

Education Opportunities in Latin America

May 2015



Queensland

AUSTRALIA

endless opportunities



TIQ in Latin America

- Permanent presence in the market since 2011
 - Identify market opportunities for Queensland education sectors (VET, Higher Ed., Schools, ELICOS)
 - Covers all countries in Latin America up to (but not including) Mexico
 - Assist market entry into the region
 - Create links with regional organisations / government / industry
 - Tailor-made itineraries for market visits
 - Specific market research
 - Inbound and outbound trade missions
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Queensland Student Commencements

As at December 2014			
Nationality	NSW	VIC	QLD
China	33,020	27,047	9,914
India	8,849	17,815	7,996
Brazil	6,918	1,835	4,557
Korea, Republic of (South)	8,086	2,667	4,128
Colombia	2,675	3,034	2,612
Vietnam	5,451	8,364	1,632
Thailand	11,775	3,392	1,631
Nepal	6,070	2,214	1,437
Malaysia	2,137	4,754	1,287
Indonesia	5,871	2,291	424
Other nationalities	43,683	29,281	25,540
Total	134,535	102,694	61,158

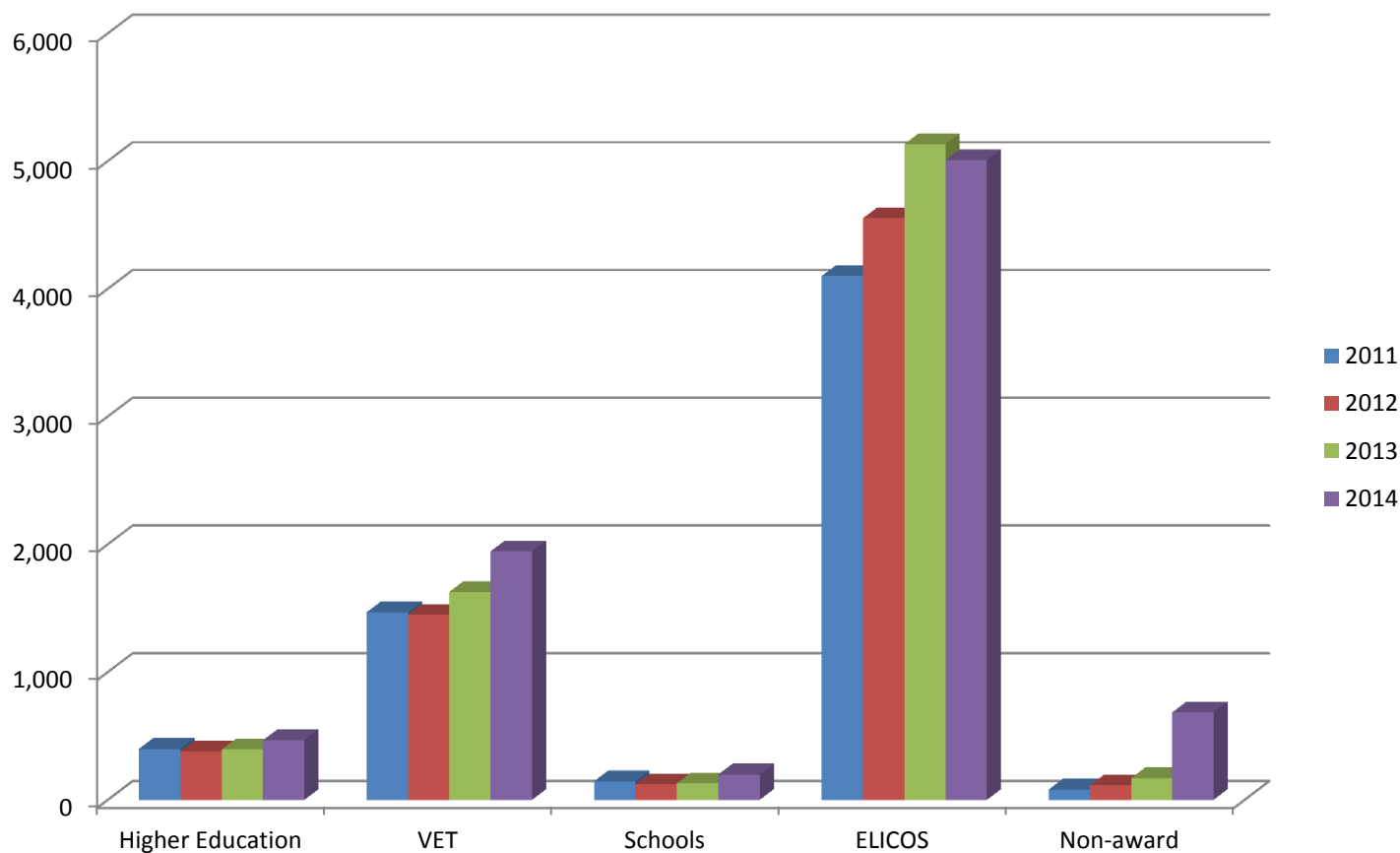
Source: Australian Education International (AEI)

Where do Queensland's Latin American students come from?

Nationality	Commencements		% Dif
	2013	2014	
Brazil	3,765	4,557	21%
Colombia	2,746	2,612	-5%
Chile	361	424	17%
Ecuador	145	211	46%
Venezuela, Bolivarian Republic of	139	205	47%
Peru	218	197	-10%
Argentina	30	36	20%
El Salvador	19	21	11%
Paraguay	2	7	250%
Costa Rica	10	6	-40%
Other Latin America and Caribbean	19	28	47%
Grand Total	7,454	8,304	11%


Source: Australian Education International (AEI)

Queensland's Latin American student commencements by sub-sector




Source: Australian Education International (AEI)

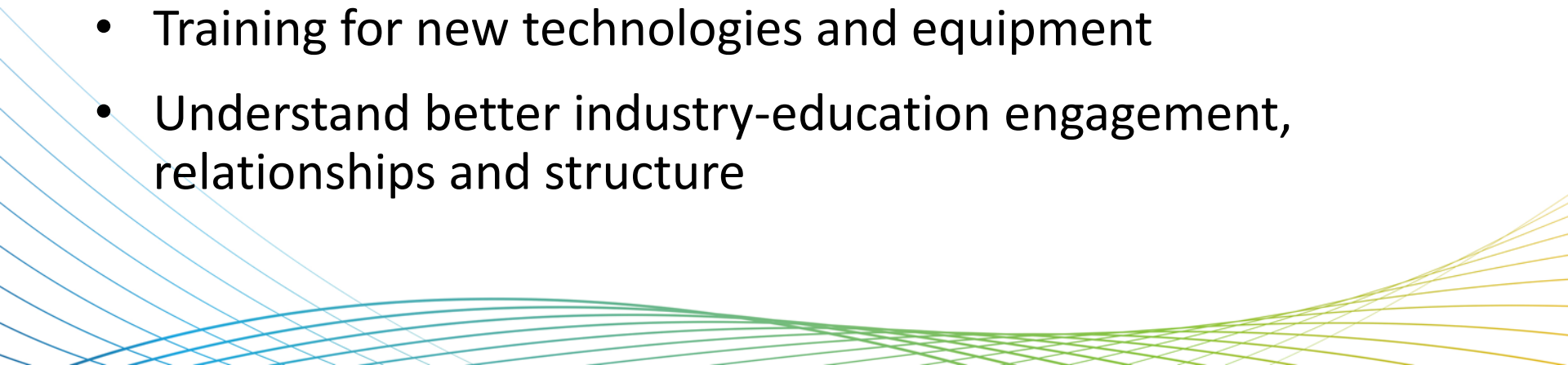
Current Latin American Trends

- Middle class grown by 50% in past decade in the region
 - In many Latin American countries higher education is highly subsidised or free of charge
 - Increased quality of education
 - Accessibility and equality of education
 - Better-trained technicians and teachers
 - English language for international links
 - Establishment of foreign research ties to increase scientific knowledge base and influx of innovation and technology
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Current Latin American Trends

- Understand need for future diversified economies
 - Increased economic efficiency and productivity of industrial processes
 - Best industry practices and innovative technologies to lower costs
 - Increased environmental consciousness and water management
 - Large immediate demand for industry training and knowledge in primary and secondary industrial sectors such as mining, agriculture, oil & gas, automotive etc.
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Industry Opportunities

- Huge shortage of technicians required to maintain growth
 - Short, intensive, industry-specific courses using the Australian competency-based system
 - Courses for supervisor and operational-level personnel
 - Professional development and leadership courses
 - Continuing education for staff in specific knowledge areas
 - Training for new technologies and equipment
 - Understand better industry-education engagement, relationships and structure
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- The bottom of the slide features a decorative graphic consisting of several thin, wavy lines in shades of blue, green, and yellow, creating a sense of movement and flow.

English Language Opportunities

- Improve English teacher training courses e.g. innovative methodologies, observation, practicum etc.
 - English for Specific Purposes – industry-specific programmes
 - Pathways for higher or technical education in Australia
 - University Teaching content via English language
 - In-house language school establishment
 - Summer holiday courses
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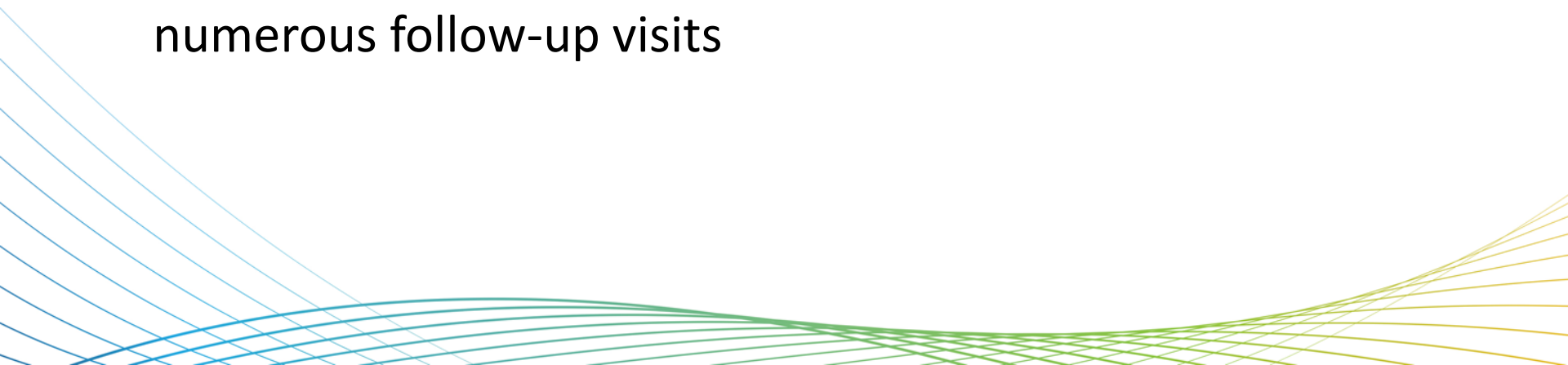
Opportunities in International Linkages and Experience

- General internationalisation of LATAM education sector (in all areas)
 - Co-validation of existing courses for international recognition in Latin American institutions
 - Offering new courses or modules from international education institutions
 - Centres of Excellence in key knowledge areas
 - Strengthening postgraduate programs
 - Importance of international research
 - Work experience in foreign industry
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Student and Teacher Mobility

- At all levels – Industry, schools, university students or professors
 - Semester abroad in Queensland's Schools – International Baccalaureate exchange
 - Summer courses
 - Study Tours
 - Researcher Collaboration
 - Sandwich years abroad
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Challenges

- Many countries have a close historical relationship with Europe
 - Competitors such as UK and USA strong in the region
 - Basic English requirements for courses often not met
 - Education in Australia still expensive when compared with competitors
 - Latin America works on close relationships – requires numerous follow-up visits
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Thanks for Listening



Picture – Foz de Iguazú Falls, on the border of Argentina, Paraguay and Brazil

Source: <http://sydney.edu.au/news/arts/2228.html?newsstoryid=8367>

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