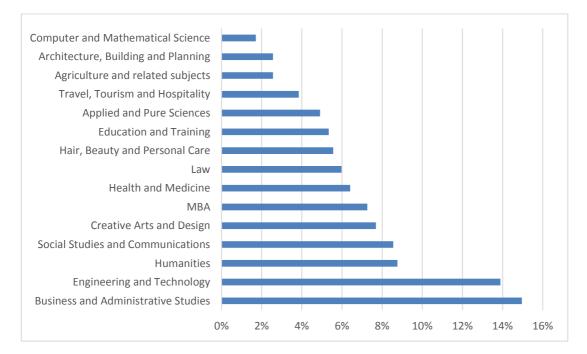
According to VRS data, the top 5 subject areas of interest in both Bogota and Barranquilla are:

- Business and Administrative Studies
- Engineering and Technology
- Humanities
- Social Studies and Communications
- Creative Arts and Design

Subject Areas of Interest Bogota

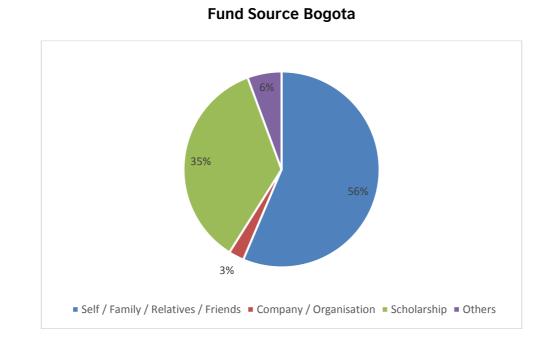


Subject Areas of Interest Barranquilla



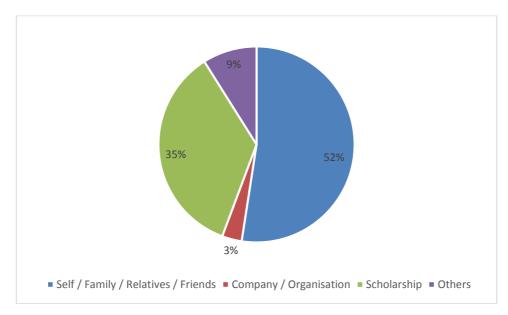
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VRS data revealed more than 50% in both cities indicated Self/Family/Relative/Friends would be their main fund source





Marketing

The exhibition in both cities was promoted via different channels, including:

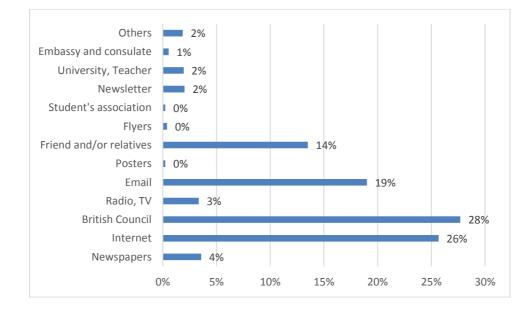
- Print media in the following newspapers:
 - ADN (Bogota and Barranquilla) targeting 170,000 readers in Bogota and 60,000 in Barranquilla
 - Publimetro (Bogota) targeting 140,000 readers
 - Portafolio (National Reach) 147,291 readers
 - El Heraldo (Barranquilla) targeting 40,000 readers
- Digital
 - British Council Facebook and Twitter page
 - Google (SEM, GDN)
 - Tap Tap
- Radio broadcasting
 - La X: shows *Mañanas X, One2Five* and *Mañanas X Weekend* targeting 470,000 listeners
 - La FM: show Los Originales targeting 230,000 listeners
 - Radioacktiva: show *El Gallo* targeting 467,600 listeners
- British Council mailings: our database reaches over 120,000 subscribers
- Press Release shared with local media contacts from the British Council and the British Embassy nationwide. In Barranquilla was shared with Emisoras ABC, Hora 7/24, Informativo Madrigal, Fortaleza Noticiosa, La otra verdad, Hoy Noticias, Contrastes, Noticias ya, Caracol Básica Barranquilla, Emisora Atlántico, BluRadio, Radio Tiempo, El Heraldo, Radar Económico, Rueda La Economía and institutional media such as radio stations from Universidad Libre, CUC, Universidad Metropolitana, Universidad del Norte, Colegio Marymount and Universidad Autónoma.
- Local educational institution networks including:
 - Colfuturo, one of the main funding bodies for postgraduate studies abroad
 - Consejería Académica or Academic Counselling programme by ICETEX providing advice to potential students interested in pursuing postgraduate studies abroad
 - Local universities
 - Local schools and counsellors
 - o RedBrit, Network of British Universities' Alumni in Colombia

Below are some key figures on our marketing campaign:

Approximately £13,400 were spent on Marketing and communications for this exhibition

Our marketing reached an estimated audience of 3.5 Million people

VRS data indicated registrants found out about the exhibition mainly from British Council, Internet and email



Examples of the marketing include (more information available in the annex):



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Study UK Colombia 2018

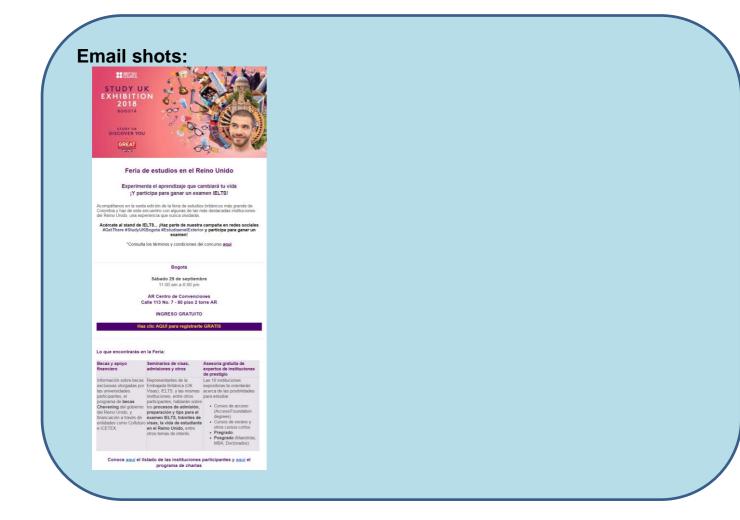




Freepress



Study UK Colombia 2018



Online:

Post Details 10160823625040133

🖒 Like



Participar es muy fácil solo tienes que inscribirte a Study UK Exhibition Bogotá. En el Centro de Convenciones AR el 29 de septiembre de 11 a.m. a 6 p.m. Registrate aquí: http://bit.ly/StudyUKBogota #StudyUKBogotá #EstudiaEnEIExterior



OBO Albaro Barrera Cardenas, Pablo Velasco and 24 others 4 shares

Comment

🖒 Share

-

60,119 People Reached 40 Reactions, comments & shares # 30 On post 32 1 Like 2 On shares 0 On shares 1 O Love 1 On post 2 Haha 0 On shares 2 On post 1 😟 Sad 1 On post 0 On shares 0 Comments 0 On Post 0 On Shares 0 On Shares 4 Shares 4 On Post 722 Post Clicks 618 Link clicks 104 Other Clicks (1) 0 Photo views NEGATIVE FEEDBACK 0 Hide Post 0 Hide All Posts

Performance for your post

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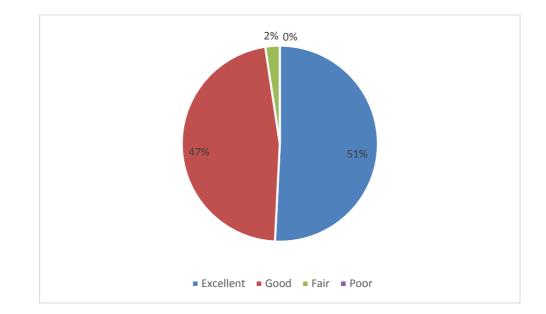
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Reported stats may be delayed from what appears on posts 🛛 🔯

Visitor's Feedback

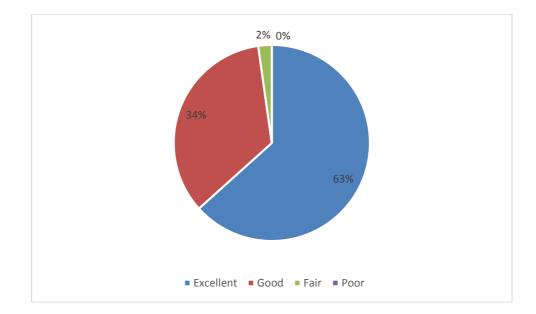
Logistics staff walked around the venue to collect feedback on scorecards uploaded on tablets. As mentioned above, 216 visitors answered the digital survey, 126 in Bogota and 90 in Barranquilla. The questions were designed to gather quantitative statistics as well as qualitative remarks on reactions to our exhibition and the decision-making process.

General feedback on the event

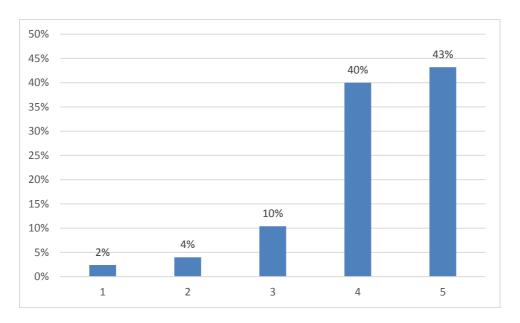


Bogota

Barranquilla

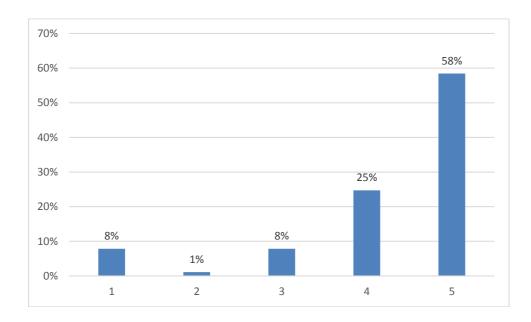


When visitors were asked to rate the information they received from universities and colleges (1 Bad – 5 Excellent)...



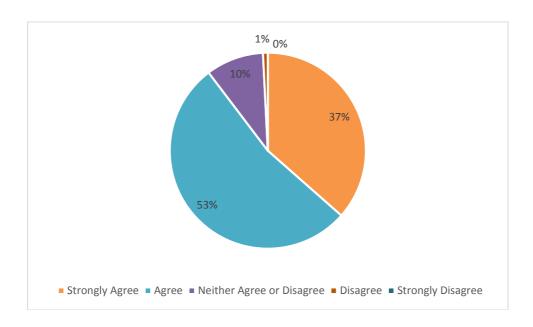
Bogota

Barranquilla

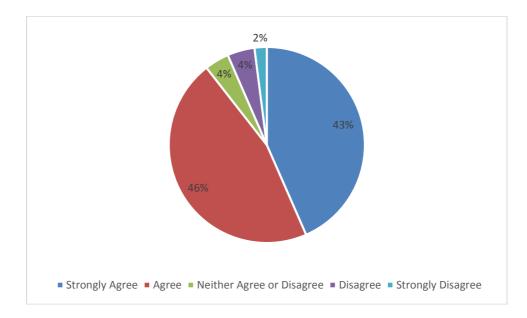


When visitors were asked if the event met their expectations...

Bogota



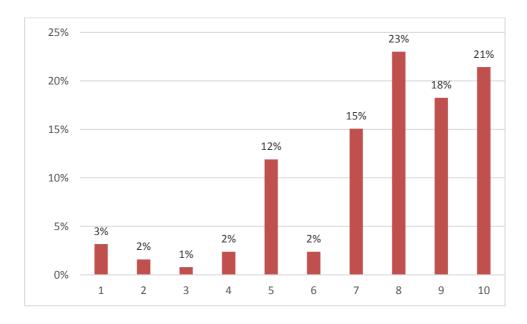
Barranquilla



Key Recommendations for the British Council include:

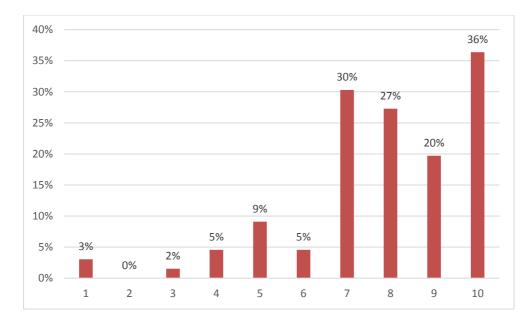
- Longer seminars
- More stand assistants and Spanish speaking personnel
- Live broadcasting of seminars
- More promotional activities

When visitors were asked if they will be applying to a UK institution following the exhibition (1 not likely at all – 10 very likely)...



Bogota

Barranquilla

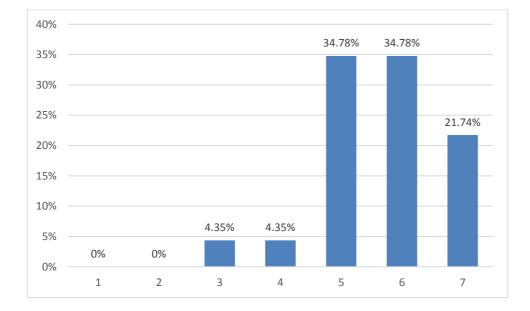


Exhibitor's Feedback

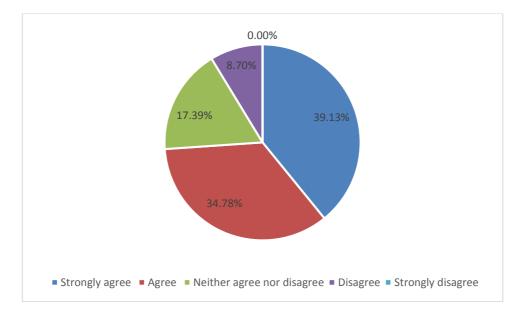
At the exhibition there were <u>18 unique exhibitors</u> from UK education institutions; representing a steady number of exhibitors compared to our last events, something new in autumn edition, was the presence of 22% of creative industries institutions. Almost 30% of the institutions had also participated in spring edition.

When exhibitors were asked "Would you sign up for another Study UK event organised by the British Council Colombia?" <u>17 said yes, 1</u> <u>said no.</u>

When exhibitors were asked how they would rate the event in general (1= Very Poor, 7= Excellent)...



Average score: 5.65/7.00



When exhibitors were asked if the event met their expectations....

Some positive quotes from exhibitors:

- "The Colombia exhibitions more than met my expectations the balance of quality and quantity of visitors was almost perfect, with most students appearing to be well-informed and keen to study in the UK. And, the staff from the British Council were wonderful – providing excellent support for the events and ensuring that everything went smoothly. Thank you."
- "Many thanks for your assistance during the events in Bogota, which I felt were very well organised".
- "Dear Barbara, Lily and BC Team: Thanks a lot for the event, and the support all the time to my team in Bogota".
- "A very well organised fair with lovely people thanks Barbara, Lilian et al..."

Feedback from exhibitors in things we can improve:

- Sessions are intense, especially School visits
- Presentation schedules can be better organised
- Stand felt a bit restrictive in terms of accommodation between each institution

List of Exhibitors (Alphabetical Order):

Bath Spa University Central Film School ESCP Europe Business School Hult International Business School Istituto Marangoni London Leeds College of Music Liverpool John Moores University Middlesex University Northumbria University London Swansea University University College Birmingham University of Bedfordshire University of Bristol University of Essex University of Exeter University of St Andrews University of the Arts London UWE Bristol

Future steps

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

British Council

- Following recommendations from the institutions, we will lower the intensity of the tour in Bogota for exhibitors by taking out the Schools tour of the agenda for 2019. We will only have School Tours in the secondary city.
- As indicated in our suggestions box, we will work on improving the organisation during the talks. For talks taking place during the School Tours, exhibitors suggested we could leave this open to students interested in participating. We will discuss this with School Counsellors.

UK Institutions

• It's a recurring suggestion to further promote any available scholarships at each individual university as Colombian students are always interested in finding out about additional information on financing sources.

We believe this one once again, a very successful event, obtaining positive feedback from both exhibitors and visitors. Our upcoming exhibition currently is currently scheduled to take place on 26-28 September, 2019 (information is available on the SIEM website) as part of the LATAM Tour 2019. We will build upon the lessons learned and prove even more popular.

We hope to see you in the autumn!

Appendix

Newspapers Paid Ads

Bogota



Barranquilla



Radio Paid Mentions

RADIO - Barranquilla

RCN

PROGRAMA	HORARIO	DÍA DE PAUTA	21	22	23	24	25	26	TOTAL
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LA F.M. NOTICIERO DESPERTAR*	6:55 a 7:55am o 8:55am a 9:55am	LUNES A VIERNES	2	-	-	4	4	3	13

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PROGRAMA	HORARIO	DÍA DE PAUTA	21	22	23	24	25	26	TOTAL
	nonanio		v	s	d	I	m	mi	TOTAL
LA W VICKY DÁVILA	12:00m a 3:00pm	LUNES A VIERNES	2	-	-	4	4	3	13
									13

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RADIO - Bogotá

RCN

PROGRAMA	HORARIO	DÍA DE PAUTA	25	26	27	28	29	TOTAL
FROGRAINIA	HORARIO	DIA DE FAUTA	m	mi	j	v	s	TOTAL
LA FM LOS ORIGINALES	5:00 a 8:00pm	LUNES A VIERNES	1	2	2	3	-	8
	*	<u>.</u>						8

La X

PROGRAMA	HORARIO	DÍA DE PAUTA	25	26	27	28	29	TOTAL
FILOGINAINA	HORANIO		m	mi	j	v	s	TOTAL
MAÑANAS X	6:00 a 10:00am	LUNES A VIERNES	1	1	2	2	-	6
ONE2FIVE	1:00 a 5:00pm	LUNES A VIERNES	1	1	2	2	-	6
MAÑANAS X WEEKEND	6:00am a 12:00m	SÁBADO*					2	2
		*menciones sábado	8am	\$	\$nannannannannannannanna	20000000000000000000000000000000000000	8	14

RADIOACKTIVA

PROGRAMA	HORARIO	DÍA DE PAUTA	25	26	27	28	29	TOTAL
TROORAMA	nonanio	DIADETAUTA	m	mi	j	v	s	TOTAL
EL GALLO	5:00 a 10:00am	LUNES A VIERNES	1	2	2	2	-	7
								7

Digital Campaign

Facebook Most successful content



Visita la feria estudiantil Study UK el 29 de septiembre en el Centro de Conveciones AR de 11 a.m. a 6 p.m. y participa por un IELTS, un examen que abrirá grandes oportunidades en tu vida. Consulta las bases aquí: http://bit.lyviELTSUKCO y gana un IELTS. #GetThere #StudyUKBogotá

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Link clicks: 252 Reach: 42,336 Impressions: 54,038 CTR: 0.47% Likes: 18 Shares: 7 People interacting: 255



British Council Colombia Publicidad

•••

Hoy de 11 a.m. a 6 p.m. es la ferla estudiantil Study UK Exhibition Bogotá, el evento más completo sobre la oferta educativa del Reino Unido. Te esperamos en el Centro de Convenciones AR. Inscribete a esta feria gratuita aquí: http://bit.ly/StudyUKBogota #StudyUKBogotá #EstudiaEnElExterior



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🕒 😝 Natalia I	Romero y 19 pers 6 ve	onas más eces compartido
n^ Me gusta	C Comentar	🖒 Compartir

Link clicks:1,352 Reach: 94,424 Impressions: 138,332 CTR: 0.93% Likes: 20 Shares: 17 People interacting: 826

Performance for your post

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¡Agéndate ya! En dos días es la feria estudiantil Study UK, el evento más grande de Colombia enfocado en estudios en el Reino Unido. Ven al Centro de Convenciones AR este 29 de septiembre de 11:00 a.m. a 6:00 p.m. e infórmate sobre estudios, becas y todo lo que necesitas para tu viaje a UK. Inscribete a esta feria gratuita aquí. #StudyUKBogotá #EstudiaEnElExterior



FB.COM

CO Elizabeth Morales Bravo, Andreira Black and 4 others 8 shares -

r Like Comment A Share

6,419 People Re	ached	
17 Reactions, con	nments & shares	ŵ.
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1 O Love	1 On post	0 On shares
0 Comments	0 On Post	0 On Shares
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145 Post Clicks		
0 Photo views	67 Link clicks	78 Other Clicks (#
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Publicado por Maria Alejandra Carvajal 171 - 20 de septiembre a las 11:00 - O Study UK Exhibition llega a Bogotă y te trae la oportunidad de ganar un IELTS. Participa comentando esta publicación, ¿Cómo? Sigue las instrucciones. Para inscribite a la feria sigue este enlace: <u>bul:NStudyUKBogota #StudyUKBogota #EstudiaEnEIExteiror #GelThere</u> 3. Sube la foto y el sueño que cumplirías al viajar a UK como un comentario en esta publicación -STUDY UK-GREAT BRITISH

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Study UK Colombia 2018



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618 Link clicks

60,119 People Reached

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British Council Colombia shared an event. 19 September 2018 - 🕅

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En 3 días es la feria estudiantil Study UK

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British Council Colombia 26 September 2010 @

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Comment

Este año tendremos en Bogotá la séptima edición de la Feria de Estudios en el Reino Unido. Study UK Exhibition Autumn 2016, el evento que trae a Colombia a las mejores universidades de inglaterra, Escocia, Gales (juntas Gran Bretaña) e irianda del Norte, con su amplia oferta de pregrados, maestrias, doctorados, y otros programas de tormación académica



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Twitter Most successful content



Google SEM

Bogota

¿Cómo estudiar en Londres? - Asesórate con los mejores Anuncio co.edukexhibition.org/Feria/Study_UK

La Mejor Forma de Avanzar en tu Carrera Profesional. Inicia un Doctorado en UK Envío gratuito • 24 horas • Devolución gratuita • Colncidencia de precios

Total clicks: 794 Impressions: 11.115 CTR: 7.14%

Barranquilla

Requisitos para estudiar en UK - British Council Te Asesora Anuncio co.edukexhibition.org/Feria/Study_UK

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Acompàrianos en la seuta adcición de la faria de esludios británicos más grande de Colombia y haz de este encuento con aguinas de las más destacadas instituciones del Reno Lindo, una experiencia que nunca obvidarás. Acércete al stand de IELTS, Haz parta de nuestra campaña en redes sociales #GetThere #StudyUKBogota #EstudiannellExterior y participa para ganar un examen! "Consulta los términos y condiciones del concurso aqui	Acompañanos en la ség Colombia y haz de este de l Acercate al stand de l #GetThere #StudyUH	articipa para ganar un ex encuentre con algunas de las eano Unido, una experiencia i ELTS JHaz parte de unestra Rogota #EstudiaenelExterio examen! Ilos términos y condiciones de	dios británicos más grande de más destacadas instituciones olividable. campaña en redes sociales r y participa para ganar un	Colombia que se realizará Ofreceremos un evento úr destacadas instituciones d Chevening), Colfuturo, ICE Acércate al stand de IE	LTS ¡Haz parte de nuestra Bogota #EstudiaenelExterio	ore. ación de las más Británica (UK Visas y Bocas I campaña en redes sociales
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Información sobre becas Representantes de la exclusivas otorgadas por Embadiad Entritaria (ul Las 18 instituciones expositores te orentarán as universidades protrizipantes, hablarán sobre Chevening de gobierno los precesos de admismos entrelados como Colfuturo visas, la vida de estudiante otros temas de interés en la constructiona de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo visas, la vida de estudiante otros temas de interés entrelados como Colfuturo esta entrelados entre de interés entrelados entre de la constituidados entrelados entre de la constituidados entrelados entre de las posibilidades para esta de interés entrelados entre de la posibilidades estas de interés estas	las universidades participantes, el programa de becas Chevening del gobierno del Reino Unido, y	Visas), IELTS, y las mismas	expositores te orientarán acerca de las posibilidades para estudiar: • Cursos de acceso (Access/Foundation degrees) • Cursos de verano y otros cursos cortos • Pregrado • Peogrado (Maestrías, MBA, Doctorados)	participantes, el programa de becas Chevening del gobierno del Reino Unido, y financiación a travós de entidades como Colfuturo el CETEX.		Las 19 instituciones expositoras te orientarán acorca de las posibilidades para estudiar: • Cursos de acceso (Access/Foundation degrees)
Conoce <u>agui</u> el listado de las instituciones participantes y <u>aguí</u> el programa de charlas	Conoce <u>aquí</u> el li	stado de las instituciones programa de charlas	participantes y <u>aquí</u> el	Conoce aquí el lis	stado de las instituciones programa de charlas	

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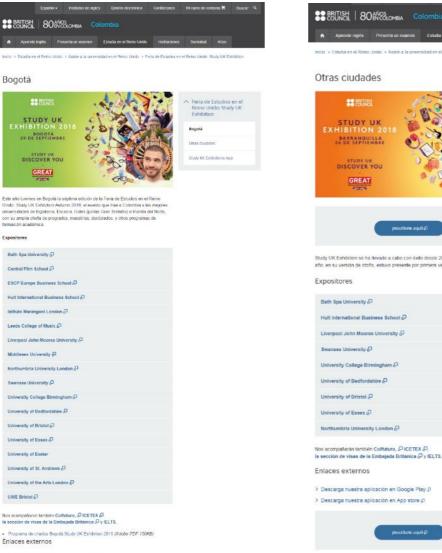
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On-campus Schools Tour Promotion

Photos



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End of Report