Where next?

What influences the choices international students make?

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WHAT INFLUENCES THE **CHOICES INTERNATIONAL** STUDENTS MAKE?

[†] CollegeBoard







WHERE NEXT?

THE EXPERIENCE OF INTERNATIONAL STUDENTS CONNECTING TO UK **HIGHER EDUCATION**





NEXT STEPS

WHERE NEXT?

WHO DOESN'T PLAN TO START A FULL-TIME UNDERGRADUATE DEGREE IN AUTUMN?



NEXT STEPS

WHO ARE THE 'FUTURE NURSES'?



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IMPROVING THE JOURNEY TO BECOMING AN APPRENTICE



WHERE NEXT?

What influences the choices school leavers make?



WHAT HAPPENED TO THE COVID COHORT?

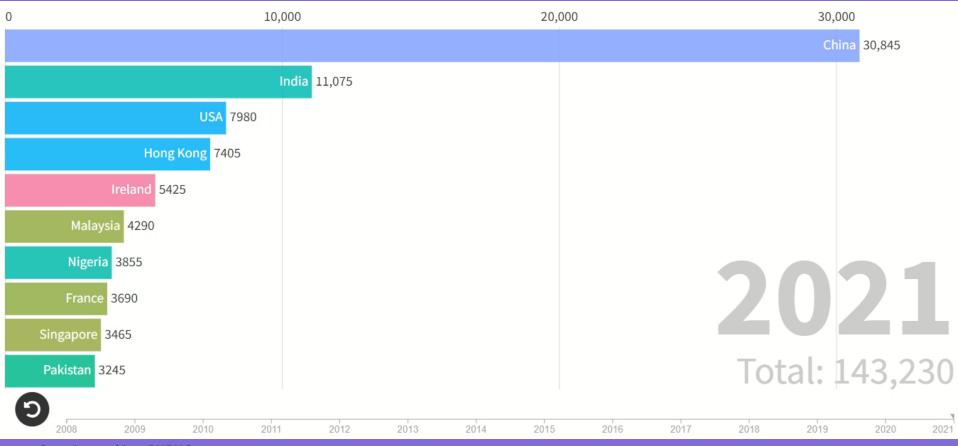
Lessons for levelling up in 2021 and beyond





Overview



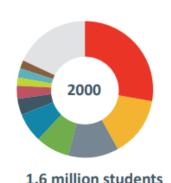


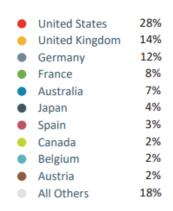
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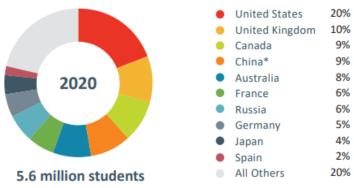


We are in an increasingly competitive global market

TOP HOST DESTINATIONS, 2000 & 2020







*China total from Project Atlas, 2019

Source: OECD, 2000; Project Atlas, 2020; UNESCO, 2000 & 2020



70% of the international students that apply or are planning to apply to the UK also consider another nation

Research questions

- What are the attributes and behaviours of international students?
- How do international students make decisions?
- What, and who, influences their decision to apply to, and choose between, destinations?
- How can we promote diversity in classrooms globally?

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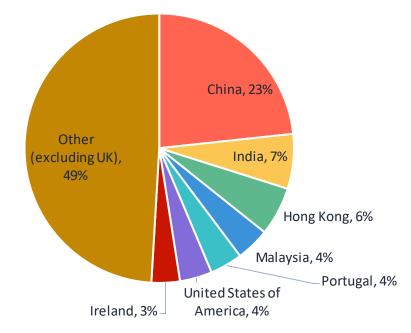


Who are the international students who apply to the UK?



China dominates, with some signs of diversification

- Around two in nine international acceptances to UK HE are from China
- New markets are emerging with Nigeria (+102%) and Pakistan (+59%) seeing notable increases since 2016



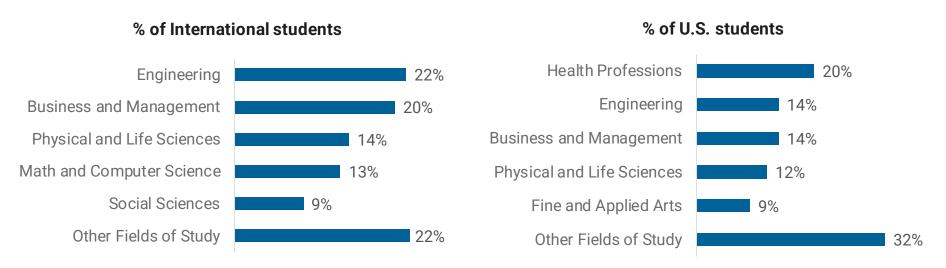


IES countries vary in performance

Top 5 % growth - 10 years			Top 5 % growth - 5 years			Top 5 % growth - 2 years		
UAE	+247%	+2,050	India	+131%	+5,625	Nigeria	+101%	+1,685
Turkey	+233%	+1,050	China	+128%	+15,970	India	+60%	+3,710
South Africa	+229%	+595	Nigeria	+102%	+1,690	US	+56%	+2,740
India	+222%	+6,835	Turkey	+91%	+715	China	+44%	+8,670
Egypt	+206%	+535	UAE	+89%	+1,360	Zimbabwe	+40%	+215
Top 5 raw growth - 10 years			Top 5 raw growth - 5 years			Top 5 raw growth - 2 years		
China	+195%	+18,770	China	+128%	+15,970	China	+44%	+8,670
India	+222%	+6,835	India	+131%	+5,625	India	+60%	+3,710
US	+165%	+4,765	US	+89%	+3,610	US	+56%	+2,740
Hong Kong	+62%	+2,710	Nigeria	+102%	+1,690	Nigeria	+101%	+1,685
UAE	+247%	+2,050	UAE	+89%	+1,360	Hong Kong	+23%	+1,315

Engineering and Business are within the top 3 most popular areas of study among both international and U.S. SAT test takers

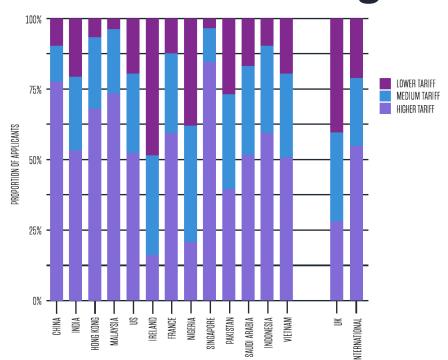
Top 5 Areas of Study-Int'l vs. U.S. SAT Cohort, 2021



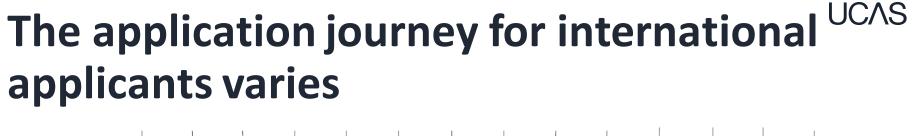
Note: Student major categories are grouped according to the areas of study that appear on the International Institute Education's Open Doors Data on International Students by Fields of Study.

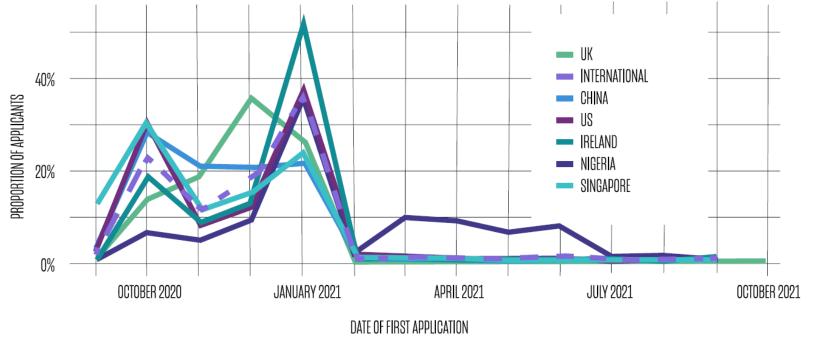


More than half of placed international students enter higher tariff providers



- 55% of placed international students enter higher tariff providers (28% UK)
- Chinese and Singaporean applicants are five times more likely to have five choices at higher tariff providers than UK applicants
- Irish applicants most likely to be placed at lower tariff providers and Nigerian applicants most likely to enter medium tariff providers





Security marking: PUBLIC 12 June 2022



What does the decision-making process look like for international students?



More than 1 in 10 international students are considering HE abroad before their 11th birthday

2 in 5

start thinking about HE options abroad before the final years of their secondary or high school education

7 in 10

their school-leaving qualification choices, they considered how this might affect their ability to study abroad

1 in 2

say that
parents/guardians or
close members of their
family have previously
studied abroad



University or college choice comes ahead of subject



- This cohort places greater importance on the quality (83%) and reputation (75%) of the institutions relative to the quality (70%) and reputation (58%) of potential subjects.
- Half of respondents ranked the reputation of HE institutions in their chosen countries as their number one factor in informing choice of country of study



Prospective international students are fiercely independent

"[it was] mostly my own initiative"

"My personal experience is the major influence"

"No support, just my own research"

"I have done my own research to decide where to apply"



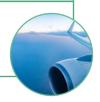
What, and who, drives international students to study across borders?



International students seek a home away from home

Three quarters (75%) of respondents want to experience life in a different country - the most common motivation for study abroad

Study abroad



Respondents consistently rank **geographical location** as of importance
- one third of respondents select it within their top three most important factors.

Country choice



Available accommodation

(65%) was rated the second most important amenity (behind teaching and learning facilities)

Amenities





Motivation differs by nation

- For students from Nigeria, the most important factor is to gain skills to support them in their career (chosen by 80% of Nigerian respondents), and they are more likely to be interested in employment after graduation (52%)
- For students from India, the most important factor is that HE options are of 'better quality' (75% of respondents from India).



Global HE has something for everyone

Prospects after graduation

US: 57%

Ireland: 36%

Singapore: 54%

France: 35%

UK: 54%

Italy: 28%

"Working opportunities after graduation"

The desire to experience life in that country

Italy: 75%

Germany: 54%

Netherlands: 72%

Singapore: 43%

"The desire to experience life in Europe"



Improving the experience for international students



Journey to a million

2022

764,500 +15,000



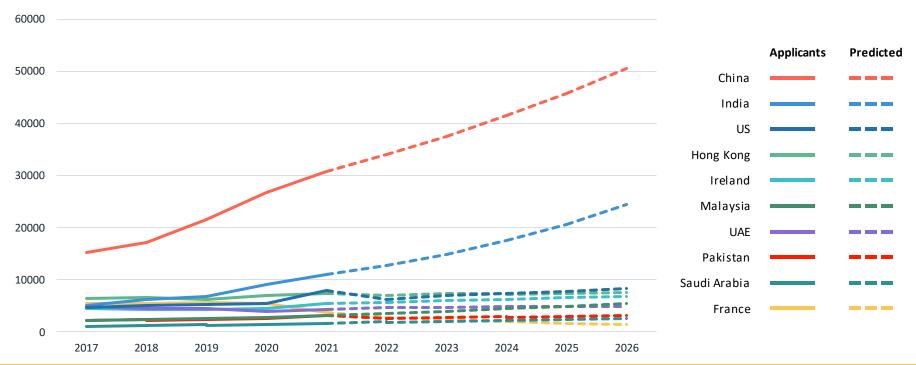
2021 vs 2026 there could be:

- +27% applicants
- **+36%** 18 year olds
- +46% international





Annual demand from international students could exceed 200,000 by 2026





Knowledge and skills are top priorities

1	Gain knowledge and competencies in a specific subject area
2	Expand my overall knowledge and transferable skills
3	Hold the knowledge and skills needed to enter my desired field of work/career path
4	Hold a degree from my higher education institution of choice
5	Land a job in my country of study
6	Take part in social experiences that will enrich my life
7	Immigrate to my country of study
8	Land a job in my home country



The route into employment is important

- Students are five times more likely to rank landing a job in their destination country, relative to their country of domicile, as their top priority (5.5% vs. 1.2%)
- When asked whether they intend to remain in their country of study post-graduation, visa permitting, individuals are four times more likely to be planning on staying in their country of study than not (41% vs. 10%).





The UK's International Education Strategy (IES) should endorse a **nation-specific and action-led approach** to promoting UK HE

Grow global and lasting networks and partnerships to create a community of good practice

Create a **personalised applicant experience** for international students to meet their unique needs

Demonstrate the outcomes – **knowledge and skills** – students can expect to achieve through international HE study

Develop, mature, and promote the Graduate route and the High Potential Individual (HPI) Visa route

Thank you

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Over to you...



Are you surprised by any of the insight you've heard today?



Does this reflect your experience with international recruitment?



How can UCAS support this area of strategic focus with you?



What further insight would you like to know about international students?