



Education UK Exhibition Colombia Report

Bogotá: 1-2 March 2013

Medellín: 4 March 2013

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1. Event fact file

	Bogotá	Medellín
Venue	Hotel Hilton	Hotel San Fernando Plaza
Date and Opening hours	1 March 2013: 1600 – 2100 2 March 2013: 1000 – 1800	4 March 2013: 1500 – 2100
Opened by	HM Ambassador Lindsay Croisdale-Appleby, Minister of Education Maria Fernanda Campo and Director British Council Chris Rawlings	HM Ambassador Lindsay Croisdale-Appleby, Governor of Antioquia Sergio Fajardo and Director British Council Chris Rawlings
Stand costs	£2,391	£944
Sponsors and Stakeholders Ministry of Education, Governor of Antioquia, Local and Regional E Authorities, British Embassy, UKBA, COLFUTURO, ICETEX, COL Colombia Challenge Your Knowledge CCYK, UKTI Ecuador, Agen		A, COLFUTURO, ICETEX, COLCIENCIAS,
 Unique feature to give added value Networking Reception offered by HM Ambassador Lindsay Croisdale-Ap Promotion and engagement with visitors over the social media Two trips to the UK raffled among visitors Engagement with key stakeholders, market and country presentations Visitor registration system providing access to visitor's data and statistics 		th visitors over the social media ong visitors ders, market and country presentations
Seminars	12 seminars were conducted. See details in page 24	5 seminars were conducted. See details in page 24.
Number of visitors	2,367 The event was full from beginning to end. Over 300 people could not enter the event towards to end, due to lack of capacity.	767

2. Colombia and the United Kingdom

- Colombia is at a very important moment of transformational change. It was recently named part
 of the CIVETS, a group of economies formed by Indonesia, Vietnam, Egypt, Turkey, South Africa,
 being Colombia the only Latin American Nation. These emerging markets will grow three times as
 fast as developed countries this year, the centre of gravity of the world is moving towards the
 East and the South (Asia and Latin America).
- Colombia is a middle power on the world stage and President Santos has made significant advances in repositioning the country through taking a seat on the UN Security Council, maintaining an increasingly influential voice on climate change and last April hosting and chairing the Summit of the Americas.

- In 2011 Colombia formally applied to join the Organization for Economic Cooperation and Development (OECD). As President Santos expressed at the time the OECD "is an organization that we in Colombia have always defined as the group of countries with the best practices, with the best public policies. For Colombia joining that Organization is, in a way, a guarantee of quality in our public policies"
- An economic growth rate between 4% and 5% forecast in the next five years, and an expanding
 middle-class has made the country an increasingly attractive market as the demand for education
 services continues to rise with growing urbanisation, an emergent young population and an
 expanding economy.
- Enrolment numbers in higher education have significantly increased during the last 10 years. The
 policy of quality assurance of higher education, promoted by the National Ministry of Education,
 has helped to encourage the production of knowledge and scientific creation, which has led
 universities to strengthen research, promote post-degrees, increase the number of PhD
 graduates and provide comprehensive support to the academic researchers at each University.
- In graduate levels (PG Diplomas, Masters, PhDs), there has been an increase in the number of students enrolled in these academic programmes, with special relevance on the specialization level which could be equivalent to the UK's PG diplomas. On the other hand, PhD programmes have shown a steady growth over the last decade, increasing over four folds the number of enrolled students.
- The majority of Colombian key decision-makers were educated in the UK. President Santos is a passionate Anglophile who spent ten years living in the UK (including studying at the LSE). Colombia also shares the same values as the UK: from climate change to Middle East policy. The Colombian Government from President Santos downwards is seeking a special and privileged partnership with the UK in particular on higher education. The Embassy and the British Council also have unrivalled access to the President and key decision-makers.
- The partnership between Colombia and the UK has already made a good start. The Colombian funding agency, ICETEX, has visited the UK twice in the past six months to develop agreements with UK partner institutions. Fifteen UK universities visited Bogotá in May 2012 to attend a HE networking event which focused on developing relationships with the 25 Colombian universities who attended. Colciencias, the Science, Technology and Innovation agency, has signed different memorandums of understanding with various UK universities and a consortium to promote joint research and access to scholarships for PhD's in the UK. The British Council and the Ministry of Education of Colombian have joined efforts to offer a fund for short-term visits for academic researchers from Colombian and UK universities who are seeking to establish joint research projects.
- The strengthening of the higher education, the importance of its internationalization and the research on science and innovation are three of the Colombian Government's key priorities in order to transform this important emerging power into a more open, competitive economy. This is all the more pressing as Colombia dropped from 46 to 52 in the IMD's World Competitiveness Yearbook with the quality of higher education being one of the key drivers for this. Colombia's higher education system is immature. It is not yet being saturated by other foreign investors. This presents important opportunities for UK Universities interested in the expansion of their partnerships.



3. Importance of the event in Colombia

- Opportunity to explore International Higher Education Global Trends
- Opportunity to move forward in the consolidation of a higher education quality assurance standards
- Vis-á-vis the low enrolment numbers of and limited access of Colombians to higher education, this event brings UK and Colombian universities together with the hopes of
 - increasing international opportunities for Colombian students
 - improving the quality and pertinence of higher education
- Agreements and alliances amongst universities will motivate students to continue with their studies

4. Objectives of the event in Colombia

- To promote the internationalisation of Higher Education
- To promote Higher Education programmes in the UK as well as to strengthen educational cooperation and exchange with potential students and key potential partners in Colombia
- The Exhibition will give Colombians a glimpse of what the UK has to offer in terms of education, the variety of places in which to study and the vast range of courses UK Universities have to offer
- Attendees will receive information about scholarships, visas, international exams, application processes to the different programmes, as well as practical advice on the British Culture.
- This event represents the largest delegation of British universities to have visited Colombia after more than 7 years of absence.

5. Marketing Plan

A pre-registration survey, together with a marketing camping was launch 4 weeks prior to the event. Marketing campaign included:

- Launch of a dedicated event website with pre-registration
- Social media campaign including engagement through regular posts about Education in the UK and participating universities.
- Presentations about the British education system and PR at key universities and schools in Bogotá and Medellin.
- Free Press linked to paid advertisement at targeted national and local magazines and newspapers as well as web banner on news websites.
- Radio and TV Interviews.
- Posters and postcards distributed to key schools, universities and British Council premises
- Video integrating Education UK, Great Campaign and event promotion playing at the screens at the British Council premises and Colegio Anglo Colombiano.
- Targeted direct emails to key contacts and agents.



a. British Council website



b. Posters



c. Poscards





d. Newspaper adverts





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OPINIÓN
Febrero 21 al 28 do 2013 - Ed. 512

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Opinión / Humo veloz. José Gabriel Baena

Semana de 4 días

Qué tal si el Comendador nos la decretara

más pequeñito de África. Larguirucho y estrecho a lado y lado de un río escuálido, como nuestro Valle de Aburrá, con sólo 1.800.000 habitantes, como Medellin, cabe 100 veces en Colombia y vive escasa y únicamente de la aprincitura la perso a el



tante, pero sus textos y prácticas son fascinantes. Recuerdo una película de Peter Brooks que vi en "El Subterráneo" (1980). Encuentros con hombres notables, acerca del brujo caucasiano Gurdjieff, donde se presentaban notables anates de las notables anates de las

notables apartes de la danzas sufis de horas y horas alterded de la nada espiritual bajo hipnosis en trance de vértigo del balarin soltanio. Se abundantes los textos sufis, hermoso certeros, tan sabios, que datan dede le mismos tempos de Mahomay que institua a conocre. Deda nuestra curiosa de nuestra curiosa de muestra curiosa conocre. Deda nuestra curiosa conocre. Deda nuestra curiosa de muestra curiosa de muestra curiosa experimento de medio de me

de las sinestras catastrificialidades y valorizaciones que acidan de imponenso. Y que en toda Colombia hicieran lo mismo y pastámos a Biamoras "Colombia" -marca registrada-. Y nosotros, nuevos sartidas, seriamos como los artiguos, vedaderos y originales proponentes de la tolomenta, la para y calquier forma deviorendo de la colombia propolerada. Elemmentos con chas sufficio moderno de calcular infecto bienalos pragulerados de colombia (proposa de la colombia del la colombia del la colombia de la colombia del la colombi



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e. Free Press



Feria

Education UK 2013 es la feria más grande en América y vuelve a Colombia después de 7 años, para promover la educación Británica entre personas que desean realizar estudios de Pregrado, Postgrado, Doctorado y MBAs en el Reino Unido. La feria Education UK se llevará a cabo el próximo 1 y 2 de marzo en Bogotá y el 4 de marzo en Medellín.



Feria educativa del Reino Unido

aoporá. La Embajada Británica y el British Council realizarán, por primera vez en Colombia, la feria "UK Education", una jornada estudiantil que traerá cerca de 40 universidades del Reino Unido al país.



Feria educativa del Reino Unido

ROSOTÁ. La Embajada Británica y el British Council realizarán, por primera vez en Colombia, la feria "UK Education", una jornada estudiantil que traerá cerca de 40 universidades del Reino Unido al país.



Hoy se llevará a cabo la feria que promueve la educación británica para personas que deseen realizar estudios de pregrado, postgrado, doctorado en el Reino Unido. Este espacio busca asesorar a los estudiantes interesados en vivir esta experiencia por medio de stands de las instituciones en Escocia, Gales, Inglaterra e Irlanda del Norte y permitir el diálogo con las organizaciones locales con las que tienen convenio. San Fernando Plaza. Informes: 301 6313 753.





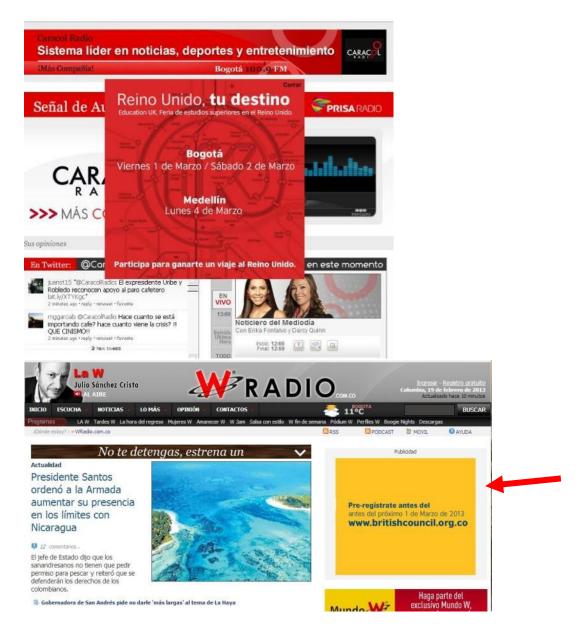
El 4 de marzo en San Fernando Plaza. Informes: 301 6313 753.



f. Interviews, radio and TV



g. Web banners on news websites









h. Social Media







Universidades en el Reino Unido (5 fotos)

Estas son algunas Universidades del Reino Unido que vendrán a la Feria Estudiantil ¡Conócelas!

Más adelante más campus de Universidades en UK.









E 1

Me gusta - Comentar - Compartir

A Leydy Osorio, Dylan Jaramillo Ortiz, Pedro Alejandro Paramo Guayara y 79 personas más les gusta esto.

Ver 7 comentarios más



Christian David Bautista Orjuela Ya me inscribi cuando es donde y a que hora ??

14 de febrero a la(s) 19:55 a través del celular - Me gusta



Liliana Castellanos Salazar En Bogotá y Medellín. Aquí esta toda la información

http://www.britishcouncil.org/es/colombia-educacion-feriade-estudios-en-el-reino-unido-education-uk.htm





Las mejores Universidades del Reino Unido vendrán exclusivamente a Bogotá. Cuéntanos ¿qué soñarías estudiar allá?



Me gusta - Comentar - Compartir

57

- A Fernando Mouthon Mendoza, Noa EdGar, Esperanza Barrera y 83 personas más les gusta esto.
- Ver 23 comentarios más



Sandra Ballén Idiomas!!! 2 de marzo a la(s) 21:39 · Me gusta

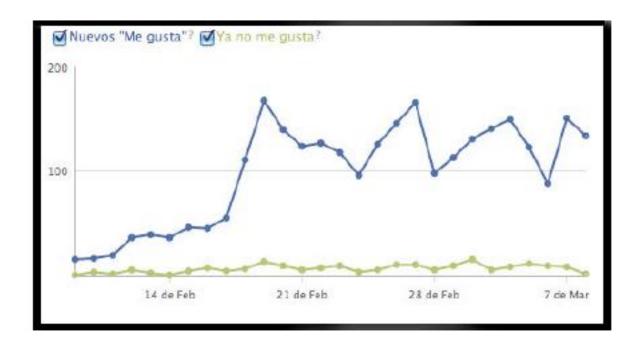


Diana Quiroga Cine Ver traducción The most successful way of advertising the event proved to be by social media.

Surprisingly, over 2,175 new friends were estimated to have been acquired to the British Council fan page engaging in topic discussions 4 weeks prior the event.



Me gusta.



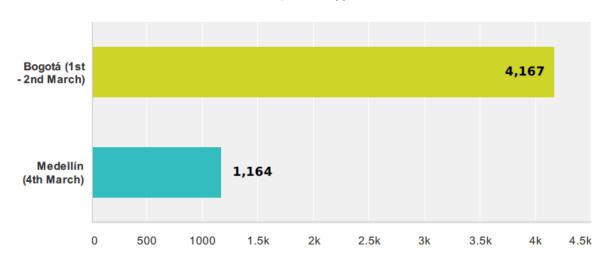


6. Key Statistics - Pre-registration

As a result of the promotion prior to the event, 5,331 people registered to attend, providing useful potential visitor profile information, needs and expectations.

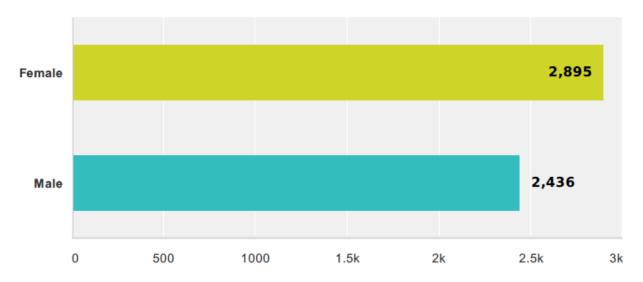
a. City of registration

Answered: 5,331 Skipped: 0



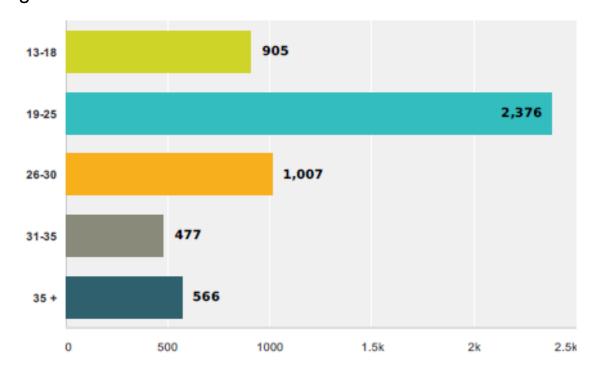
b. Gender

Answered: 5,331 Skipped: 0

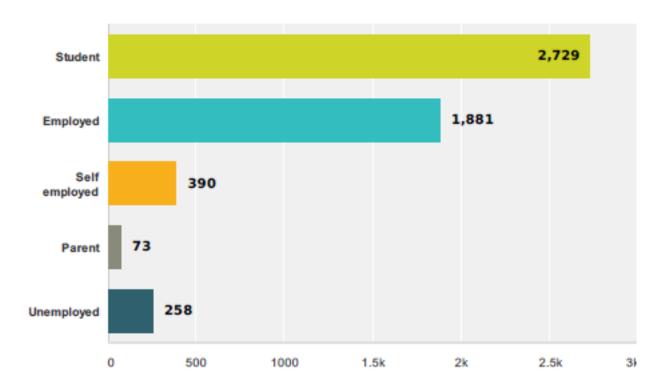




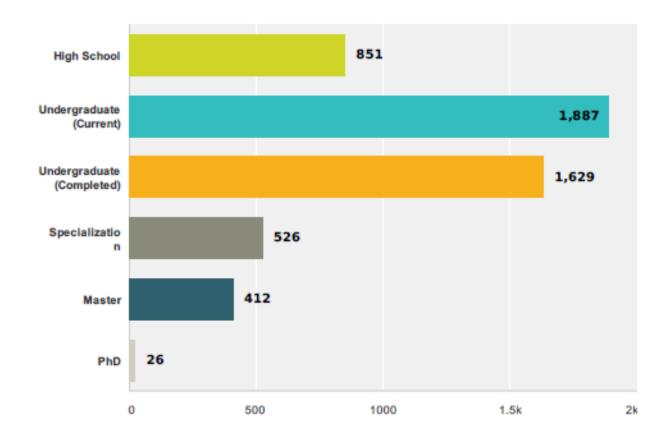
c. Age



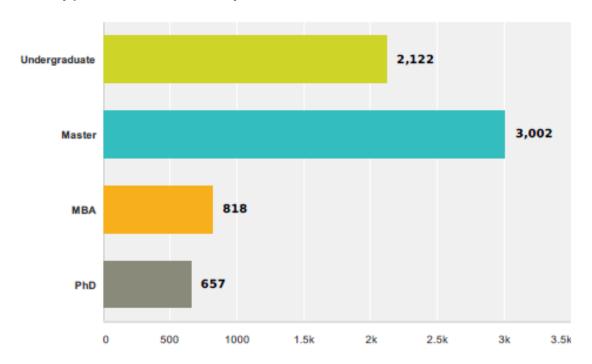
d. Occupation



e. Education level

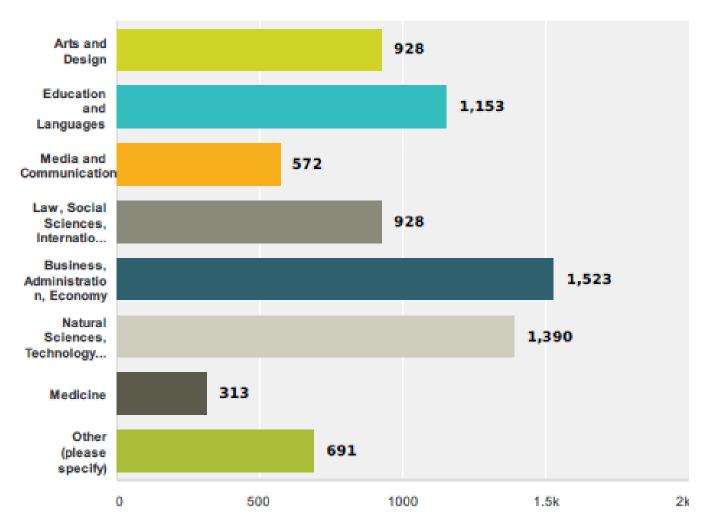


f. What type of course are you interested in?

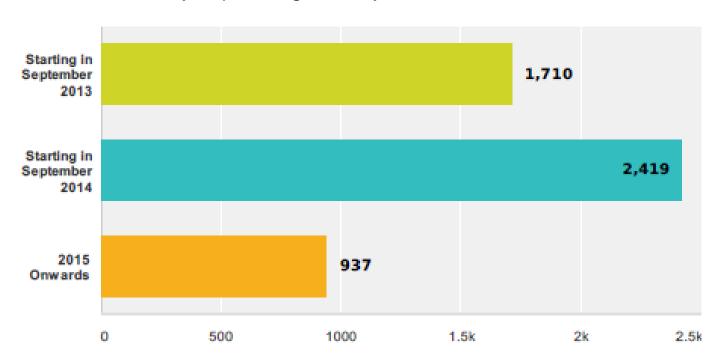




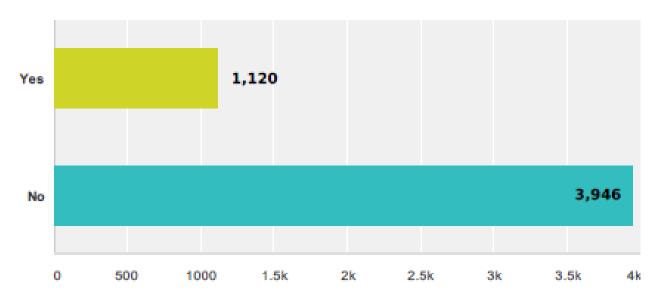
g. What is your area of interest



h. When are you planning to study in the UK?



Are you interested in a particular university in the UK?



If yes, which one?

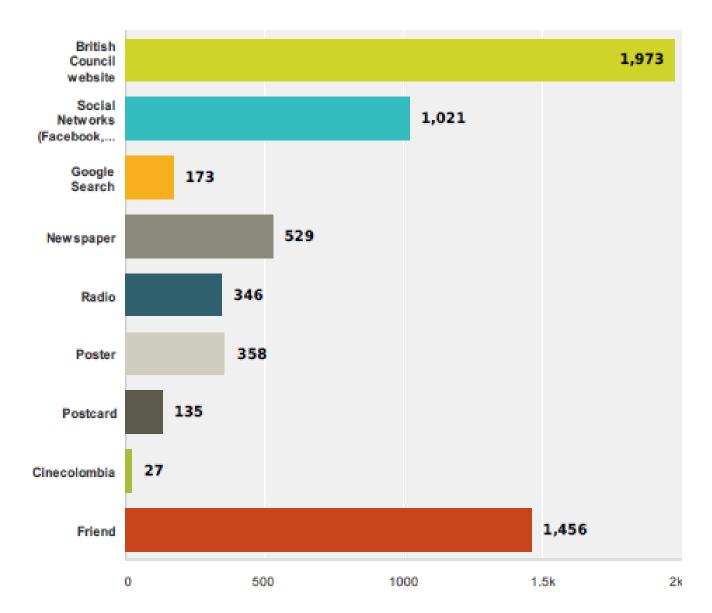
Most repeated words and phrases:

Anglia Ruskin University Bournemouth University Bristol Brunel

University Cambridge Imperial College King's College London LSE Newcastle

University Nottingham Oxford Royal UCL University of Edinburgh University of Glasgow University of Leeds University of Leicester University of Manchester University of Southampton University of Sussex University of Westminster University of York Warwick

j. How did you learn about the event?



7. The event and visitors

This has been the largest Education UK Exhibition ever in Colombia.

The events in both cities were busy from beginning to end. **2367** people managed to enter the exhibition in Bogotá during the two days, while we had to liaise with hotel security and logistic operators to ensure the crowd waiting outside the hotel to enjoy the event smoothly.

Medellin did not stay behind. **767** people attended the event, which was presented with the same quality standards as in Bogotá.

A total of **3,134** visitors in 3 days and 2 cities exceeded not just our expectations in terms of quantity but quality.

Heather McKeever, Regional Manager Americas from the University of Reading provided the following piece of feeback: "I found the exhibition one of the best I have attended. The students had prepared well, and knew what the subjects they wanted to follow." She also added: "the event has exceeded my expectations. The reception facilitated connections with stakeholders, which will enable us to fulfil our research aspirations with Colombia."



When referring to the Education UK Exhibition, the Minister said: "It shows the importance of strengthening academic integration and internationalization in both academic and research scenarios in higher education between Colombia and the UK"

The Governor of Antioquia, on the other hand stated that: "People's talent can make extraordinary human beings. Scientists and people who can make a difference in Antioquia" He added that "this is the best way to establish the basis for an exchange of science and education between the two countries."

Over 200 key stakeholders and partners attended the opening which in Bogotá included a welcome by the Minister of Education and HM Ambassador and the Governor of Antioquia and Local Education Authorities in Medellín.



8. Some photos and videos

Two videos were made to register the activities:

In Bogotá: http://www.youtube.com/watch?v=iO7d8NzPvmo
In Medellín: http://www.youtube.com/watch?v=W-S_DXzS6pk





9. Participating UK Institutions

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University of Glasgow	
University of Leeds	
University of Leicester	
University of Portsmouth	
University of Reading	
University of Southampton	
University of Surrey	
University of Sussex ISC	
University of the Arts London	
University of the West of England Bristol	
University of Wales, Newport	
University of Warwick	

10. The programme

a. Bogotá

25-28 February 2013 Delegates arrive in Bogotá
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Thursday, 28 February 2013		
17.45	Bus departs from Hotel Hilton to HMA's residence.	
18.00–20.00	Reception with stakeholders hosted by HM Ambassador Lindsay Croisdale-Appleby	

Friday, 1 March	Friday, 1 March 2013		
08.00–09.00 Registration of exhibitors – Hotel Hilton, meeting rooms A & B			
09.00-09.15	Welcome		
09.00-09.13	Christopher Rawlings, Director British Council Colombia		
	Stake holders briefing		
09.15–09.45	Aída Salamanca, Education & Training Services Director, British Council		
09.45–10.15	Think Colombia – A Serious Emerging Power		
03.43-10.13	Peter Bainbridge, Prosperity Officer, British Embassy		
10.15–10.30	Registration and Exhibition remarks		
10.13-10.30	Edwin Carmona, Projects Manager, British Council		
10.30–11.00	Coffee break		
11.00–11.45	Colombia, a Great Place to Study and Research		
11.00=11.43	Maximiliano Gomez, Director of Promotion, Ministry of Education		
11.45–12.15	Colombia Challenge Your Knowledge CCYK		
11.43-12.13	Jeannette Vélez, Director CCYK		
12.15–13.00	Internationalization of Science, Technology and Innovation of Colombia		
12.13-13.00	Sara Araújo, Head of International Office, COLCIENCIAS		
13.00–14.00	Lunch		
14.00–14.30	ICETEX		



14.30–15.00	COLFUTURO
15.00–15.30	Education market opportunities in Ecuador
10.00 10.00	Mónica Ingarevalo, UKTI Officer, British Embassy in Ecuador
	Official opening ceremony
16.00–16.30	HM Ambassador Lindsay Croisdale-Appleby
	Maria Fernanda Campo, Minister of Education (tbc) Chris
	Rawlings Director British Council
16.00–21.00	Education UK Exhibition
21.00	Free

Saturday, 2 March 2013		
10.00–18.00	Education UK Exhibition	
18.00–18.30	Exhibition closes	
18.30	Free	

Sunday, 3 March 2013	
Departures	
Some delegates travel to Medellin	

b. Medellín

Date and opening times of the Education UK Exhibition		
Medellin		
Hotel San Fernando Plaza, Carrera 42A 1-15		
4 March 2013	15.00-21.00	

Medellin	
Sunday, 3 March	
AM / PM	Delegates arrive in Medellin



Monday, 4 March 2013			
	Medellin Education Strategies		
11.30– 12.15	Maribel Díaz, Director Higher Education		
	Local Education Authority, Medellin		
	Antioquia Education Strategies		
12.15-13.00	Alonso Hoyos, Director Higher Education		
	Antioquia Education Authority		
13.00– 14.00	Lunch		
	Networking reception		
	Science and Innovation stakeholders		
	(Guests include International Officers from Universities, agents and government officials/ agencies, journalists)		
14.00– 15.00	at hotel San Fernando Plaza, 8 th floor		
	Official opening ceremony		
	HM Ambassador Lindsay Croisdale-Appleby		
	Sergio Fajardo, Governor of Antioquia		
	Chris Rawlings, Director British Council Colombia		
1500– 21.00	Education UK Exhibition		
21.00	Exhibition closes		

11. Parallel seminars

a. Bogotá Day 1

Friday, 1 March 2013		16.00–21.00
	Undergraduate Study in the	e UK - Kate Whiston, Keele University.
18.00–18.30	She will tell you what courses S.O.P. and what to expect will	our degree in the UK, Kate will show you the way. s are available, how to apply, how to write a great hen you arrive including a quick review of the UK's ormation to make the best of your experience



18.45–19.15	Why study Consumer Psychology? The intersection of psychology, marketing and business - Lisa Paxman, Bangor University. Are you interested in what subconscious factors drive our purchasing decisions? Why certain advertisements prove more memorable than others? Find out more about the increasingly popular subject area of consumer psychology, a subject which combines experimental psychology and consumer research. Learn about the state-of-the-art scientific tools, theories, and technologies used to study how products and services impact on consumers' behaviour, emotions, and cognition.
19.30–20.00	PhD opportunities in the UK and choosing a research university for PhD studies - Emma Heathcote, University of Birmingham Emma will give you an overview of research opportunities available in the UK. She will offer guidance on selecting a research-intensive university for PhD study, particularly in identifying and investigating research strengths and areas of expertise, and matching these with student direction and research objectives. Emma will also offer advice on identifying funding, identifying and communicating with a potential supervisor, and developing and targeting a research proposal among other important considerations.
20.15–20.45	Life and Education in Birmingham Gabriel Ceballos, Birmingham City University. Learn what Birmingham represents in terms of the UK's economy and development and how innovation, creativity and a special focus on the environment have contributed to a great transformation of this city's old industrial areas and public spaces. You will also learn how the second largest city in student population after London, shines because of its multicultural environment, tradition and quality of its educational providers which make it an ideal place to visit and study.
21.00	Exhibition hall closes

b. Bogotá Day 2

Saturday, 2 March 2013		
AM / PM	Delegates arrive in Medellin	

Bogotá - Saturday, 2 March 2013 10.00–18.00			
	Chevening Scholarships, British Fo	oreign and Commonwealth Office.	
11.00–11.30	Do you see yourself as ambitious, an opinion-former and your strengths include decision- making? The Chevening scheme aims to attract talented professionals who will go on to be future leaders in Colombia. A representative from the British Embassy will tell you what the scholarship is, what it covers, what qualifications and characteristics applicants should have and the subject areas in which they are granted.		
	IELTS - British Council		
11.45–12.15	benefits of taking the IELTS exam.	anguage certificates with a summary of the The talk will include a brief explanation of ates and how to register as well as how to	
12.30–13.00	International Programmes Portfolio for Colombian Students and Professionals – ICETEX. A representative of this important Government body will tell you about the current scholarships on offer, what they are about, what they cover, where to find out about them and how to apply.		
	Choosing the Right UK University	for You - Annie Brunt, University of Warwick	
13.15–13.45	campus, city, rural, Russell Group, o	UK universities differentiating between ld and new universities and will break down ar will have a short focus on searching for informed decision.	
	Funding your Postgraduate course	in the UK - COLFUTURO	
14.00–14.30	Colombians who wish to do their pos presentation, they will tell you about t university application and prospectus counselling, access to high level Eng	lish programmes abroad, financial support subject area anywhere in the world and the	
	Art & Design in the UK - Andrew Pl	ant, Nottingham Trent University	
14.45–15.15	from UK Art schools, what sets the U an architect in the UK, graduate jobs	nning creative portfolio, what to expect K apart as a creative capital, qualifying as and the creative industries. He will also irements, fees, funding and scholarships.	

Pharmacy and Pharmacology		Dance	*	Spanish Ceramics	Garder Design	
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	General Student Visa (Tier-4) - British Embassy
15.30–16.15	A representative from the Embassy will explain how to apply for this visa, what the requirements are, how much it costs, how it works and how long the process can take.
	Study In Scotland - Representatives from the Universities of Edinburgh, Glasgow and Glasgow Caledonian will give you an introduction to the Scottish Higher Education system.
16.30– 17.00	The focus will be on the huge range of postgraduate taught and research courses as well as Scotland's flexible four-year undergraduate degree, the only one of its kind in the United Kingdom. The session will be hosted by three of Scotland's leading universities and will also feature information and advice on student life, scholarships and accommodation.

c. Medellín

Medellin – Monday, 4 March 2013		15.00–21.00
15.30–16.00	International Programs -	Portfolio for Colombian Students and Professionals
16.15–16.45	A representative from the	Tier 4) - British Embassy e Embassy will explain how to apply for this visa, what bw much it costs, how it works and how long the
17.00–17.30	Choosing the Right UK University for You - Annie Brunt, University of Warwick Annie will tell you about the types of UK universities differentiating between campus, city, rural, Russell Group, old and new universities and will break down the differing terminology. The seminar will have a short focus on searching for the right course and how to make an informed decision.	
17.45–18.15	Do you see yourself as a decision- making? The who will go on to be future Embassy will tell you who	cos, British Foreign and Commonwealth Office. Imbitious, an opinion-former and your strengths include Chevening scheme aims to attract talented professionals be leaders in Colombia. A representative from the British at the scholarship is, what it covers, what qualifications cants should have and the subject areas in which they



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	Funding your Postgraduate course in the UK - COLFUTURO
19.15–19.45	Colfuturo invites you to learn about the services they provide free of charge for Colombians who wish to do their postgraduate studies overseas. During this presentation, they will tell you about the integral support they can offer during the university application and prospectus process, which includes academic counselling, access to high level English programmes abroad, financial support for master's and PhD studies in any subject area anywhere in the world and the work placement service on your return to Colombia
	Studying Outside London: Cambridge and Chelmsford - Alejandra Vicencio, Anglia Ruskin University
20.00–20.30	Alejandra will tell you about the pros and cons of studying outside of London. She will also provide a review of the UK's geography, its four countries and the most important cities beyond the capital city, travelling times and interesting destinations as well as give you specific information on Cambridge and Chelmsford. Alejandra would like you to have the best experience possible in the UK giving you information in advance of what to expect in terms of cost of living, job opportunities, internships, tourism and information relevant to each city.