

To Affiliate or Not to Affiliate

Criteria for Institutions and Education Abroad Providers

A Few Definitions

○ Institutions

- Send their own students abroad on their own programs
- Send students to provider/affiliate programs

○ Providers

- Receive institutions' students on their programs

○ Some organizations could be both!

Survey Says ...

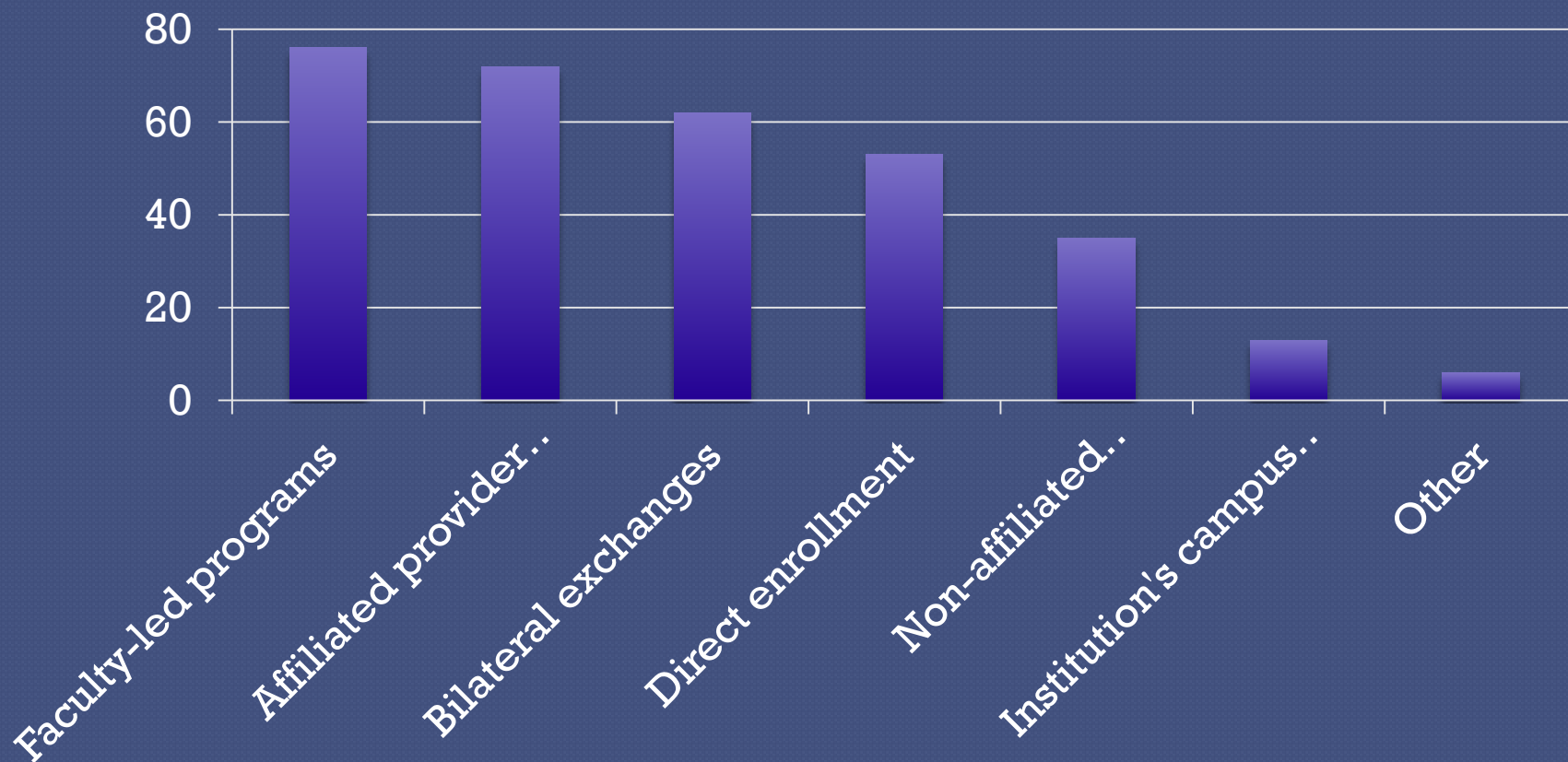
Preliminary Results from 2014 Survey of Institutions

Who Responded?

- 81 responses
- Close to 50-50 public-private split
- Associates, Bachelors, Masters, Doctoral, Graduate-only
- Variety of sizes and sending percentages

Sending Their Students Abroad

Types of Programs



Affiliations?

- 90% have signed affiliation agreements
- 84% send students abroad on non-affiliated programs

Highest Rated Criteria

- Quality of overall programming
- Quality and rigor of academic offering
- On-site support available
- Appropriate crisis management procedures and protocols

Also Highly Rated Criteria

- Host institution accredited
- Transferability of academic credit
- Cost of program
- Overall reputation in the field
- Reputation of members/affiliates
- Language of instruction
- Housing options
- Complement to own programs

Five Most Important Criteria

- Academically rigorous courses
- Housing provided (or assistance)
- Health and safety record
- On-site staff support
- Cost to student similar or lower than home institution costs
- Reputation of provider in the field

Ratings vs. Importance

HIGHEST RATED

- Quality and rigor of academic offering
- Housing options
- Crisis management procedures and protocols
- On-site support available
- Cost of program
- Overall reputation in the field
- Language of instruction
- Complement to own programs

MOST IMPORTANT

- Academically rigorous courses
- Housing provided (or assistance)
- Health and safety record
- On-site staff support
- Cost to student similar or lower than home institution costs
- Reputation of provider in the field

Most Frequently Rated Low

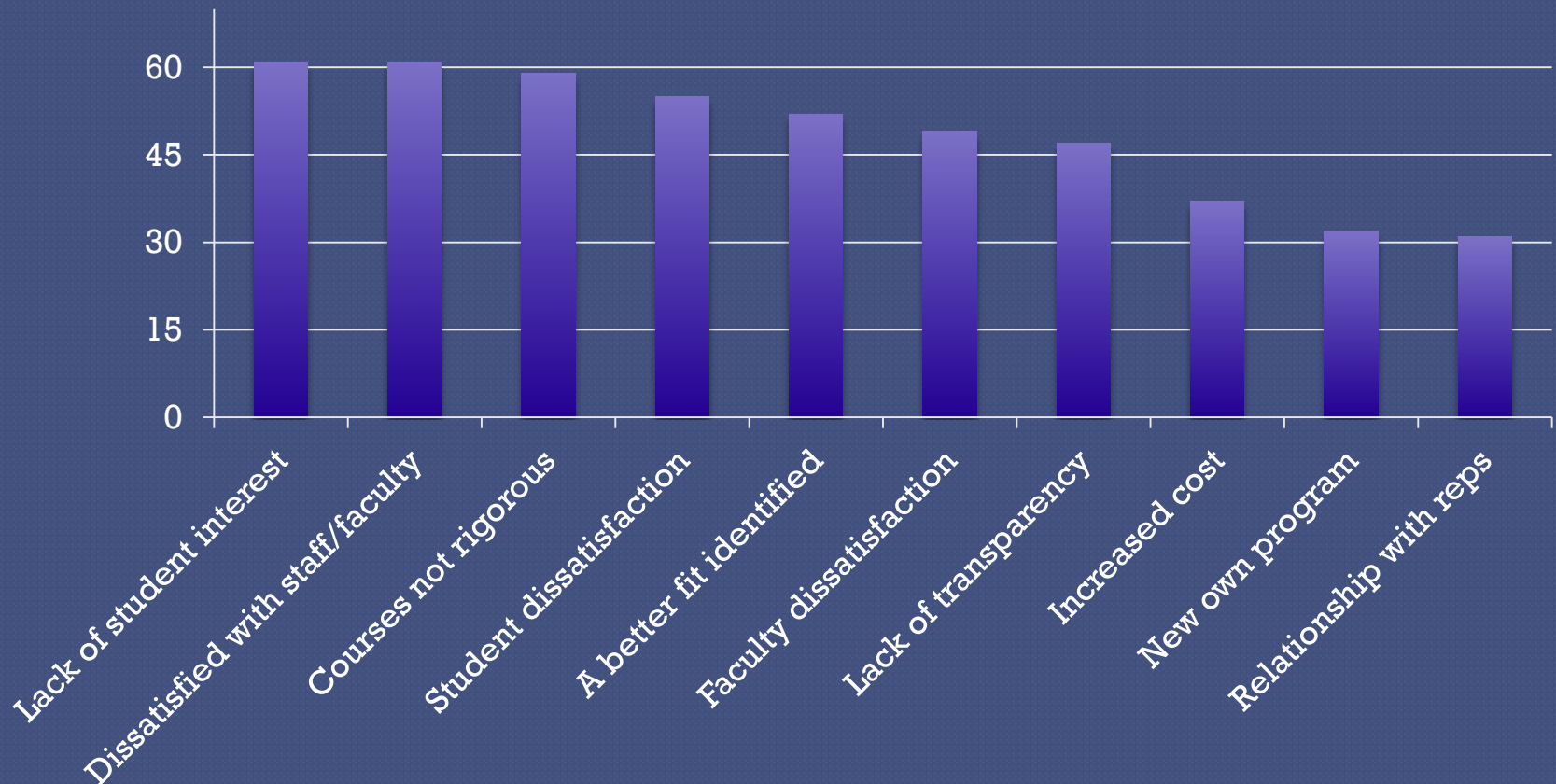
- Non-profit vs. for-profit
- Custom program options
- Variety of enrollment options
- US school of record for credit transfer
- Individual program sizes
- Site visit opportunities for staff/faculty

Additional Criteria

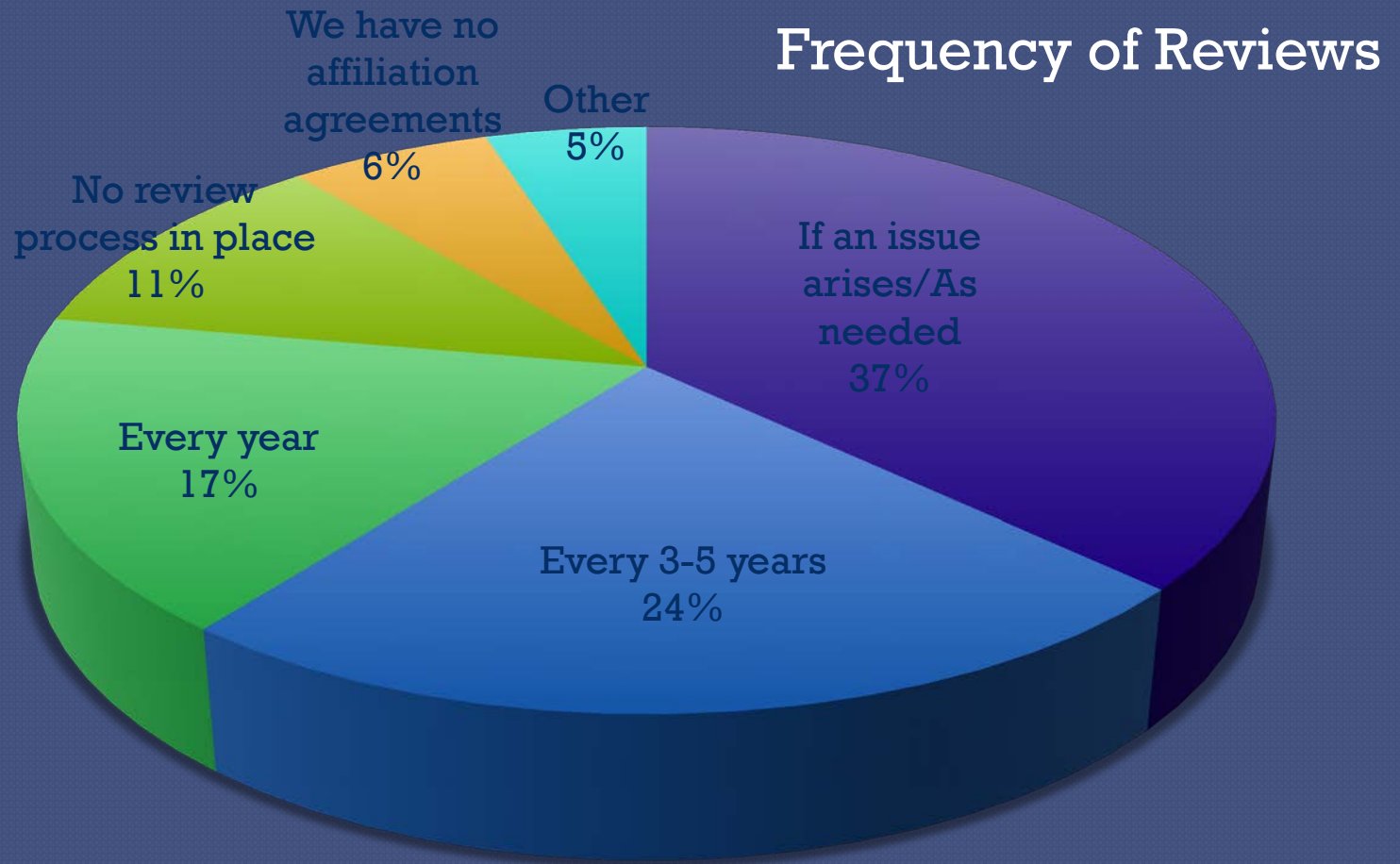
- Direct billing to students
- Established relationship sending students successfully on programs
- Ability to be represented on provider's boards and councils
- International reputation of programs
- Financial stability of provider
- Stability of provider staff
- Provider conducts own periodic reviews

Reasons to End

Termination Considerations

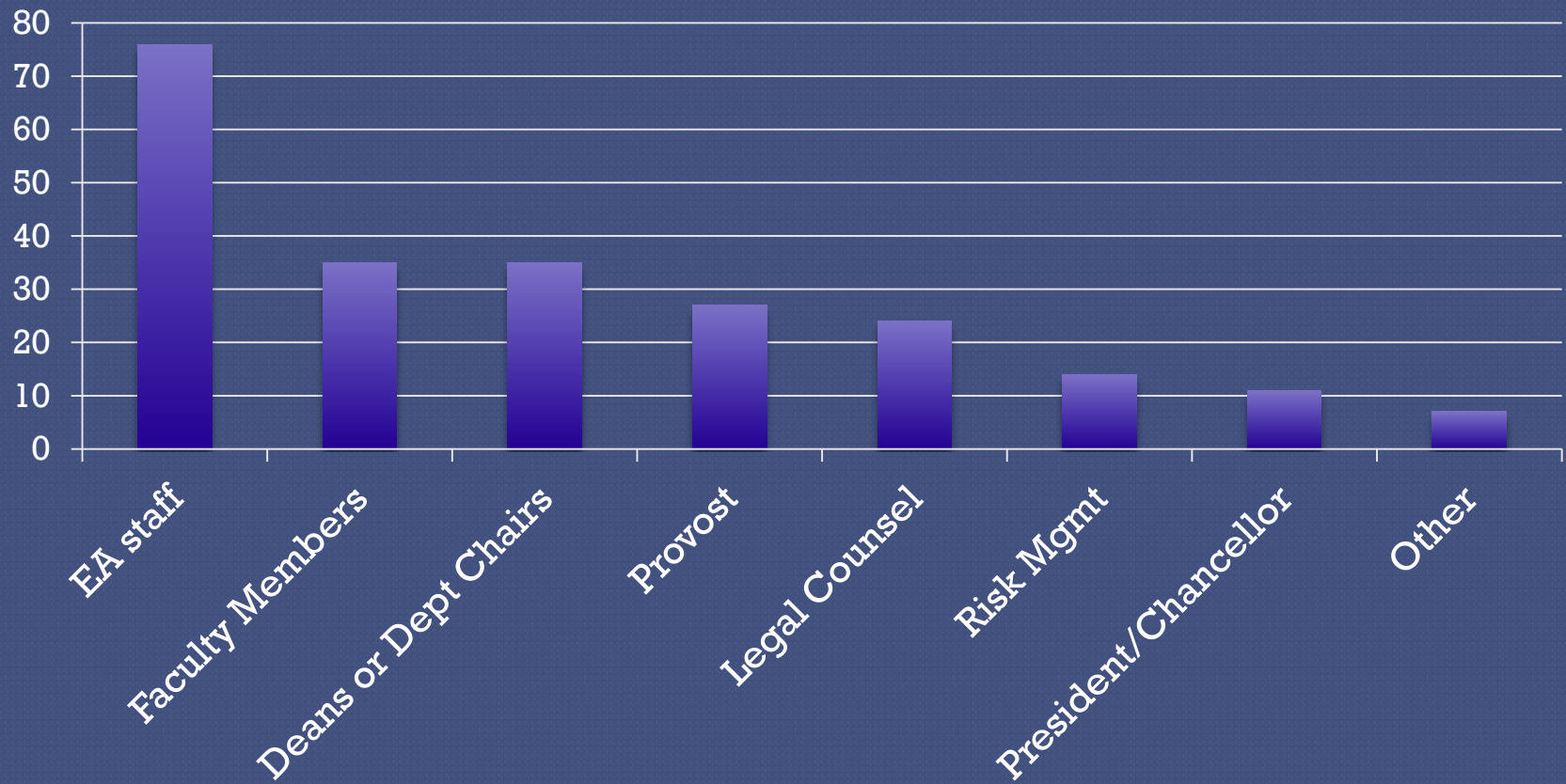


Review Interval



Who is involved?

Positions Involved



Survey Says ...

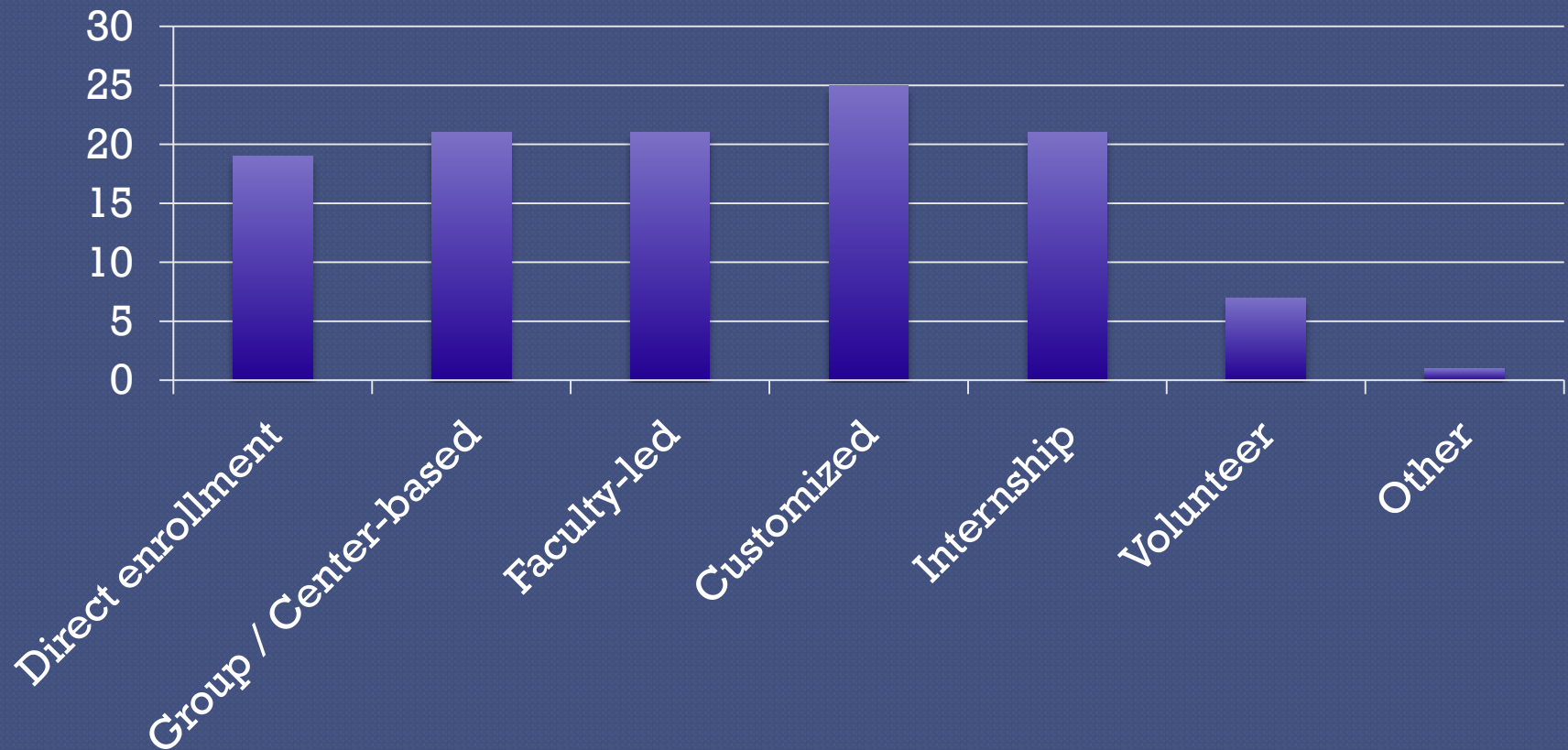
Preliminary Results from 2014 Survey of Providers

Who Responded?

- 30 respondents, 6 based outside US
- 16 offer 10 or fewer programs/locations
- 13 send under 1,000 students per year
- 13 send 1,000-4,000 students per year
- 19 receive more than half of their students from affiliate institutions

What Do They Offer?

Types of Programs Offered



What Do They Know?

- 25 are aware of the institution's affiliation criteria at least some of the time



Highest Rated Criteria

- Institutional interest in our programs
- Compatibility of mission and goals
- Interest in and commitment to our geographic region(s)
- Significant student interest from institution
- Overall enrollment potential
- Level of institutional support for study abroad
- Clarity and transparency of institutional study abroad policies and procedures
- Clarity and transparency of criteria for affiliating
- Quality of relationship with institutional rep

Most Frequently Rated Low

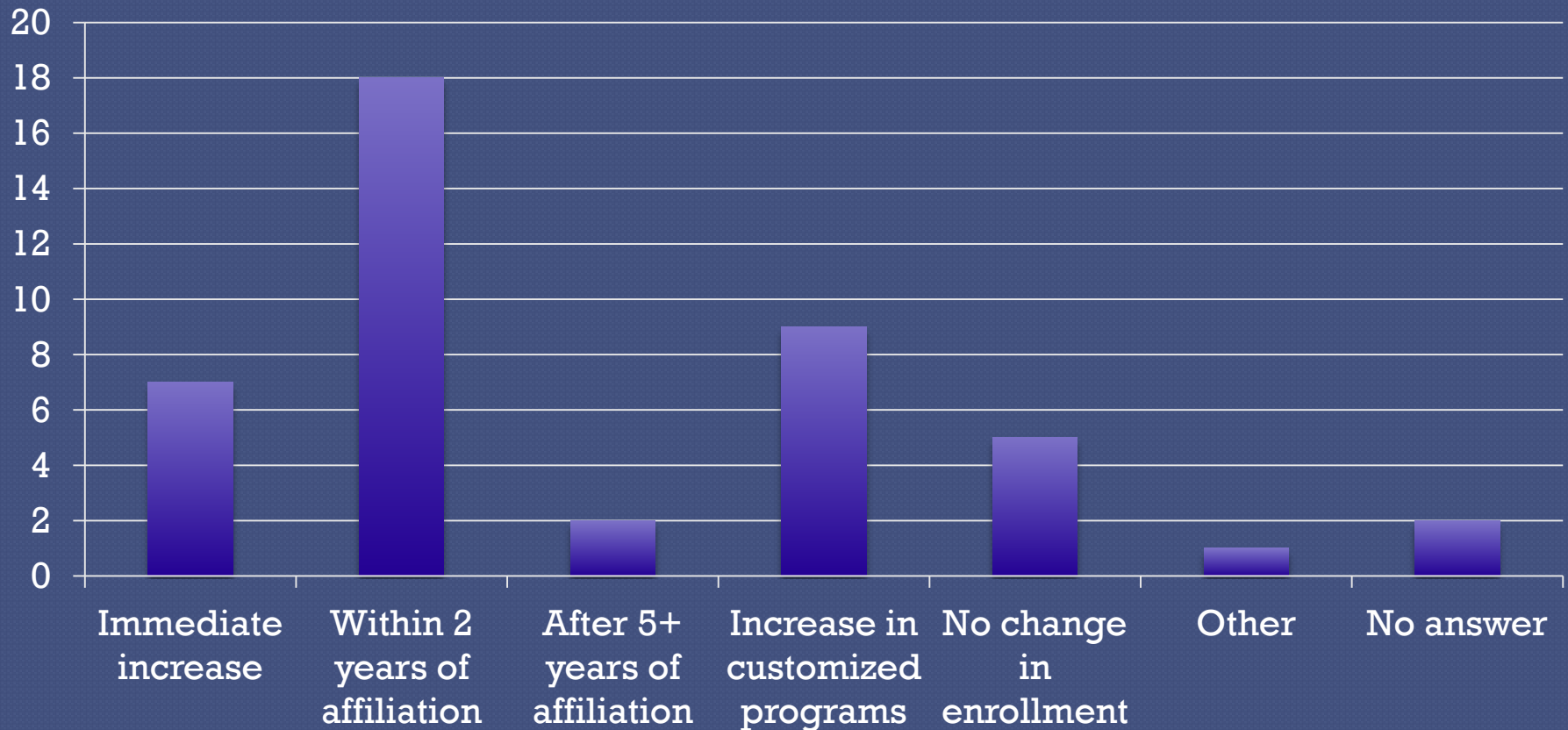
- Geographic location of institution
- Similarity to our other affiliates
- Rank and type of institution
- Diversity of student body
- Efficient use of technology solutions for study abroad

Reasons to End Agreement

- Institution's decision to terminate affiliation relationship
- Deterioration of relationship with institutional staff

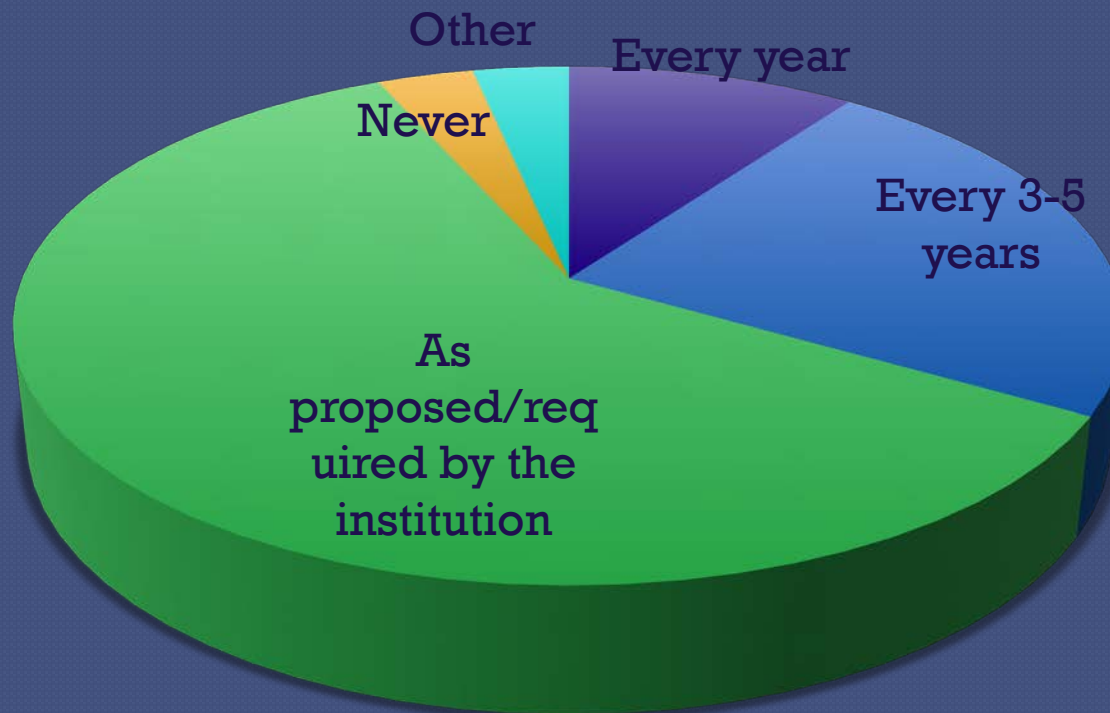
Results of Affiliation

Changes in Enrollment



Reviewing Affiliations

Review Interval



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For your consideration

- Does your institutional mission include internationalization?
- How does partnering with provider organizations fit into internationalization goals?
- Who needs to be involved in developing criteria?
- How open can you - and do you want - to be about your affiliation criteria?

Future Information

- Report will be available for download in December 2014
- Session worksheet, full PowerPoint, and PDF of surveys available now

<http://www.greatcircleglobal.com/resources.html>