

## DRAFT

OECD/CERI

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### OECD/US Forum on Trade in Educational Services International Competition: Implications for Educational Providers and Students Workshop IV

#### Discussion Paper

The emergence of a growing competitive international market for educational services particularly in post-secondary education is very much the result of an increasing demand for post-secondary education not at least by students from the countries in South East Asia. This higher demand for international education has triggered a number of initiatives by different education providers including: traditional post-secondary institutions, distance learning institutions, private education companies, etc. Sometimes these different education providers have created new partnerships in order to meet this demand. The purpose of this workshop is to discuss the implications for educational providers and students of the increasing international dimension of post-secondary education.

#### *Discussion Themes*

##### [Educational Providers]

- What are the implications of the increasing competition in the international post-secondary market on the following issues?
  - Institutional mission and strategy;
  - Governance/management of the institution;
  - Creation of strategic alliances in order to stay competitive in international competition;
  - Staff (language, working condition, etc.);
  - Intellectual property rights issues;
  - International quality assurance of post-secondary education and training; and
  - Services provided for students.
- What are the major barriers that educational providers face in relation to attracting foreign students, establishing a branch campus abroad, or providing cross-border e-learning?
- What role does GATS play at the international level in relation to increasing internationalisation of post-secondary education and training?

##### [Students]

- What are the implications of international competition on the following issues?
  - Access to post-secondary education programs;
  - Student attitudes vis-à-vis education providers (stakeholder, customer, partner)
  - Level of student tuition fees;

- The quality of post-secondary education;
  - The perceived and actual range of choices open to students in higher education;
  - The need for objective information and guidance for students.
- What are the implications of international competition on students in the developing countries and developed countries? Does the increased competition increase access to education for students in developing countries?

### *References*

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