

Submission to:

The Higher Education Standards Panel – Consultation on Higher Education Admissions Processes

Global Study Partners - May 2016

This paper presented by Global Study Partners (GSP) to the Higher Education Standards Panel contributes to the discussion and offers an information-rich and functionally leading effective business model currently in place supporting international students to navigate through thousands of tertiary education course provisions around Australia. This transparent one-stop-shop' model could be replicated and customised for the Australian domestic market.

Global Study Partners (GSP) is part of the **studylane Group**, an online portal, linking international students with tertiary education providers. GSP is an industry-leading concept that supports the education industry as a whole.

Through its platform, GSP works directly with international students seeking to come to Australia. It offers a new way of working with agents which focuses on the student and transparency of recruitment for the institution.

GSP Systems are designed to provide institutions greater transparency over counselling of students and advice than ever before through the viewing of notes from the first meeting / engagement with a student providing clear evidence of diligence and accountability. This level of transparency and management of agents speaks directly to the findings from the NSW ICAC report '*Learning the hard way: managing corruption risks associated with international students at universities in NSW.*'

GSP is an international Agent Aggregation organisation platform implementing breakthrough technology providing agents with wide selections of courses to connect overseas students with education Institutions in Australia. GSP offers access to some of Australia's top universities, colleges and schools, with thousands of course to choose and compare from. The online platforms enable and streamlining of the application process, allowing for multiple application and document upload with auto-reminders for outstanding documents.

GSP provides a greater control in the management of the student recruitment channels, accountability, and transparency for all concerned; a superior pre-enrolment student experience; and increased insight for education providers into agent engagement with student.

Pathways2Uni, also part of the studylane Group, seeks to link quality students with tertiary education providers in an Australian domestic setting primarily through providing support services to students who may not have achieved their anticipated university entrance score or who are unsure of their options or career ambitions. It has been successful this year in attracting high volume high quality enquiries for the past two years with minimal outreach activities or advertising of their services. Based in Sydney, but with a large online presence the model has proved successful with these enquiries resulting in hundreds of face to face and telephone counselling sessions with a high conversion to application rates.

What makes pathways2Uni somewhat unique is that the enquiries received appear to be outside of the mainstream / traditional channels Universities engage with. The majority of students were unsure of which institution they may like and 90% of students who commenced said they would not have entertained prior to counselling the choice they eventually made.

Pathways2Uni offers a student centred non-traditional recruitment stream to engage with students that most universities would not have otherwise - with successful results. Guidance and counselling on alternative pathways and options available for students who do not meet entry requirements is central to engaging students.

Global Study Partners as a Solution

1. The ability to develop a comprehensive course finder for domestic students – enabling them to search, compare, save short-list and apply on-line to universities of their choice.
2. Creation of content rich blogs to provide relevant effective communication to students.
3. Opportunity to publish information about course prerequisites, ATAR cut-offs, other non-ATAR-related entry options or requirements, possible career pathways and qualification requirements, institution reputation, campus facilities, course cost, student peer cohort characteristics, family history or other connections to a particular institution, accreditation of a course by a professional body or association, graduate employment and earnings outcomes, student reviews or surveys of teaching quality, recommendations from friends or family.
4. A blended, online and face to face counselling approach as a student support service to facilitate the enrolment process Australia-wide.
5. Qualified educational counsellors that can provide up to date advice regarding entry requirements and pathways.
6. Empowering students with the knowledge base to help with their decision making.
7. The development of all of the above within a secure network.

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