

Session Title:	5.6 The Low-Down on UK International Recruitment
Speaker(s):	Sarah Tompkins (UG Student Recruitment Manager, International)
Chair:	James Kerr
Reporter:	Mari Tait

Speaker/Institution Bio/Information:	Works at Keele University and as part of her role oversees UK International Recruitment
Overview/Aim of session:	Session aimed to cover how UK International Recruitment works, why it sometimes sits across both home and international recruitment (and why no institution has it fully figured out!). The session provides some tips on how to interact with international students in the UK.
Workshop Content	<p>Most people attending the session do not work in UKI. Most participants want to learn more.</p> <p>UKI students can be hard to track as they often put their international address when applying to university.</p> <p>If students have indefinite leave to remain in the UK and/or have been in the UK for more than half their life they are likely to be deemed home status. Refugees are home status. Asylum seekers are international until they reach refugee status.</p> <p>UKCISA is a great resource for useful tips.</p> <p>Good ways to identify where UKI students may be studying – schools with boarding facilities and sponsor licence. Boarding schools with a Tier 4 licence.</p> <p>Foundation Colleges – such as IN2, EF and CATS</p> <p>As UKI students can be found in any school/sixth form (albeit likely small numbers) it is important that all recruitment staff are able to communicate appropriate fees and admissions information. Some</p>

	<p>unis look for an English qual as well as A-levels. Speaker felt this was an unnecessary hurdle as A-levels sat in English should be sufficient proof of language competency.</p> <p>Many foundation colleges overrecruit therefore they work to find positive pathways for their students. This is an opportunity for universities. Foundation colleges often host recruitment fairs to address this. Most foundation colleges are located in Manchester and the South East. There are often agent contracts with such providers similar to traditional International recruitment.</p> <p>Sometimes international schools charge exhibitors to go to their fairs £200 - £500 per fair. Can be useful but it is important to do your research.</p>
Case Studies/Examples:	
Scenarios/Roundtable discussions:	Should UK or International Team deliver the work to support UKI recruitment?
Questions and Answers:	<p>Do you have representatives in overseas markets? How do you make sure they do not receive credit for recruiting these students? Reporting is challenging but require to use previous institution.</p>
SummaryKey takeaways:	Very useful session, slides very comprehensive.