

## Annex 1

### Terms and Conditions of the contract

#### Introduction and Background

#### **The British Council is seeking a supplier to conduct research into Romania-UK Transnational Education (TNE)**

The furthering of collaboration between Romania and UK in higher education with a special focus on Transnational Education (TNE) is a major priority of the British Council in Romania. TNE here refers to UK university programmes offered in Romania in conjunction with Romanian partners. Existing partnerships are visible at <https://www.britishcouncil.ro/en/study-uk/uk-qualification>

In order to further develop our work in this area following interruption of initiatives by the pandemic we require an in-depth understanding of:

#### **2.1.1 the current market context.** This should address questions such as:

- What is understood in Romania by 'Transnational Education'?
- How are UK universities perceived as partners post-Brexit?
- How are existing UK-Romania TNE partnerships faring and what may be in the pipeline?
- Which models of collaboration are or aren't working?

#### **2.1.2 how the regulatory situation in Romania helps and hinders collaboration.** This should address questions such as:

- What is the current legal context and recognition process for transnational degrees?
- What is the likely impact of any planned or proposed legislation?
- How does Quality Assurance work in TNE partnerships?
- What is the validity of TNE qualifications in Romania?

#### **2.1.3 where there is opportunity for new partnerships.** This should address questions such as:

- Which (type of) institutions are most interested?
- What is the relative demand from public and private institutions?
- What types of collaboration are most sought after?
- Where are the main gaps – which academic subjects / types of courses?

#### **2.1.4 what the main challenges and obstacles in developing Romanian-UK TNE partnerships are.**

This should address questions on the relative importance of potential barriers, such as:

- Pricing of programmes;
- Awareness of existing and potential opportunities;
- English language skills;
- Regulation;

#### **2.1.5 how can the British Council add value and provide support to institutions? This should address questions such as the value of:**

- Facilitating online connections between institutions;
- Facilitating face to face connections between institutions;
- Raising awareness of TNE opportunities to students;
- Lobbying;

We will **share research undertaken in 2020** with interested parties. This research requires updating and a greater strategic focus.

## **2.2 The role**

British Council in Romania would like to request a quotation from a researcher (individual consultant) or a research company for undertaking in-depth research as per the Introduction and Background above.

The successful supplier will deliver the following deliverables between January and March 2023:

- a detailed Research Report
- an executive summary
- a PowerPoint presentation
- and be ready to participate in a webinar/s with UK universities.

### **Job description:**

The researcher will gather data, analyse the data and highlight the findings and write a Research Report. The researcher needs quantitative and qualitative skills, knowledge of data analysis tools and proficiency in statistical applications.

### **Qualifications and experience required**

- Post-graduate qualification in relevant field (such as sociology, sciences of education, humanities)
- Proven research experience
- Excellent investigative skills
- Proven expertise in data collection methods, data analysis tools and statistical applications
- Excellent written and verbal communication skills
- Excellent presentation skills and ability to write research reports for publication in English
- Knowledge of the higher education landscape in Romania and the ability to conduct interviews **in Romanian** language are essential, and knowledge of the UK HE landscape is highly desirable
- Sound knowledge of prominent institutions and academics in Romania in the area of transnational education. The successful applicant will be expected to identify and invite key figures to actively participate in the research

**Consultant's fee:** A fee of up to £5,000 will be paid for this consultancy work