

SERVICES FOR INTERNATIONAL EDUCATION MARKETING

Sterling Group Mission 2014

Hanoi, 09-11 Sept

Danang 12 Sept

HCMC, 15-16 Sept



SERVICES FOR INTERNATIONAL EDUCATION MARKETING

Key statistics

Key statistics

A wide range of activities over a one-week visit

	Hanoi	Danang	нсмс	Total
Number of events	29	9	20	58
Networking dinner (Engineering academics & alumni)	1	N/A	N/A	1
Meetings with scholarship schemes	1	N/A	N/A	1
Discussion with VN-UK IREE and Danang Hi-tech Park	N/A	1	N/A	1
Meetings with engineering faculties	10	3	7	20
Lectures to university students	12	5	12	29
Lectures to school students	4	N/A	1	5
Generic talks	1	N/A	2	3
Number of attendants	781	216	1,049	2,046
Lectures to university students	504	216	569	1,289
Lectures to school students	137	N/A	80	217
Generic talks to prospective students	140	N/A	400	540
Number of local institutions visited	8	2	8	18

Networking dinner with ~40 engineering academics at the Ambassador's Residence. Head of Prosperity, British Embassy introduced Newton Fund to enhance Vietnam-UK links

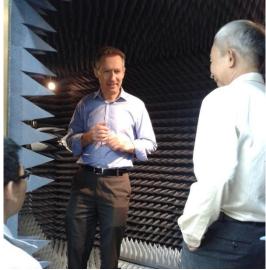


11 one-to-one meetings to discuss possible collaboration with faculties of elite Engineering universities and researchers at Vietnam Academy of Science & Technology (VAST)









Meeting with VN-UK Institute of Research & Executive Education (IREE)

Sharing expertise and good practices on Research University and explore collaboration possibilities with IREE







29 Academic lectures to **1,289** students and academics at **15** top engineering institutions



5 Academic lectures with simple experiment and teamwork activity participated by **217** students at international, bi-lingual and private high schools



Public talk addressing future challenges for society, roles of an engineer, advantages, job prospects of studying Engineering and useful advice for Engineering students. The event attracted 140 students & parents interested in UK Engineering education.





Individual counselling sessions following the Public Talk to those looking for study opportunities with the Sterling Group universities



2 Professional talks together with speakers from Harvey Nash and UK alumni.

The talks educated ~400 engineering students about skills required for an engineer, addressing major challenges in Engineering and getting jobs in the industry.







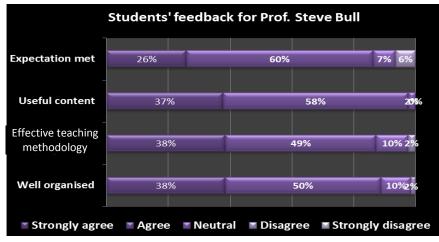


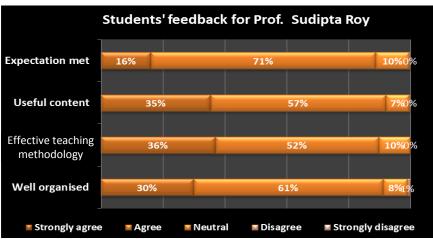
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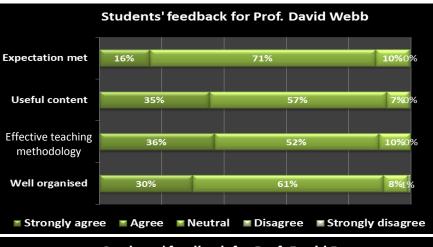
What the Audience said about the events?

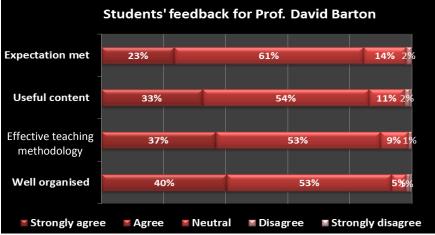
Academic lectures

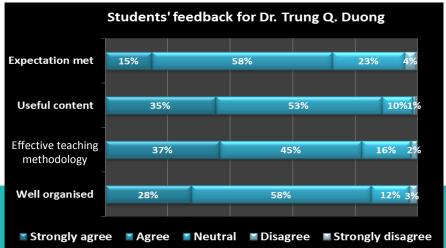
Generally, 80-90% of attendants rated highly for all aspects of the lectures







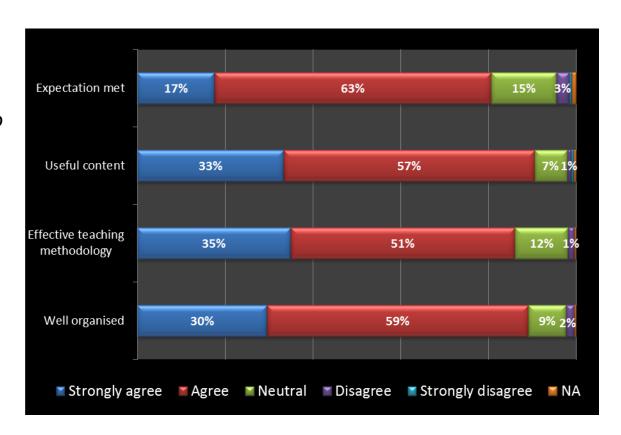




Lectures at engineering universities

Attendants were strongly inspired with the experience

- "After attending the lecture, I wish to come to study in the UK"
- "My first time attending such lecture and got to know UK teaching and research methodology, and found highly satisfied"
- "Very professional. Your methodology has made the lecture highly absorbable"
- Most popular comment:
 "I wish to have more similar lectures"



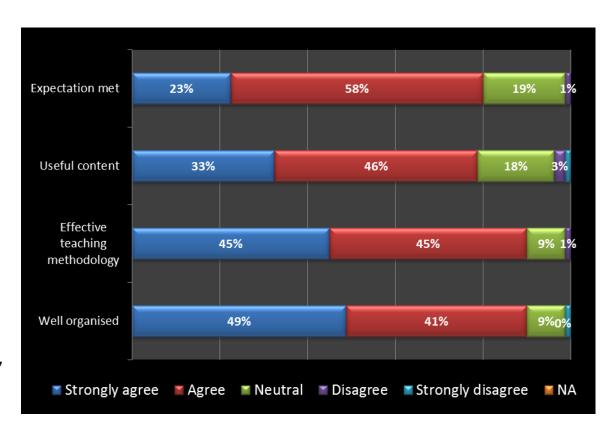
Lectures at secondary schools

Students generally enjoyed the lectures

- "Haven't been to one before"
- "Fun and interesting"
- "Fun, helpful experiment"
- "Highly informational, practical experience"
- "Educational, challenging"
- "Very interactive, very good"

What was missed?

- "We expected to learn more about the university"
- "Hearing them talk about how great their university was, and what the course holds"

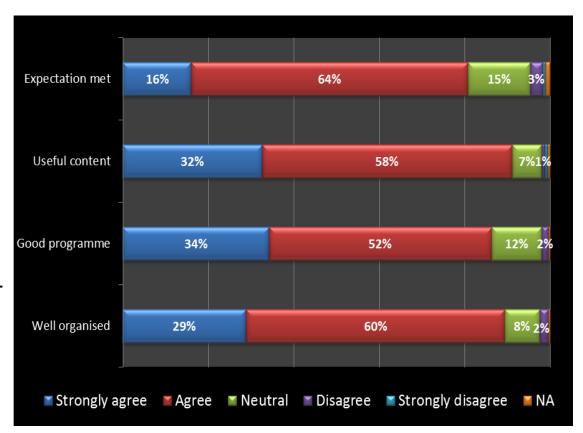


Public talk and Individual counselling

Attendants found the talk extremely useful to confirm the need of studying Engineering, and highly appreciated the opportunity to discuss in person with UK professors on various aspects.

Useful comments for higher impacts:

- "Each talk should last for 15-30 minutes only to give time for individual professors to talk about their respective universities"
- "The seminar should be tailored for different age groups"
- "Hope for more similar seminars in the future"



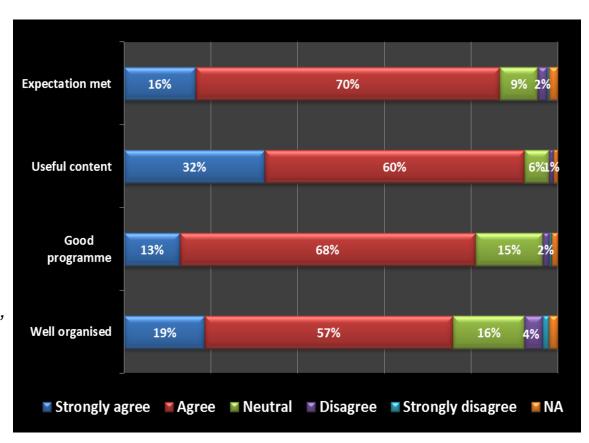
Professional talks

Students greatly enjoyed the talks

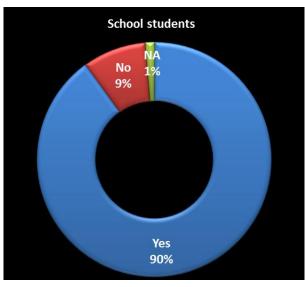
- "Very impressive programme which should be held widely and regularly"
- "Enjoyed the sharing by the two professors"

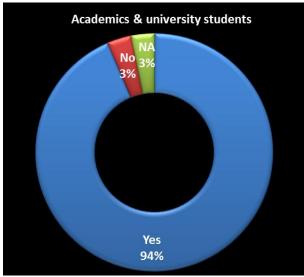
Useful comments for higher impact:

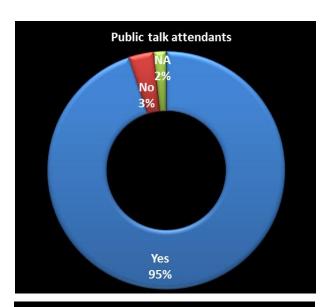
- "More interaction with students to encourage ideas"
- "A case study on job interviews"
- "Information about Study in the UK and scholarships"
- "Wish to attend talks on other scientific areas besides engineering"

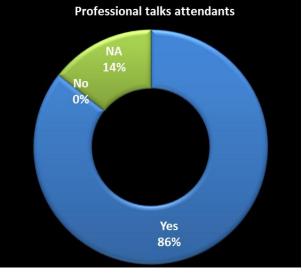


Overall, the vast majority of attendants were interested in similar events







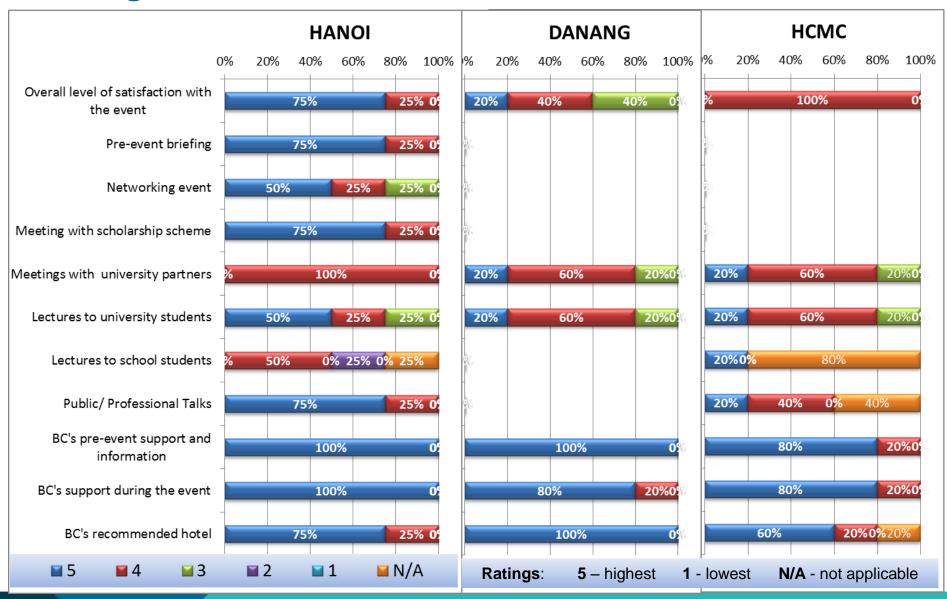




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Feedback from the Sterling Group

Ratings for activities



Comments for activities

Pre-event briefing	✓ Very informative
Networking event	✓ Good opportunity to socialise and network
Meeting with scholarship scheme	✓ Informative and good engagement with VIED / MoET
Meetings with university partners	✓ Best was in Danang when we had chance to discuss common research interests
	✓ Meeting with Academy in HCMC was not good. They were unprepared and only 5 people attended
Lectures to university students	✓ Generally appeared to be well received, especially the more research-focused one at VAST Hanoi
Lectures to school students	✓ Not really a lecture - more of a hands-on activity. I certainly enjoyed the experience - I hope the students did too!
Public Seminar	✓ Very well organised and attended event. It was good to have a Vietnamese speaker on the panel.
Professional Talk	✓ Was a good spectacle!

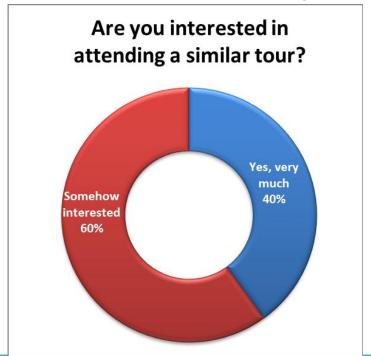
Review

Overall assessment for the tour

- "Another excellent tour "
- "Overall a good mix of activity"
- "Organisation was excellent. My only criticism is that I found the agenda so packed A bit more time for dealing with email would have been nice!"

Outcomes in terms of collaborations

- "Continued links with HUST and a new link with Viglacera after one of their staff attended the public talk"
- "I see our major link going forward continuing to be with University of Danang"



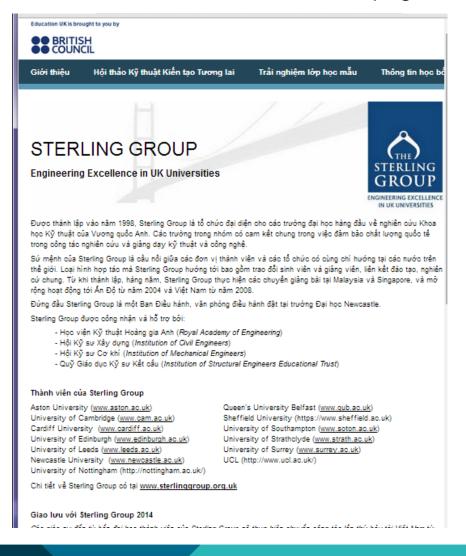


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Promotion

A dedicated webpage for the Sterling Group events

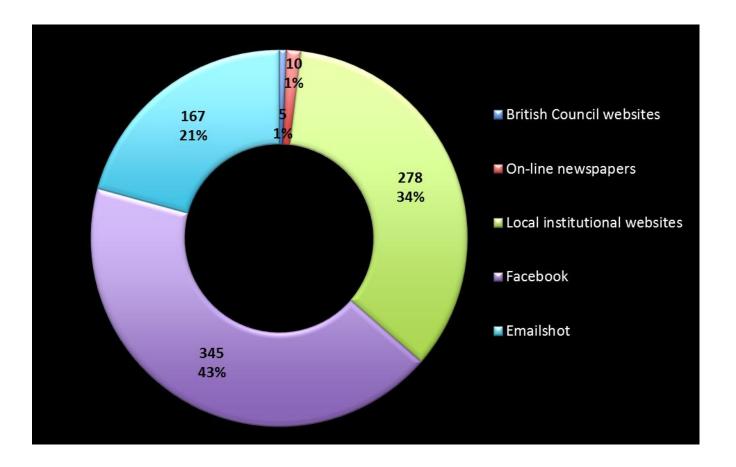
Total number of visits to the webpage: 805





Promotion channels

Number of visits to the Sterling Group event webpage from different communication channels



Promotion on British Council homepage



Giao lưu với các Giáo sư Sterling Group về ngành Kỹ thuật





Mởi các ban sinh viên tới tham gia Hội thảo để trực tiếp gặp gỡ đại diện các trường và tim hiểu về các ngành học kỹ thuật tại Vương quốc



Hội thảo: Kỹ thuật Kiến tạo Tương lại

Các giáo sư đến từ bốn đại học thành viên của Sterling Group - nhóm các trường đại học hàng đầu Vương quốc Anh về nghiên cứu và giảng dạy Khoa học Kỹ thuật - sẽ có buổi giao lưu với các bạn trẻ yêu thích chuyên ngành Kỹ thuật tại Hà Nôi.

Hội thảo do Hội đồng Anh tổ chức và mở cửa tư do.

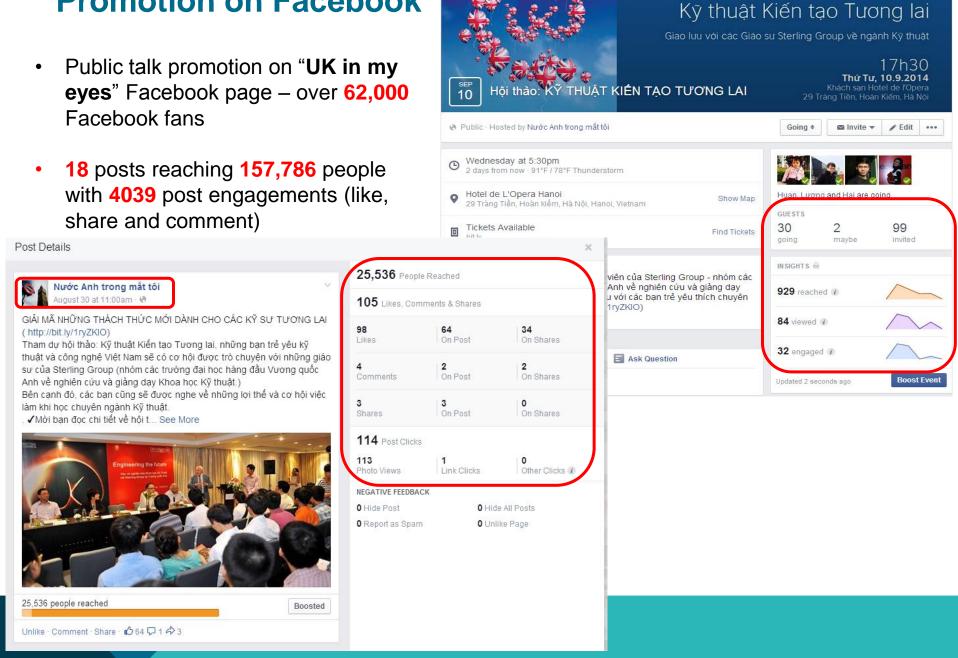
Thời gian: 17h30 Thứ Tư, 10.09.2014

Promotion on public media channels

Promotion for the Public Talk on top E-newspapers targeting postgraduate students and parents (www.vnexpress.net;www.dantri.com.vn) and high-school students (www.hoahoctro.vn)



Promotion on Facebook



Education

Hôi thảo

Emailshots to prospective student databases

Public talk promotion to a database of over **5,000** students interested in UK Education





Để học tiếp lên cao trong lĩnh vực khoa học kỹ thuật, bạn cần phải chuẩn bị những gì về thành tích học tập, hoạt động ngoại khóa, nghiên cứu và kinh nghiệm? Bạn có thể tìm học bổng tiến sỹ ngành khoa học kỹ thuật của Vương quốc Anh ở đâu? Và tương lai nghề nghiệp của bạn sau khi tốt nghiệp?

Mọi câu hỏi của những bạn trẻ yêu thích ngành khoa học kỹ thuật sẽ được giải đáp tại buổi Hội thảo "Kỹ thuật kiến tạo tương lai" do Hội đồng Anh tổ chức:

Thời gian: 17h30 Thứ Tư, 10/09/2014

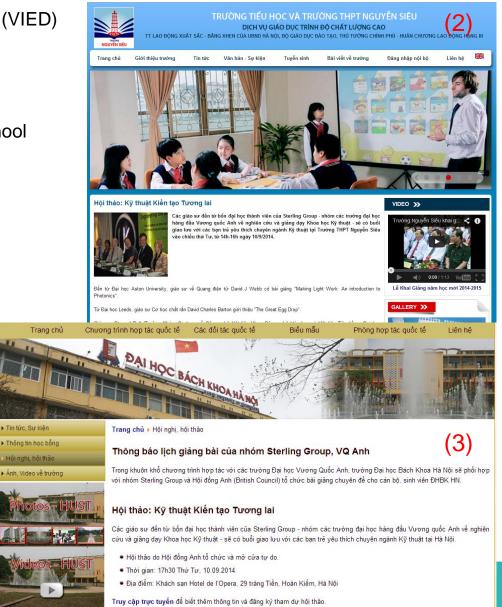
Địa điểm: Khách sạn Hotel de l'Opera, 29 tràng Tiền, Hoàn Kiếm,

Hà Nôi

Promotion on websites of local institutions

- Vietnam International Education Development (VIED)
- Hanoi University of Technology
- University of Technology
- 4. University of Sciences
- 5. University of Transport and Communication
- 6. Wellspring International and Bilingual High school
- 7. Nguyen Sieu High-school





The Sterling Group aired on television

Interview with "Sharing Vietnam" programme on VTC10 television channel

- "Sharing Vietnam" TV programme dedicated this ~15-minute programme to highlight the role of engineering education for socio-economic development.
- The Sterling Group and UK Engineering education was well promoted in the programme.
- Interviews were conducted with Prof. David Webb, Aston University and public talk attendants.



https://www.youtube.com/watch?v=f1LA8pwHI7A&feature=youtu.be

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