

Post-event report for

Turkey Study UK Days

14-15 October 2017 Istanbul and Ankara

Introduction

Thank you for your participation at the **Study UK Days Turkey** in **October 2017** at the **Fairmont Quasar Hotel** in **Istanbul** and **Ankara HiltonSA** in **Ankara**.

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 events, targeted at the **HE market**, hosted representatives from **34 UK institutions** and **4 partners** in **Istanbul** and **21 UK institutions** and **3 partners** in **Ankara** (Listed below, page 12), that positively engaged with **prospective students**, **visitors** and **partners**, providing the audience with information on **educational opportunities**, **subject choices**, **available programmes**, **entry criteria** and **scholarship opportunities**.

The event attracted over **2,600 visitors** thanks in part to the **media interest and marketing campaign** (Details listed below, page 7) Alongside the main exhibition, a series of **11 seminars in Istanbul** and **8 seminars in Ankara** were also held, with topics covered including alumni talks, scholarships and specific subject areas.

At 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.

Regards,

Semra YALCIN DOGAN | Education Services Manager, Turkey

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In a saturated market the series of Study UK Days are only the events focusing on promoting UK education in Turkey. The events are highly appreciated as they offer a high-quality platform for both the UK and Turkish education sectors.

- There was a **73 per cent** increase in the number of visitors (from 1,500 to 2,600)
- The number of UK participating institutions increased by **62 per cent.**
- 87 per cent of the UK participants would consider coming back to the next British Council
- event in Turkey
- **90 per cent** of the visitors said they found out what they wanted

Positive Quotes:

- Overall I was very pleased with the events in terms of the quality and quantity of students
- Both events very successful. More PGT students in Ankara but still healthy numbers for UG as
- It was very busy and most students were of a very high quality. The food was excellent and the hall was nice too. Thanks for organising!
- Very good to have both events over the weekend
- The event was very busy and quality of students met was very good as well.
- British Council did a great job this time. Keep up the good work.

This exhibition was held at the following venue/time/date...

Venue(s)	ISTANBUL 14 OCT 2017 Fairmont Quasar Hotel	ANKARA 15 OCT 2017 HiltonSA
Opening hours	11:00-17:00	14.00-18.00
Stand costs	£2,000	£1,100

There was a 73% increase in visitors from last year's exhibition...

Attendance	2017 FEBRUARY	2017 OCTOBER
Istanbul 14 October	1,200	1,500
Ankara 15 October	300	1,100

A number of successful seminars were held, covering such topics as...

- Chevening Scholarship Programme
- All about IELTS
- Alumni talks

Visitors said

- "Great"
- "Fantastic"
- "Magnificent"

Visitors' profile

Of the total visitor numbers 55% were female, 45% were male

54% of visitors are looking for Postgraduate Higher Education

There was a 73% increase in visitors from the previous year's exhibition

Engineering and Technology is the most popular subject

High academic standards is the most popular answer for the motivation to study abroad

64% of visitors are self funded whereas 32% is looking for a scholarship

Marketing

Total impressions have reached more than 10 million through social media and banner ads

The dedicated website has received more than 170,000 visitors

Interview with a nation-wide TV news

Examples of the marketing Include ...





Outcome of the marketing campaign

- Study UK Days Micro received 170,000 visits
- Social media digital reach: 10,474,503

Breakdown of marketing plan

Offline campaign

- 15,000 flyers and 1,000 posters were sent to over 270 contacts including agents, schools and universities in Istanbul, Ankara and neighbor cities
- Posters and flyers distributed to 27 Caffè Nero branches

Online campaign

E-mailing

• E-mailing was sent to the relevant networks (students, agents, advisors and international office of the Turkish Universities) to the British Council database

Social media

- RTB (real time biding) had 36,292 click
- Google (GDN) and Youtube had 106,285 click
- Facebook had 10,620 click

Prizes were offered to increase the impact of the campaign. Winners won one the prizes including 1 iPad mini, 5 IELTS exams, Bluetooth speaker, 360 Cam and Caffè Nero coffee coupons

Media mention

Press released resulted in interview with NTV that is a Turkish nationwide television news channel.

https://education-services.britishcouncil.org/

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Visitor's Feedback

A printed survey was distributed during the exhibition to the 234 visitors; where visitors could win a prize for completing it. The questions were designed to gather quantitative statistics as well as qualitative remarks on reactions to our exhibition and the decision making process – See Annex for more.

When the visitors were asked about "Countries considered for study" <u>94</u> per cent said the UK.

When the visitors were asked "It was an innovative and interesting event" 87 per cent agreed.

When the visitors were asked about the quality of the event <u>85 per cent</u> strongly agreed or agreed in general.

95 per cent said the UK is a country with high quality learning opportunities

Exhibitor's Feedback

At the exhibition there were 34 UK HEIs; this represents a 62% increase on last event's (February 2017) exhibitor count.

ISTAN	BUL	ANKARA	
FEB 2017	OCT 2017	FEB 2017	OCT 2017
21	34	14	21

When exhibitors were asked "Will you be attending a similar exhibition next year?" 13 said yes, 2 maybe.

When exhibitors were asked "overall this was a high quality event" 53% strongly agrees, 47% agrees

Some positive quotes from exhibitors:

- The event was very busy and quality of students met was very good as well.
- British Council did a great job this time. Keep up the good work.
- British Council was more focused. QS is excellent for PG recruitment but I would prefer
 to continue with British Council if you are able to also attract the PG prospective
 students.
- Timings for British council were much better.
- Very good to have both events over the weekend.
- Overall both fairs were very good and I will attend again.
- Overall I was very pleased with the events in terms of the quality and quantity of students.
- Both events very successful. More PGT students in Ankara but still healthy numbers for UG as well.
- It was very busy and most students were of a very high quality. The food was excellent and the hall was nice too. Thanks for organising!
- It may have been more expedient, time wise, to have the briefing on the Saturday morning rather than the Friday afternoon.

Some negative quotes from exhibitors:

- Perhaps the seminars could take place before the fair opens to the public as there is an
 issue with having to leave the stand to deliver a seminar as potentially it means missing
 out on students.
- Although the British Council does a very good job of catering to the UG market, it would be good to have some university visits to target PG students
- ...I would argue putting on "lunch" for delegates that will take them away from their stands during the course of the exhibition a bit of a waste of money
- Visitors were allowed into the halls before the official start time
- More engagement opportunities with the schools, universities and government organisations.
- It was unfortunate that the BC fairs clashed with the A2 fairs. Is there any way that the BC could co-ordinate with A2 so that the events do not occur on the same day?
- I found that Istanbul was far to focused on undergraduate students there were very few suitable PG which was a great disappointment. Ankara was a much better mix and we received good PG enquiries as well as UG. Difficult to comment fully on the promotion of the event but I thought the branding looked excellent in the hall.

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

- We will consider having an exhibitors' lounge where we will serve coffee, tea and light refreshments and give an option to order to the stand next year.
- British Council understands the importance of providing value-added services to the
 exhibitors, thus we are planning to hold a networking event/dinner with college
 counsellors, in order to provide a platform for UK institutions and schools to meet up,
 and get know each other better for a long term collaboration.
- We will better coordinate our schedule with the region and tie-in our own exhibition with other regional countries' events, to enable exhibitors to maximize their time and budget in a single trip.
- We will consider organising visits to universities to increase visibility and help them reach wider PG audience

UK Institutions

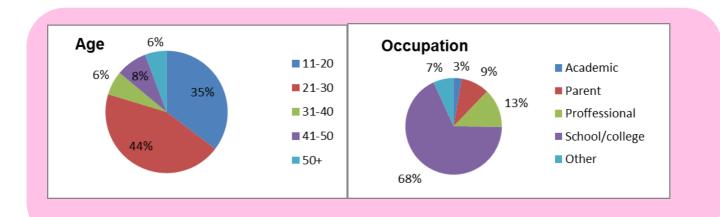
- It is suggested that institutions invite their alumni to attend future exhibitions and share tales of their life in UK with the visitors.
- Many visitors commented that scholarships opportunities were very low. We recommend institutions to look at ways of providing some sort of scholarship or discount and highlight these during future exhibitions.
- Exhibitors need to be encouraged to send all forms at once to meet the deadlines
- Institutions should follow the freight instruction carefully in order to avoid difficulties with the customs at last minute

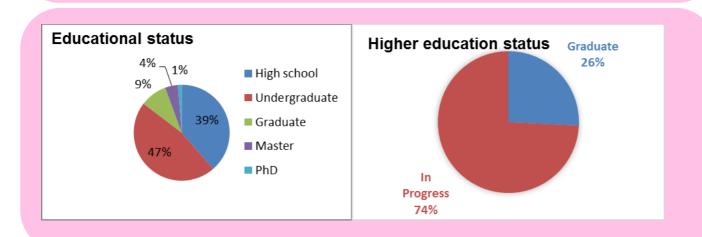
The above points, though important, should not detract from what was a successful exhibition. Next year's exhibition (Currently Scheduled for 3-4 November 2018) will build upon the lessons learned and prove even more popular. We hope to see you there!

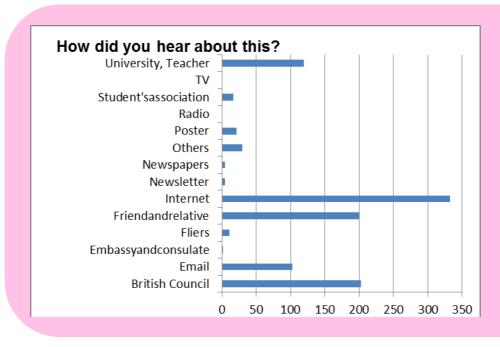
List of exhibitors (Alphabetical Order)

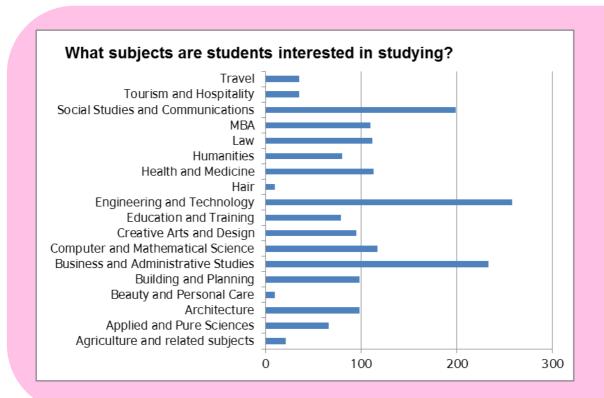
	Participating Institutions	Istanbul 14 October 2017	Ankara 15 October 2017
1	University of the Arts London	V	
2	Aston University	V	√
3	BPP University	V	
4	University of Brighton	V	√
5	University of Bristol	V	√
6	Brunel University London	V	
7	Cardiff University	V	
8	City, University of London	V	√
9	Cranfield University	V	
10	De Montfort University	V	
11	Durham University	V	√
12	University of East Anglia	V	V
13	University of Exeter	V	V
14	University of Greenwich	V	V
15	University of Huddersfield	V	V
16	Hult International Business School	V	V
17	University of Kent	V	√
18	King's College London	V	
19	Kingston University	V	√
20	University of Leeds	V	√
21	Loughborough University	V	
22	The University of Manchester	V	
23	MPW Schools	V	
24	Newcastle University	$\sqrt{}$	$\sqrt{}$
25	The University of Nottingham	$\sqrt{}$	$\sqrt{}$
26	Queen Mary University of London	V	
27	Royal Holloway, University of London	V	
28	The University of Sheffield	V	
29	University of Southampton	V	$\sqrt{}$
30	University of Stirling	V	
31	University of Surrey	$\sqrt{}$	$\sqrt{}$
32	Swansea University	√	
33	University of Warwick	√	
34	University of York	√	
	Total	34	21

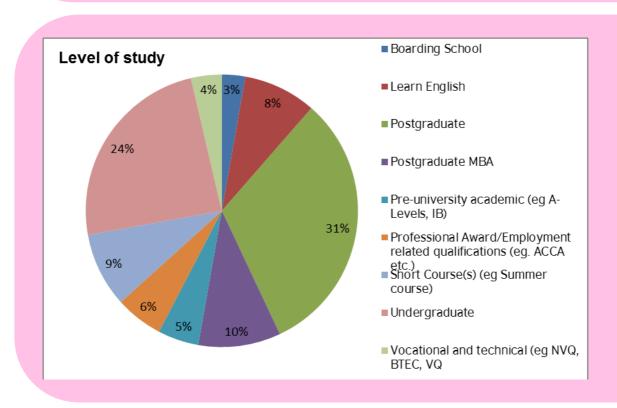
Visitor's profile

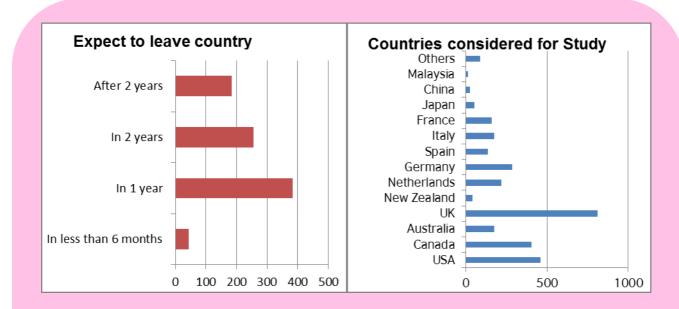




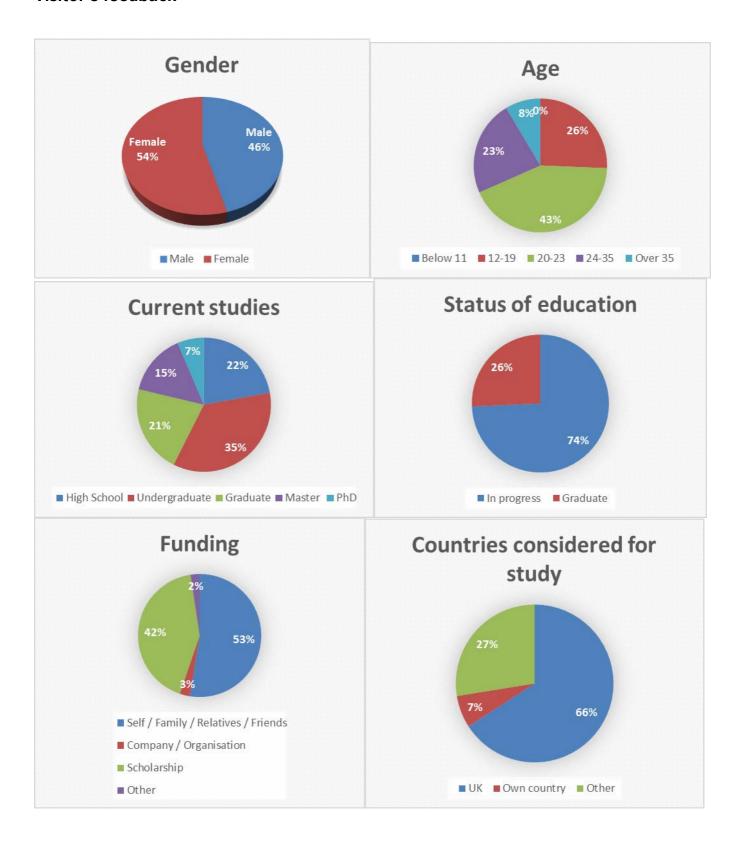


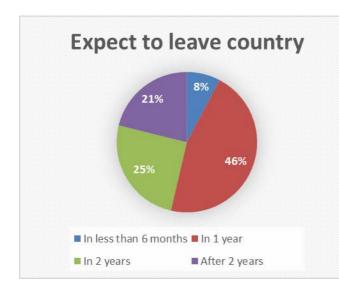






Visitor's feedback

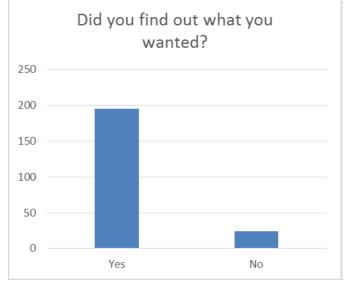


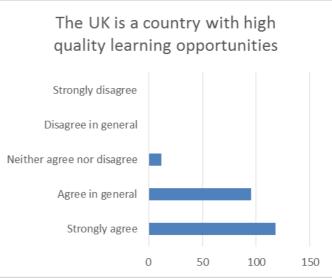


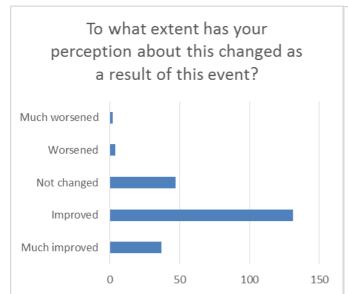


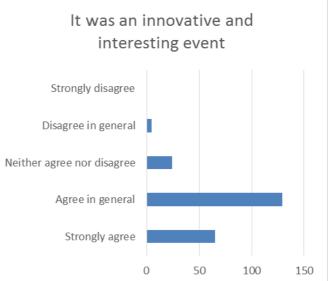






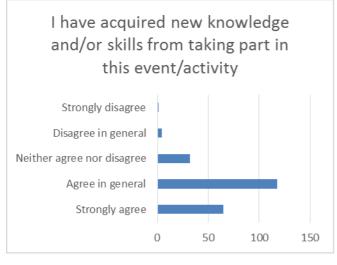










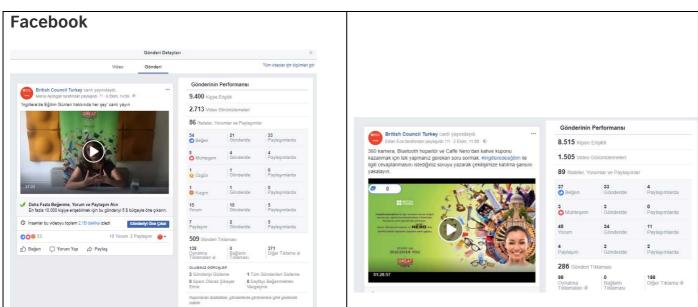


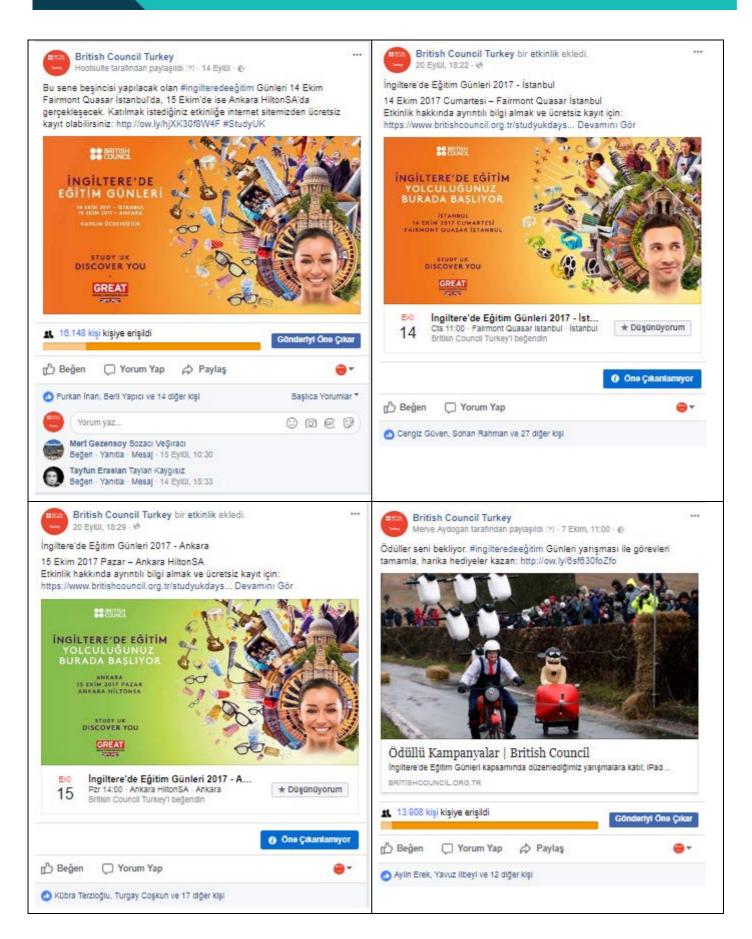
Marketing campaign

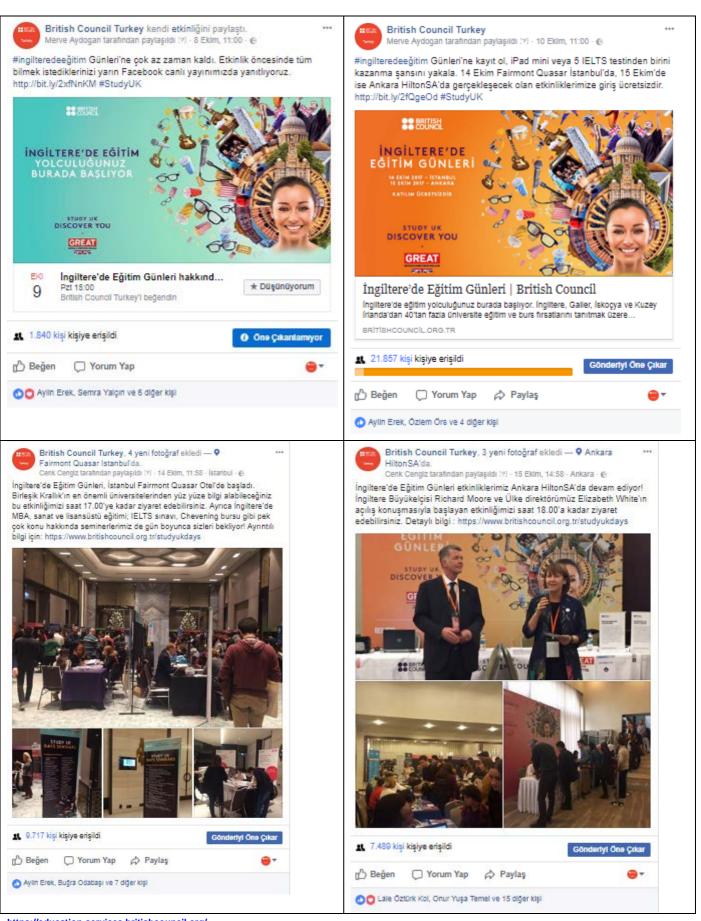
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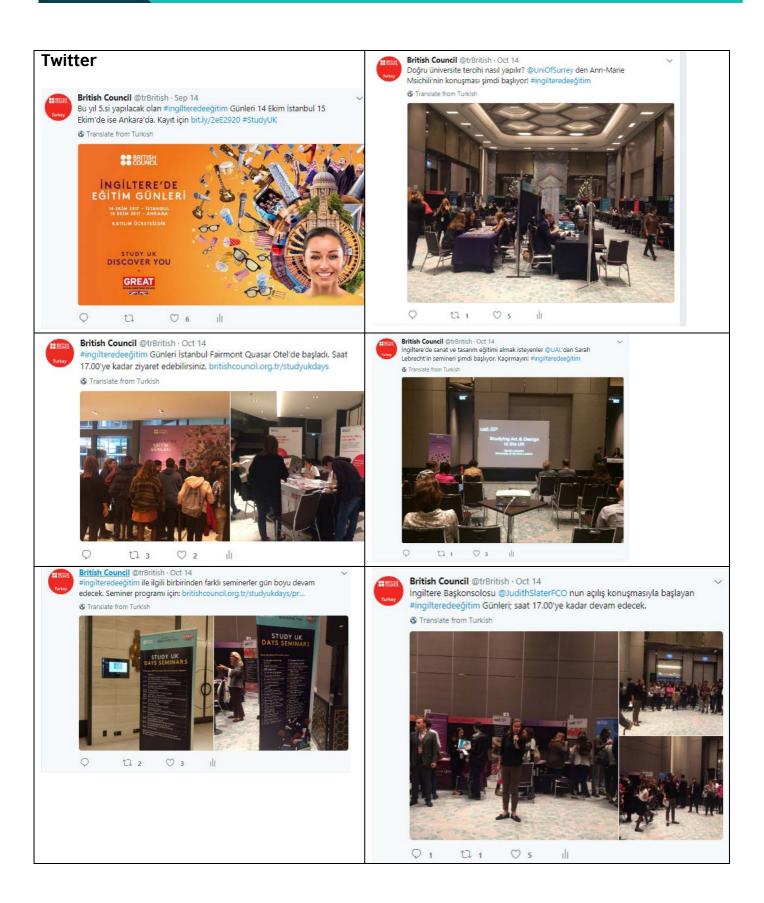




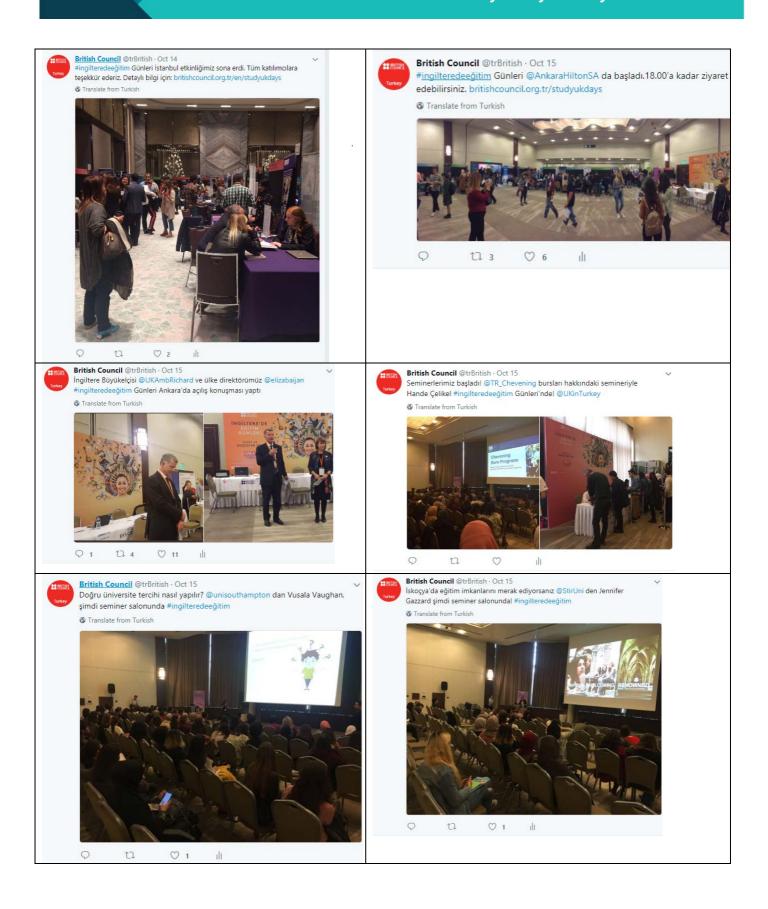








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Media mention





End of Report