

# Council OPEN Meeting

<b>Schedule</b>	Friday 27 September 2019, 8:30 — 10:00 AEST
<b>Venue</b>	Council Room, Booloominbah, University of New England
<b>Notes for Participants</b>	PLEASE NOTE: All attendees for 8.30 am start (there is no pre-meeting).
<b>Organiser</b>	Collette Gooch

## Agenda

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### 1. MEETING OPENING AND WELCOME COMMENTS 1

Recording of meeting: please note that the Secretary may make an audio recording of this meeting for the purpose of assisting with the preparation of the minutes. The recordings are stored securely and are erased at regular intervals after the minutes have been confirmed.

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#### 1.1. \* Acknowledgement of Country 2

We acknowledge the traditional custodians of this land we call New England and show respect to their Elders past and present.

Presented by James Harris

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#### 1.2. \* Apologies 3

Ms Anne Myers

Mr David van Aanholt

Presented by James Harris

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#### 1.3. \* Conflict of Interest Declaration 4

Council members are asked to disclose any material interest, consistent with Schedule 2A Clause 5 of the University of New England 1993 Act (NSW).

Presented by James Harris

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Council Members are asked to provide any update to their Disclosed Register of Interest to the Office of the Secretariat (form attached).

Presented by James Harris

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The Committee is asked to ACCEPT the Order of Business.

The Committee is asked to ACCEPT that non-starred items be adopted.

For Approval - Presented by James Harris

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Minutes of the meeting held on 26 July 2019 were approved as a true and correct record via email on 19 September 2019.

These minutes are available for viewing in the 'Council Minutes' Document Library.

Presented by James Harris

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Matters outstanding from previous Open Council meetings are outlined below.

Presented by James Harris

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Council is asked to NOTE the University Activities in Focus report for the September Council meeting, report #19072.




Presented by James Harris

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<p>Council is asked to:</p> <ol style="list-style-type: none"> <li>1) NOTE report #19076 regarding the proposed Joint Medical Program Academic Calendar for 2020; and</li> <li>2) APPROVE the 2020 BMed JMP Academic Calendar; and</li> <li>3) APPROVE the 2020 BMedSci/MD JMP Academic Calendar.</li> </ol> <p>For Approval - Presented by Mark Perry</p>	
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The next Council meeting is scheduled for Friday, 22 November 2019. This meeting will be held in the Council Room, Booloominbah, University of New England.

Presented by James Harris

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# 1. MEETING OPENING AND WELCOME COMMENTS

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## 1.1. \* Acknowledgement of Country

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Presented by James Harris

## 1.2. \* Apologies

Ms Anne Myers

Mr David van Aanholt

Presented by James Harris

### 1.3. \* Conflict of Interest Declaration

Council members are asked to disclose any material interest, consistent with Schedule 2A Clause 5 of the University of New England 1993 Act (NSW).

Presented by James Harris



## CONFLICT OF INTEREST DECLARATION

Council members are asked to disclose any material interest, consistent with Schedule 2A Clause 5 of the [University of New England Act 1993 \(NSW\)](#).

### **5 Disclosure of material interests by Council members**

(1) If:

*(a) a member of the Council has a material interest in a matter being considered or about to be considered at a meeting of the Council, and*

*(b) the interest appears to raise a conflict with the proper performance of the member's duties in relation to the consideration of the matter, the member must, as soon as possible after the relevant facts have come to the member's knowledge, disclose the nature of the interest at a meeting of the Council.*

(2) A disclosure by a member of the Council at a meeting of the Council that the member:

*(a) is a member, or is in the employment, of a specified company or other body, or*

*(b) is a partner, or is in the employment, of a specified person, or*

*(c) has some other specified interest relating to a specified company or other body or to a specified person,*

*is a sufficient disclosure of the nature of the interest in any matter relating to that company or other body or to that person which may arise after the date of the disclosure and which is required to be disclosed under subclause (1).*

Council Members should also regularly disclose to the University Secretary (via the Secretariat [secretariat@une.edu.au](mailto:secretariat@une.edu.au)) any additions or changes to their Register of Interests statement.

Keeping this "Register of Interests" statement up to date, includes providing details of changes to:

- Subsidiaries of the University of New England of which you or a close family member is a member of the key management personnel.
- All other entities of which you or a close family member is a Director or Board member (or equivalent) and that entity has, or there is a reasonable probability it may have, a material dealing involving or affecting the University or its controlled entities.
- Employment of you or a close family member by the University or a subsidiary of the University, including consultancies or other income for services rendered, during this financial year.
- Ministerial appointment of you or a close family member to statutory bodies.
- Material Business ownerships or part ownerships by you or a close family member, where a business has, or has a prospect of having, transactions with the University or a subsidiary of the University.
- Material Shareholdings in public and private companies by you or a close family member, where a company has, or has a prospect of having, transactions with the University or a subsidiary of the University.
- Any other transactions undertaken by you or a close family member, with the University or any of its subsidiaries during the financial year.
- Gifts, sponsored travel or hospitality received by you in the course of undertaking the duties of a Council member or Senior Executive that are received from a company, business or other entity undertaking transactions with the University or a subsidiary.
- Any other material interest where a conflict of interest or an appearance of conflict of interest with your duties as a Council member / Senior Executive could foreseeably arise.



## 1.4. Disclosed Register of Interest

Council Members are asked to provide any update to their Disclosed Register of Interest to the Office of the Secretariat (form attached).

Presented by James Harris



**DISCLOSURE FORM FOR  
UNE COUNCIL AND SENIOR EXECUTIVE  
REGISTER OF INTERESTS**



Council members and Senior Executive of the University of New England owe certain duties to the University. One aspect of fulfilling those duties is to avoid conflicts of interest in which there may be a professional, business or volunteer position or responsibility that interacts with a Council member / Senior Executive responsibility in a manner which may create a conflict of interest or a perceived conflict of interest. To help manage conflicts, Council members / Senior Executive should disclose material interests in other situations or areas in which it might appear that there are conflicting duties. Council members / Senior Executives should additionally take other steps, such as avoiding deliberation and resolution of certain issues, and making appropriate declarations in respect of conflict of interests at Council and Management meetings, if it is determined that those steps are necessary to protect against legal liability to the Council member or to the Senior Executive member personally arising from conflicts of interest.

This Register of Interests will be maintained by the Secretariat of the University of New England.

Subsidiaries of the University of New England of which you or a close family member is a member of the key management personnel.

All other entities of which you or a close family member is a Director or Board member (or equivalent) and that entity has, or there is a reasonable probability it may have, a material dealing involving or affecting the University or its controlled entities.

Employment of you or a close family member by the University or a subsidiary of the University, including consultancies or other income for services rendered, during this financial year.

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Material Business ownerships or part ownerships by you or a close family member, where a business has, or has a prospect of having, transactions with the University or a subsidiary of the University.



Material Shareholdings in public and private companies by you or a close family member, where a company has, or has a prospect of having, transactions with the University or a subsidiary of the University.

Any other transactions undertaken by you or a close family member, with the University or any of its subsidiaries during the financial year.

Gifts, sponsored travel or hospitality received by you in the course of undertaking the duties of a Council member or Senior Executive that are received from a company, business or other entity undertaking transactions with the University or a subsidiary.

Any other material interest where a conflict of interest or an appearance of conflict of interest with your duties as a Council member / Senior Executive could foreseeably arise.

I know of no other position of responsibility or material interest that might give rise to a conflict of interest or the appearance of a conflict of interest.

I declare that the information I have completed on this document is true and correct and not misleading.

Name:	Date:
Signature:	

## 1.5. \* Order of Business

The Committee is asked to **ACCEPT** the Order of Business.

The Committee is asked to **ACCEPT** that non-starred items be adopted.

For Approval

Presented by James Harris

## **2. MINUTES OF PREVIOUS MEETING**

## 2.1. Confirmation of Minutes

Minutes of the meeting held on 26 July 2019 were approved as a true and correct record via email on 19 September 2019.

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Presented by James Harris

## 2.2. Matters Arising

Matters outstanding from previous Open Council meetings are outlined below.

Presented by James Harris



### Matters Arising - Council OPEN - September 2019

Meeting/Item	Action	Status
Council Meeting 26 July 2019, item 4.3  Chair Academic Board Report #19057	Professor Walker to advise on the opportunity for Council to review the UNE Reconciliation Action Plan.	Professor Walker will provide a verbal update.

## 3. PRESENTATIONS

3.1. \*University Activities in Focus #19072  
- Presented by Acting Dean Faculty of  
Science, Agriculture, Business and Law -  
Professor Caroline Gross.

Council is asked to NOTE the University  
Activities in Focus report for the  
September Council meeting, report  
#19072.

Presented by James Harris

**Purpose**

To highlight a number of innovative activities, underway at UNE, which are helping the University to deliver on its strategic priorities, and to support the creation of a bold and innovative culture.

*Origin of report: Scheduled item as required/varied topics.*

*Related to terms of reference: Oversee and monitor the University's performance.*

**Recommendation****Professor Caroline Gross, Acting Dean SABL**

Council is asked to NOTE the University Activities in Focus for the IEG project, report #19072.

**Executive Summary**

This is a 10-month-in-report on the partnership between UNE and the education agents *Intelli Education Group* (IEG) based in Kuala Lumpur (KL). The report details the state of the partnership from an UNE perspective.

The partnership:

- represents the first transnational study centre for UNE,
- is financially on track against the business plan,
- is compliant with TEQSA standards,
- the in country partner, IEG is licenced to operate under Malaysian law,
- our students are well engaged and have safe and secure premises in which to learn and study.

Some additional tuning is required in a number of areas to improve processes and the business model. New business opportunities are developing. To ensure the continued success of the partnership UNE must modernise its curricula, simplify course rules, thus allowing us to react adroitly to opportunities and to meet the learning needs of International students

**Key Facts**

- Intelli Education Group Sdn Bhd (IEG) is a private limited company locally incorporated in Malaysia.
- IEG is an administrative, coaching class and local space provider for Higher Education distance institutions in Australia and elsewhere.
- IEG is not a higher education provider.
- IEG call their facilities in Kuala Lumpur the *IEG Campus* and they are located in the Liberty Insurance Tower, floors 13 and 14 and ground floor annexe, 1008 Jalan Sultan Ismail, Kuala Lumpur.

- UNE entered into a partnership with IEG on the 14<sup>th</sup> September 2018 in an agreement signed by Professor Annabelle Duncan and based on an approved Business plan from the PVCER (July 2018).
- The purpose of the partnership is for IEG to recruit students to UNE for online enrolment into coursework programs and to increase the marketing opportunity of UNE through IEG.
- IEG are our non-exclusive agents for Asia, Africa and the Middle East.
- The business model is a discounted fee arrangement whereby volume is the driver. This model is referred to as Model A in this report.
- VC Prof Duncan opened a UNE Support Centre at the IEG campus (November 2018).
- The Faculty of Science, Agriculture, Business and Law is the lead for UNE on the project.
- Students are admitted and enrolled as UNE students. They study with UNE as online from Malaysia and then come in on weekends to the support centre to use the facilities and to receive tutor support from IEG employed tutors that are inducted into UNE as UNE adjuncts allowing them to have access to the UNE Moodle sites.
- Intakes in each Trimester are marketed by IEG.
- The first intake of students (n = 133) occurred in Trimester 3 2018. These students came with Advanced standing from previous studies and from work experience such that they had 8 units to complete for the Bachelor of Business. In T1 and T 2 2019 the students had fewer Advanced standing credits and have 12 units to complete for the BBus.
- A Joint Management Committee meets every trimester using Skype and with membership from both parties and includes the UNE Director of Academic Quality Directorate, Dr Paul Corcoran.
- The Business model outlined that we should meet a minimum of 250 students in 2019 and we have surpassed this by 115 students YTD with a total enrolment of 365 students (1895 unit enrolments YTD).
- The Business is financially on track against the business plan, is compliant with TEQSA, IEG is licenced to operate under Malaysian law as an administrative, coaching class and local space provider, most of our students are well engaged, and they have safe and secure premises at the UNE support centre in KL in which to learn and study.
- Fine to moderate tuning is required in a number of areas to improve UNE processes and the business model.
- New business opportunities are developing. Model B for example was developed by SABL in July 2019 to have 4 units on-line (discount Model A) from India for a Graduate Certificate followed by a full-fee paying Master course on campus in Armidale or Sydney. Offers have been made for this pathway (Business and Data Science).
- Offerings from HASSE are being scoped (Bachelor of Criminology) and with MH although accreditation matters are a consideration.
- YTD and with T2 invoicing due soon, UNE will have gross income of \$400k (Model A). Model B, for each student, will return to UNE AUD\$53k (MBA(INTL)) to \$56k (MDataSc) after agent commissions are paid. The pipeline for Model B students from India is forecasted to be 200 students in 2020 by IEG, but realistically with new competition in India, 50 is more likely.
- Successful trip to India in June 2019 has opened up new pathways
- As we grow, UNE will need more staff in International and within the Faculties to deal with processes and the teaching volume.

## DETAILS

### 1.1 The Partnership

- The UNE and IEG partnership has been operational for 10 months, since the first intake of students in T3 2018. The model we are using is to deliver UNE on-line content from Armidale to KL, using Armidale based Coordinators and the facilities of a UNE support centre in KL<sup>1</sup>. This is a new model for UNE and a unique model in Malaysia. TEQSA were apprised by UNE in September 2018 of this material change which they acknowledged. UNE is not operating a franchise model which IEG previously did with Federation University, the like of which has recently been under the scrutiny by TEQSA (e.g., CSU and SGA)<sup>2</sup>. IEG provide a support centre for UNE to operate from and they provide tutors to run tutorial sessions who operate under content instruction from UNE coordinators based in Armidale. The UNE coordinators are in charge of the units. UNE approves the tutors and they are inducted as adjuncts to UNE, allowing them access to Moodle. IEG pays the tutors at above-market local rates (T. Chelvan, IEG, pers. comm, June 2019). The High Commission's Education agents in both Malaysia and India have been apprised of our model and are very supportive of our eye to QA.

### 1.2 The Business Model and Finances

- The Business model (Model A, Fig. 1a) developed by PVCER outlined that we should aim for a minimum of 250 students in 2019 and so we have surpassed this by 115 students YTD with a total enrolment of 365 students (1895 unit enrolments YTD). These students are all in the BBus and fall under Model A. Supply into the other courses projected in the agreement have not yet started but this has been a good thing as we do not have the business working efficiently on the BBus yet.
- YTD the students are young working adults from the Chinese Malaysian community. They hold an AQF5 equivalent Diploma from the Elite International College and they work in college and tuition centres throughout Peninsula Malaysia. They work long hours during the week (c. 9am to 8.30pm), have long commutes to KL for the weekend classes and represent a cross section of aptitudes and work ethics. The students are all super excited about UNE and are looking forward to travelling to Armidale when the time comes for their Graduation (this should be a significant injection of income to the township). There is very little attrition from the students (< 1.5%).
- Model B was developed by DDean SABL and IEG in June, utilising an agency agreement drawn up and signed by PVCER in May 2019. Model B is now operational.
- YTD and with T2 invoicing due soon, UNE will have gross income of \$400k (Model A) since inception and cash outgoings of c. \$50k. In-direct costs (salaries of UNE staff, handling time on administration etc), are estimated to be around \$200k. With an annual cohort of 1000 students (Model A), each undertaking at least 8 units to complete a 2+1, the income would be AUD \$1.712Million. At such a stage we will hit capacity in the KL IEG campus and thus new support centres in other regions will be needed if we were to further increase volume. Model B would not be possible without Model A operating, primarily because Model B draws upon the spade work of Unit delivery for Model A, and the partners (and

<sup>1</sup> Liberty Menara Tower, 1008, Jalan Sultan Ismail, Chow Kit, Kuala Lumpur, Malaysia

<sup>2</sup> <https://www.teqsa.gov.au/national-register/condition-decision/re-registration-3-april-2019-1>

UNE) need cash to invest in the capture of market in India. Model B, for each student, will return to UNE AUD\$53k (MBA(INTL)) to \$56k (MDataSc) after agent commissions are paid. The pipeline for Model B students from India is forecasted to be 200 students in 2020 by IEG. I would write this down to about 50 students (we have little control over visa assessments) or \$2.654 million (MBA(INTL)) and \$2.8million (MDataSc). My preference would be to stabilise the Model B market in India to around 200 students p.a. (AUD\$10.6 -11.2million p.a.) within 5 years and not go above 1000 students per year in KL. As we grow, UNE will need more staff in International and within SABL to deal with processes.

- The inclusion of optional intensive schools in KL (and later India on a smaller scale) is at cost to UNE (direct costs of airfares and accommodation; indirect costs of staff time). Not all Unit coordinators want to or are able to travel to KL for the delivery of an Intensive School – so far we have run six intensives from 10 unit offerings. For the moment the investment is worthwhile. Staff get to work in KL and see the set-up for themselves, there is a high degree of professional development involved and the KL tutors get training (this has been a two way street with the mostly well connected KL tutors being from Industry). The utility of this will be reviewed mid-2020.

### 1.3 Quality Assessment & Academic Integrity

- In December 2018 I added the role of Academic Coordinator for UNE-IEG students to the Business School and this has been one of the great successes of the program. Dr Jonathan Moss, an economist at UNE and a recent Level B, is outstanding in this role. This importantly includes the duties of assignment standardisation and moderation. Jonathan also visits KL once a trimester for 4 days during which time he oversees tutor training on Moodle and on-line marking and he assists with many ongoing QA tasks. I envision that there will be one Academic Coordinator needed for each UNE school to be involved in the program. Dr Mitch Welch in S&T, already an Academic Coordinator, has set up the unit plans for the Grad Cert to MDataSc pathway and I see him taking on more of a role with the program in India as we move to critical mass.
- The Joint Management Committee (JMC) has met three times, and is running well. A fully developed operational manual has been developed by UNE and is updated at each JMC.
- Exam hall processes were audited in June 2019 by DDean and were found to be run expertly by IEG with only small improvements needed on the transportation of scripts and general announcements in the halls (University of Malaya facilities were used). A second audit is scheduled for the October exams by Dr Moss.
- A QA audit is planned for November by the Director of the UNE Academic Quality Unit.
- The Chair of Academic Board visited 10 August 2019 to inspect the facilities and to meet with staff.
- The GradCertBus and GradCertDataSc (CRICOS 096382J) do not need CRICOS for off-shore online delivery. The MBA(INTL) (CRICOS 0100352) and the MDataSc (CRICOS 096381K) have CRICOS registration which is required for students to study on-shore in Australia at Armidale.
- Comparing results to hand for the numerical based units at the extremes of student performance so far (ECON101 Introductory Microeconomics versus AFM217 Financial Management I), 93% of UNE-IEG students passed ECON101 (27% with a credit or higher, compared with in-country level of 25% passed with 20% achieving a credit or higher. There

was a 7% fail rate compared to 42% for in-country students). Withdrawal rates were non-existent for the UNE-IEG students but 32% of in-country students withdrew from the unit; 98% of UNE-IEG students passed AFM217 (82% with a credit or higher, compared with in-country level with 60% passing and 20% with a credit or higher). Results to hand for one of our humanities based units, MM333 Workforce Planning and Employee Development, show that most students received a Pass grade (55%) and 30% of students earned a credit or higher. In-country students mostly received a Distinction or higher. These results may improve for UNE-IEG when the supplementary exams are completed and data on fail rates will be known then too.

- With approval from PVCAI, supplementary exams were offered to all IEG students from T1 that failed their units because of Moodle access problems for the IEG students, delays in enrolment, variable quality of podcasts from UNE and delays in assignment return.
- Minor issues concerning Academic Integrity have been documented and resolved but on the whole plagiarism has only been upheld 31 times over c. 3,970 assignment submissions (0.8%) since the program began in T3. There are also currently 17 additional cases under investigation. In-country levels for online students for the same assignments was much less at 2 cases upheld over 3,195 assignments (0.06%) and 5 additional cases are currently under investigation. Of note is that the number of cases in T1 -2019 (6) was much less than T3-2018 (20).
- DDean gives a plagiarism info-lecture at the beginning of each trimester and the Academic Integrity module in Moodle is mandatory for every student.
- During future visits to India it will be important to establish a protocol around quality assessment of potential students. Face to face interviews will be trialled where original documentation can be checked. Written reports will be lodged on SRM and can be used in the visa process where we support the applications.

#### 1.4 Student Safety & Security

- The UNE support centre in the IEG campus is a safe and secure environment for our students. There is a small eating area where students can prepare their food and recently IEG have leased a refectory space on Level 5 where students can eat their own food and socialise in-between classes.
- The Liberty Menara building meets all Malaysian fire and safety regulations (details lodged with JMC).
- DDean is moving to have our students wear their student cards on UNE lanyards to get them into the zone of looking after their cards (needed for exams) and to help IEG identify bona-fide student visitors to Levels 5, 13 and 14 in the Liberty building.
- In T1 DDean polled the students in one unit (representing all intakes, 39 replied) about their knowledge of UNE services that they have access to. 56% of students said they were aware of our resources such as Academic Skills resources and have used them; 44% said they knew they existed but have not used them yet.

#### 1.5 Bedding down core courses and units

- To maximise efficiencies the Business should bed down a set 8-12 units for the top up Bachelors that we will offer (e.g., the new Bachelor of Applied Business Management and the Bachelor of Applied Business Analytics) and the same for the Graduate Certificates and the Master programs. The reason for offering a standard set of units is that it sets up



consistent teaching teams and any new work on Units could be invested on co-developed curricula rather than resources being spread thinly over a large catalogue of Units.

### 1.6 Operational Issues

Matter	Notes	SABL response	Outcome
Buy-in from some staff in the UNE Bus School	Staff skeptical of standards of students, some lacked skills to teach Asian students	HoS Prof West ran a training session for staff on 4 June 2019 delivered by Dr Fiona Price, Cross-cultural consultant	UNE Bus School staff were very receptive of the training and felt it improved their understanding of cross-cultural training
Slow reaction to minor course and unit adjustments by SABL	Governance processes at UNE make it very difficult to get minor adjustments in place in a timely manner	Matter raised with PDVC	On-going
Collaboration between UNE staff and IEG tutors has had mixed results	IEG installing permanent tutors	Five IEG tutors have been found to be not suited to UNE expectations and have had their access to UNE systems terminated.	UNE and IEG moving forward with a better Tutor model
UNE id cards – issuing these as a bulk lot has been problematic	UNE Safety and Security had difficulties with the process	Class lists are uploaded in good advance notice	Watchful monitoring

### 1.7 New Business

- Solid work has been put in place to broaden our range of courses from KL (Model A BOrgL, two new Business courses in preparation, MBA-12 units) and GradCert in India taking the Advanced standing into the full-paying Master (4 units Advance standing from the Grad Cert leaving 12 units at Armidale) for delivery in Australia (Model B).
- Opportunities for Faculties of M&H and HASSE are emerging. I have had enquiries about nursing, early childhood, urban and regional planning and criminology and have discussed with Deans McClure and Wilmore August 2019. These opportunities need to be considered carefully, and if approved should be introduced progressively. So far only Model As have featured in the preliminary enquires that would involve M&H and a possible Model B was discovered in India for a 1 +2 into the BUrbRegPlan. This is being considered.
- The new Bachelor of Applied Business Management is being prepared for an application for recognition by the Malaysian Minister of Educaion as a MQF recognised course. This may take 12 months to be processed by the ministry. Approval would provide an attractive market for Malaysian School leavers and they would do the Bachelor as a 3+0 course on-line from Malaysia.

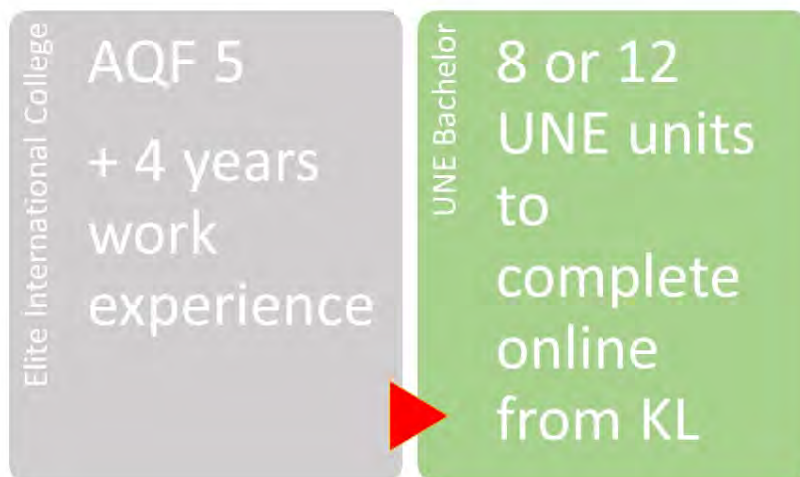
- A reconnaissance trip to India 11-21 June 2019 was made with IEG Manager Partner Mr Tamil Chelvan. The purpose of this trip was to explore pathway opportunities with middle tier private Universities from the education needy states of Andhra Pradesh and the new state of Telangana (formerly part of Andhra Pradesh). 1 in 4 students coming from this region want to study abroad. The population of the region is 85 million (2018). The model I am developing with IEG is that the students in India, once they meet all of our entry requirements, study on-line with us for 4 units in a Grad Cert programme during which time they apply for a Visa to travel as full fee paying students to the Armidale [and for some courses, the Sydney campus] to complete a coursework Master program.
- As the business matures, additional UNE staff will be required to cover operations.

### 1.8 Risk & Mitigation

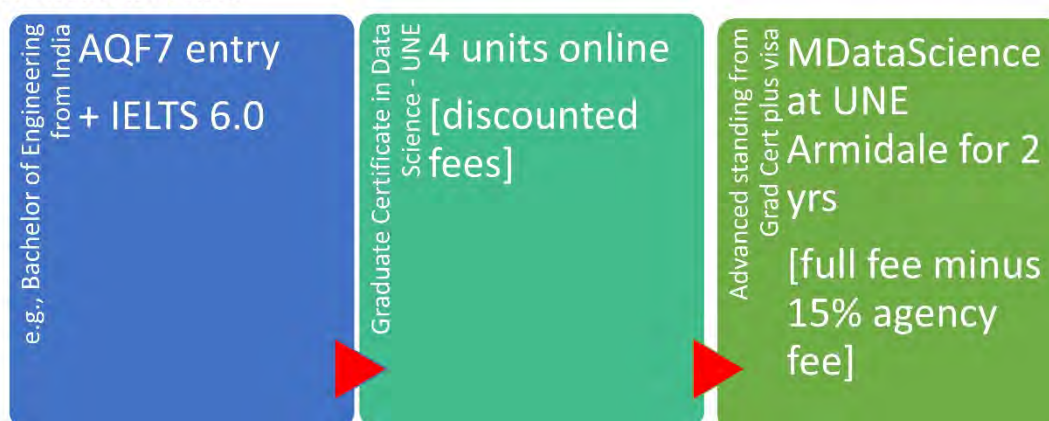
Identified Risks	Level of risk	Mitigation	Level of risk after mitigation
Scalability and responsiveness of UNE staff and systems	Moderate	<ul style="list-style-type: none"> <li>• Continue with staff development programs</li> <li>• Bed down the UNE offerings to flagship international courses in the UNE Business School and the School of S&amp;T</li> <li>• Review School level T&amp;L processes and install new processes as required</li> </ul>	Acceptable
Risks to UNE from our Partner in the QA area	Moderate	<ul style="list-style-type: none"> <li>• Vigilant UNE Academic Coordinator processes</li> <li>• Effective JMC</li> <li>• QA Audits by UNE Academic Quality Directorate</li> </ul>	Acceptable
Loss of volumes market and pipeline	Moderate	<ul style="list-style-type: none"> <li>• SABL would teach out the programs, @ two trimesters of costs</li> </ul>	Acceptable

**a**

**Model A.** Discounted model. Volumes market. Students do not come to Australia. Students study online and receive partner support from tutors at the UNE study support centre in KL. There are many potential Diploma pathways to the UNE BBus, BOrgL and new BAppliedBusMan. This Diploma pathway from Elite International College is the pathway we launched with in T3 2018.

**b**

**Model B.** Discounted + Full-fee model. Students study 4 units online and receive a Grad Cert that can transport with Advanced Standing to a Master (leaving 12 units to be done full-time over 2 years on campus). Meanwhile the students apply for a visa to transition into their Master course in Australia. If they don't get the visa the Master offer is voided [and other on-line options would be offered]. The online component receives partner support from tutors at the UNE study support centre in KL or at IEG campuses in India. This model was considered to be novel by High Comm staff in New Delhi where it was seen as a risk averse way to engage with 2<sup>nd</sup> and 3<sup>rd</sup> tier Universities in India (i.e., the tiers where UNE is positioned as having best traction). Two main pathways are envisioned to start with; Grad Cert Bus to MBA-I and GradCertDataSc to MDataSci



**Figure 1. Business models developed for the UNE-IEG partnerships**

## Abbreviations

AB = Academic Board  
BBus = Bachelor of Business  
BOrgL = Bachelor of Organisational Leadership  
BUrbRegPlan = Bachelor of Urban and Regional Planning  
CAUC = Course and Unit Catalogue  
CC = Curriculum Committee  
CRICOS = Commonwealth Register of Institutions and Courses for Overseas Students  
CSU = Charles Sturt University  
EPAS = an international programme accreditation system operated by the European Foundation for Management Development  
FEC = Faculty Education Committee  
GradCertBus = Graduate Certificate Business  
GradCertDataSc = Graduate Certificate Data Science  
HoS = Head of School  
IEG = Intelli Education Group  
JMC = Joint Management Committee  
KL = Kuala Lumpur  
MAAC = Malaysian Australia Alumni Council  
MBA(Intl) = Master of Business Administration (International)  
MBA(INTL) = Master of Business-International  
MDataSc = Master of Data Science  
MDataSci = Master of Data Science  
PDVC = Provost and Deputy Vice Chancellor  
PVCAl = Pro-Vice Chancellor Academic Innovation  
PVCER = Pro-Vice Chancellor External relations  
QA = Quality Assessment  
SEC = School Education Committee  
S&T = School of Science and Technology  
SABL = Faculty of Science, Agriculture, Business & Law  
SGA = Study Group Australia  
SRM = Student Records Management  
TEQSA = Tertiary Education Quality and Standards Agency  
YTD = Year to Date

## Attachments

Attachment 1: Faculty of Science, Agriculture, Business and Law - IEG Partnership Presentation



# Faculty of Science, Agriculture, Business and Law

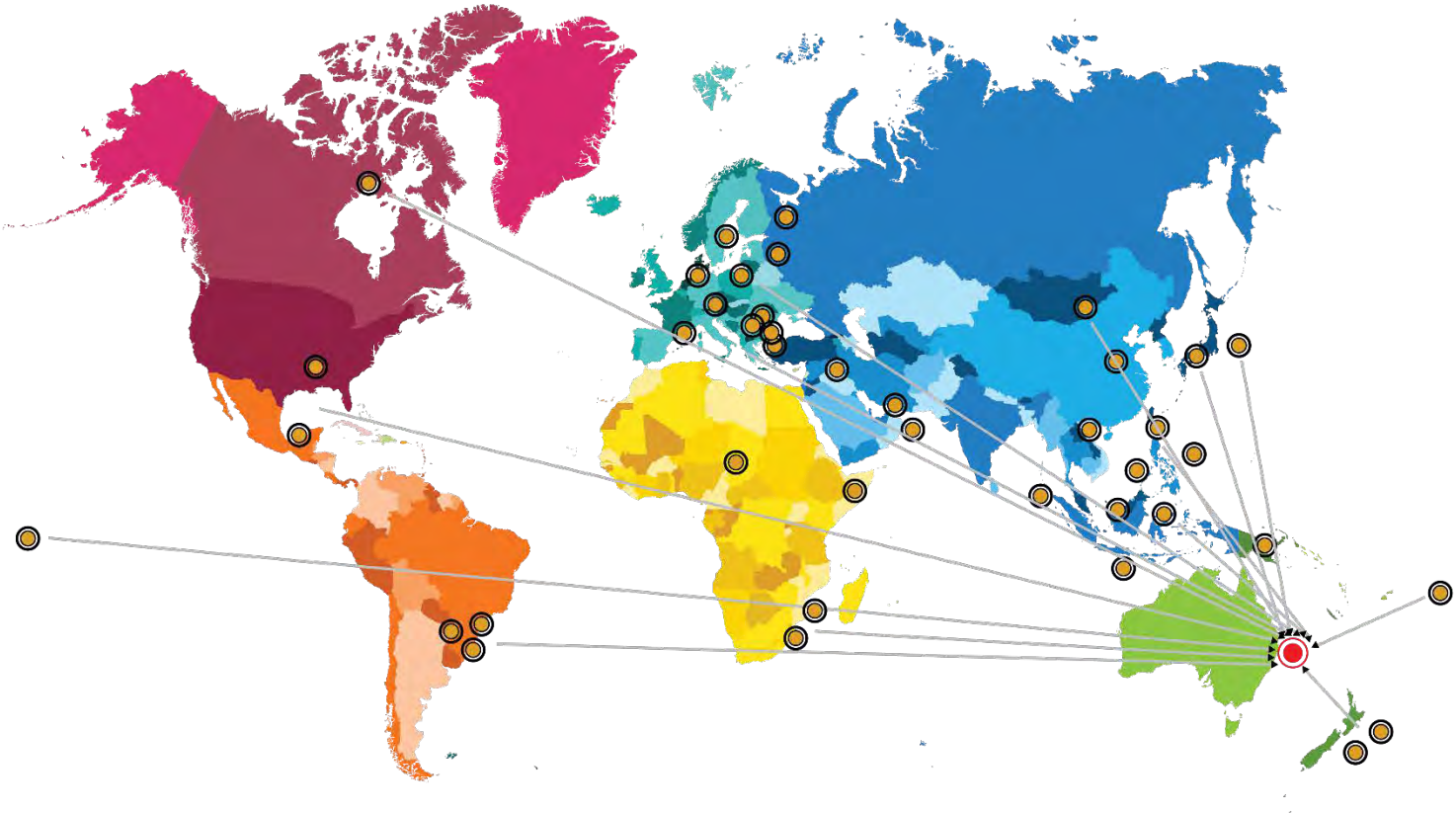
UNE and the IEG partnership

Professor Caroline Gross, Deputy Dean, SABL



Attachment 1

# SABL online students – Global learners



# Intelli Education Group – Kuala Lumpur

10 year agreement

- Dip Bus
- BBus + 2 new Bus courses
- BOrgL
- Grad Cert
- MBA-International
- M Data Science
- Dip Paralegal



# Learning at UNE

- Three trimesters – enrol in any trimester, part-time, full-time
- Personal study plans
- Moodle is LMS [Accessible, anytime from anywhere with internet connection]
- Podcasts, week by week content, E-Books, Interactive with Unit Coordinator
- Head Tutor for UNE students in Malaysia at IEG campus – weekend classes









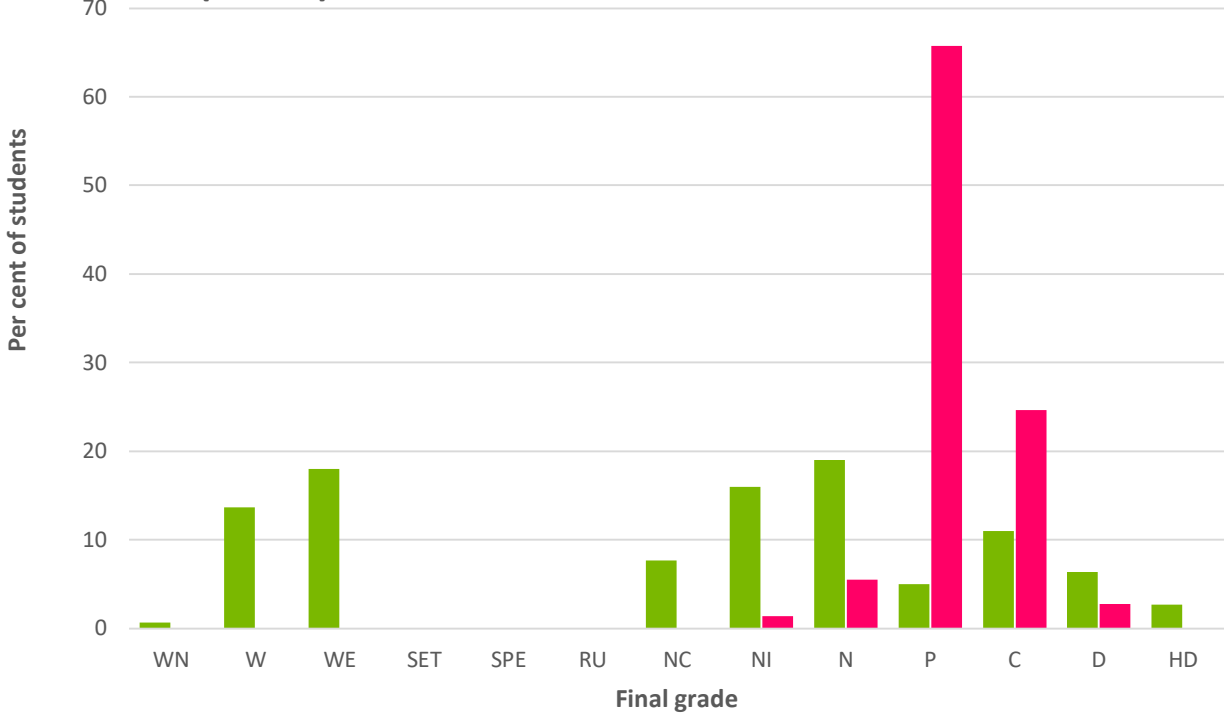
Universiti of Malaya – Exam Hall  
June 2019

# T1 2019 - ECON101: Final Results

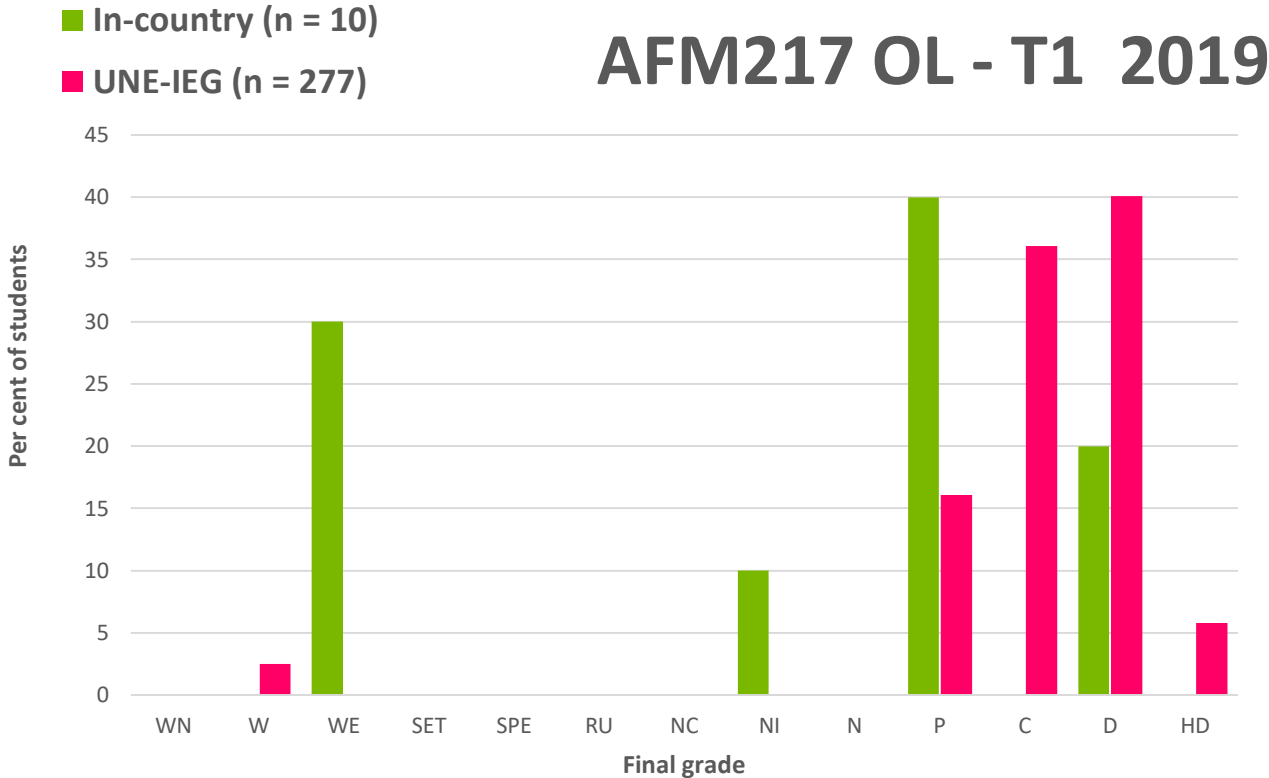
■ In-country (n = 300)

**ECON101 OL - T1 2019**

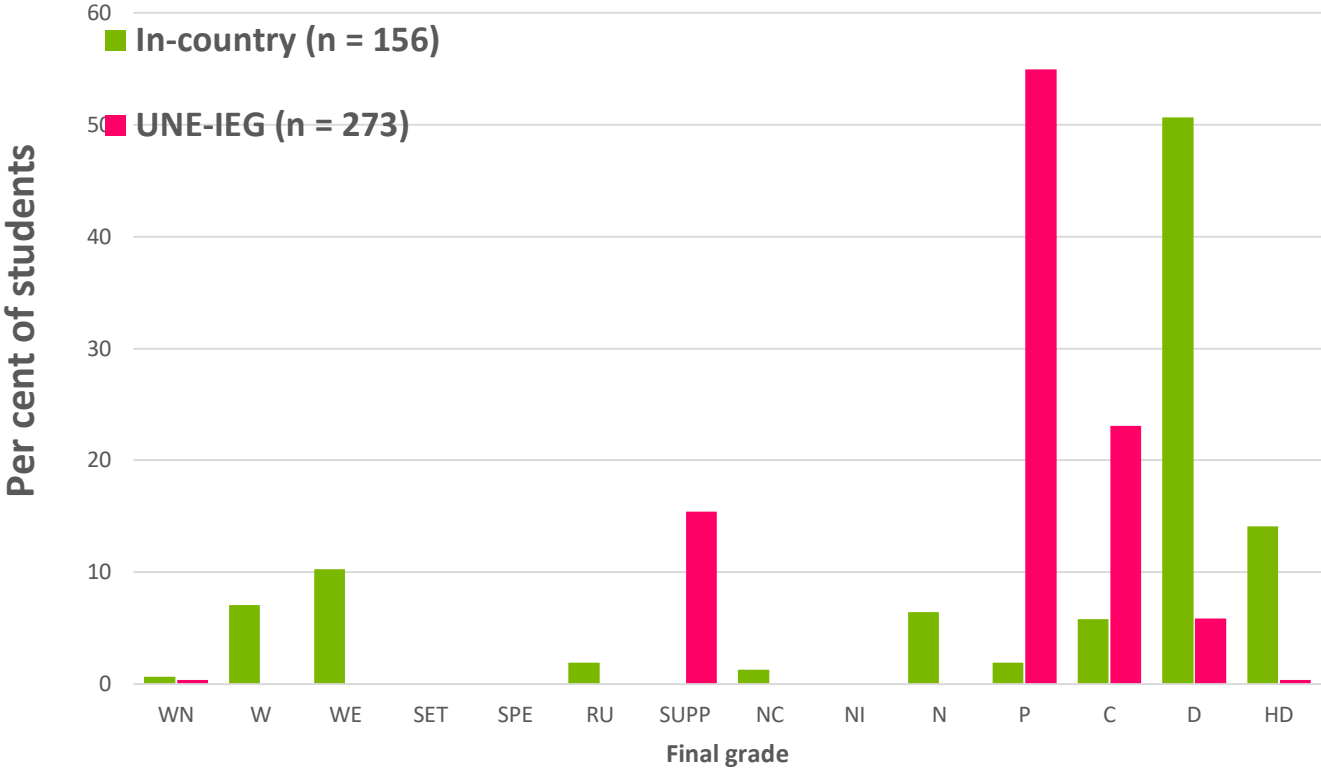
■ UNE-IEG (n = 73)



# T1 2019 - AFM217: Final Results



# T1 2019 - MM333 T1 - PRELIMINARY RESULTS

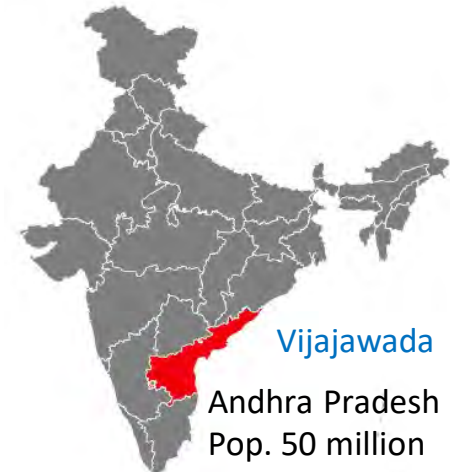
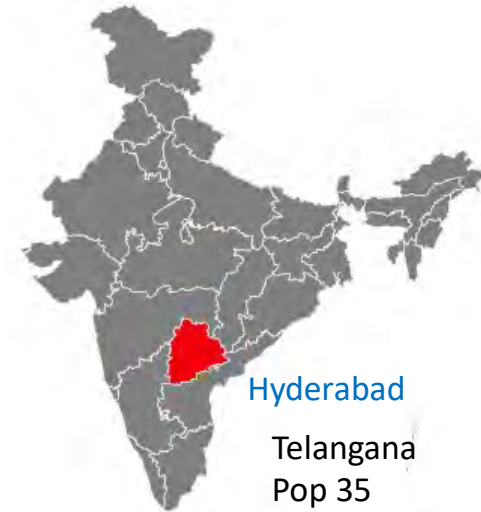


# India -June 2019



# India

- Students with an AQF 7. AQF 7 is validated by UNE International and their agent
- Student's AQF 7 is in English (e.g. *Bachelor of Business Administration* from ANNAMALAI UNIVERSITY)
- IELTS 6.0 needed for the Grad Cert Bus entry into UNE
- 4 units on-line, during which they apply for a Visa
- IF they complete the Grad Cert Bus AND they get a visa they are eligible to come to UNE Armidale to do the MBA-International as full fee paying
- 3 students have been made a conditional offer
- DDean will interview more students in November



Maharashtra  
Pop. 112 million  
Nagpur

Thank you –

