# Ensuring Quality

*International higher education*

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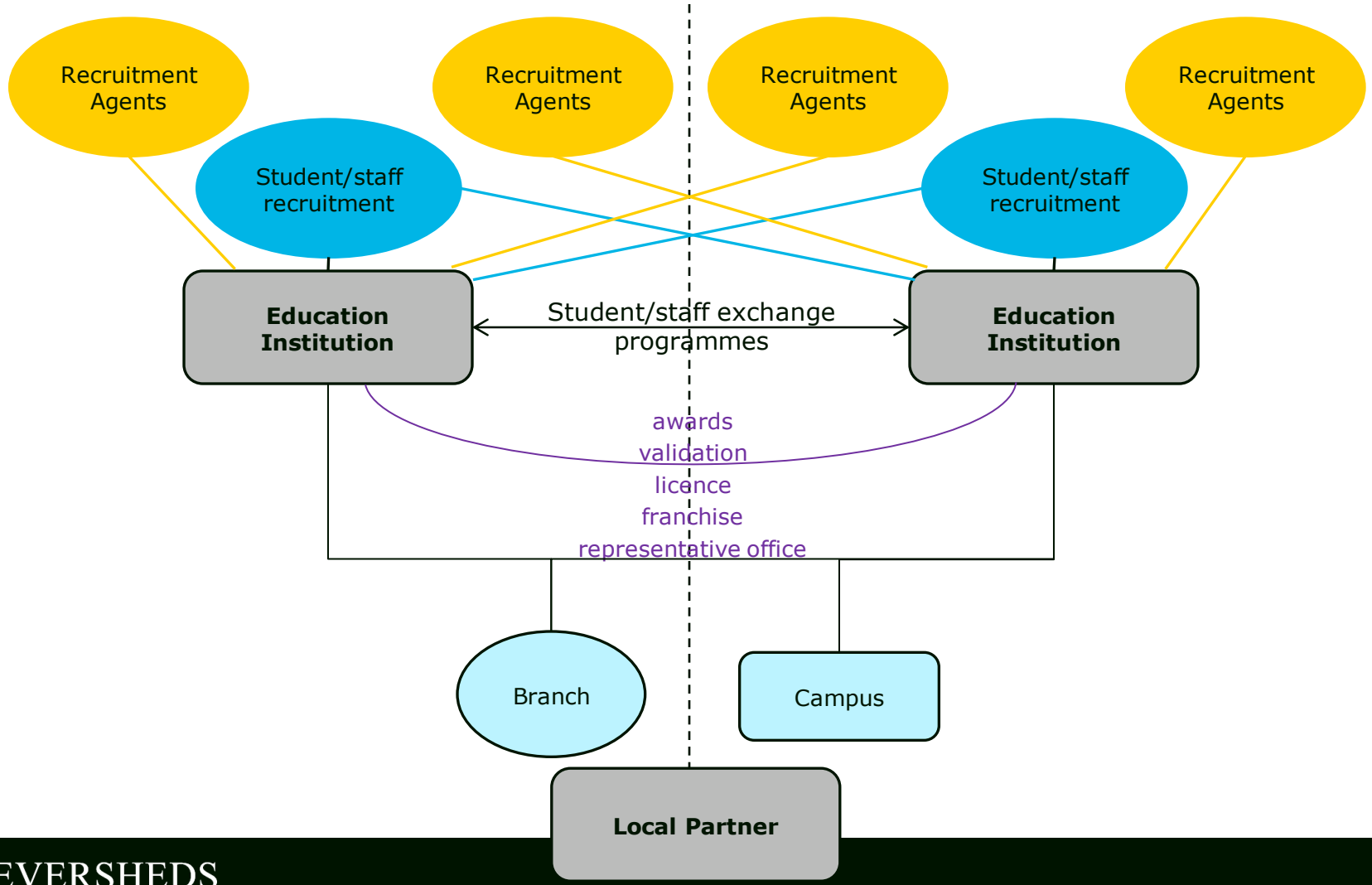
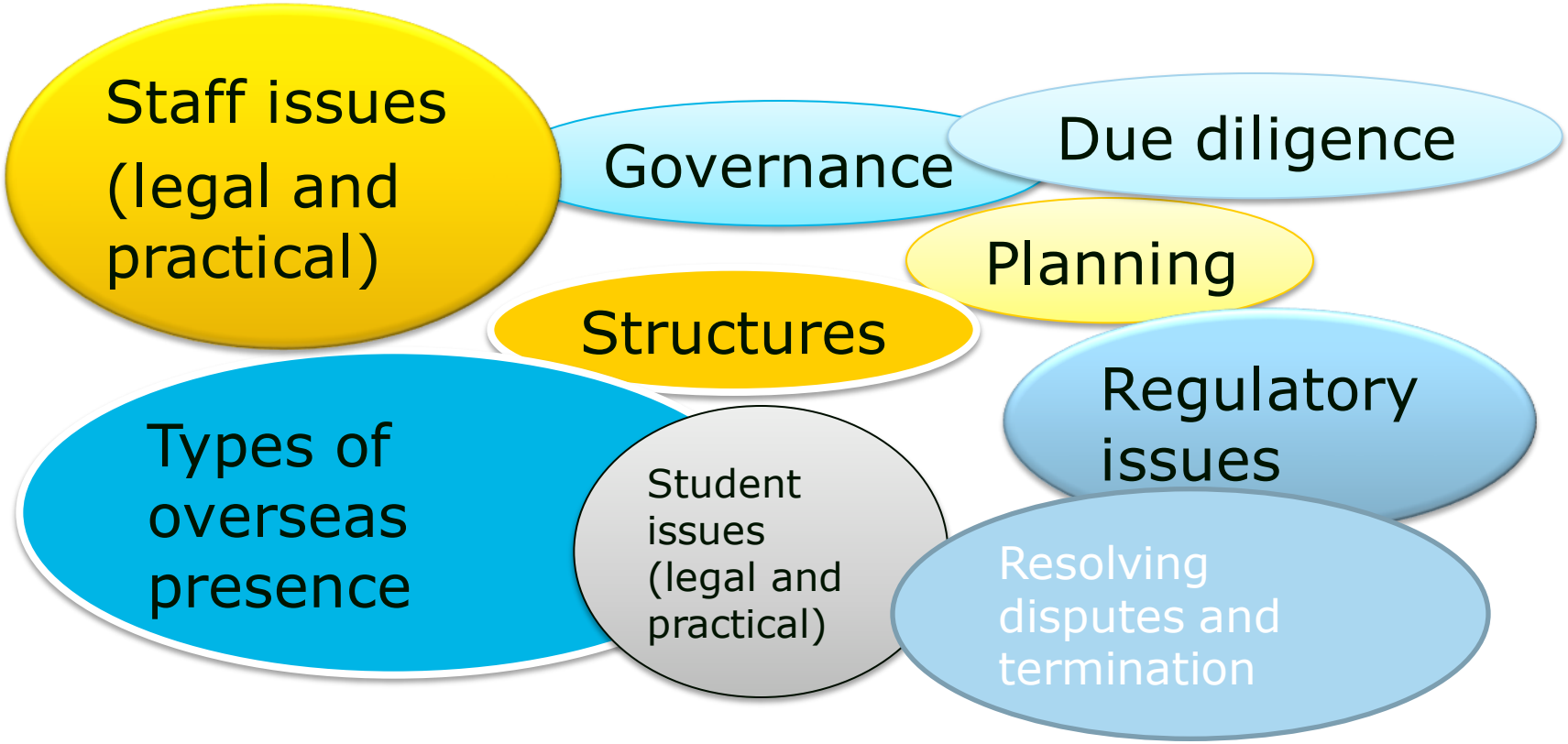
# International Education

## *A Variety of Arrangements*



# International Activities

*A "helicopter" view of the issues*



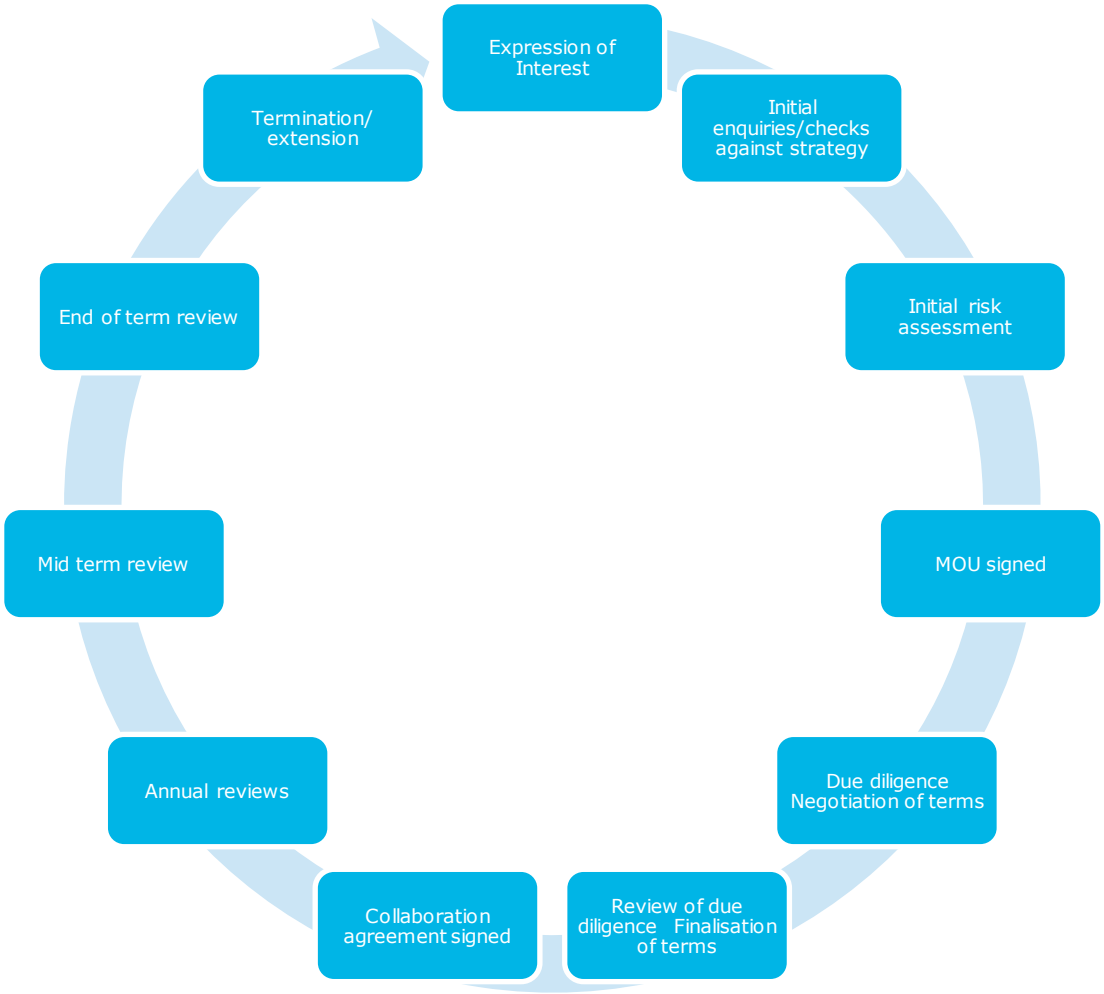
# Mission

- Ensure it complies with your institution's mission
- Be aware of regulatory audits
- Why do it?
  - Financial gain
  - Public incentives
  - Reputational gain

# Planning is all

- Resource
- Cultural Sensitivities
- Risk Assessment

# The Virtuous Circle



# The Legal Aspects

- Types of vehicle
  - representative office, franchise
  - corporate or unincorporated joint venture
- Structure issues
  - Tax – withholding tax implications for foreign investors
  - Employment
  - Regulatory consents
  - Registrations
- Due diligence (academic, financial, legal)
  - Quality of information issues/lack of public information
  - Translation costs

# Documenting the Arrangement

- Valid and binding agreements
- Memorandum of Understandings?
- Ongoing co-management of arrangements
- Staffing issues
- Governing law
- Forum for disputes
  - Local or UK Courts
  - arbitration (where?)

# What to do if things go wrong

- Process of termination
  - Termination without cause may be available with e.g. 6 months notice prior to end of the academic year
  - Compensation may be payable by the education provider to cover reasonable costs, losses and damages incurred by the provider, including demobilization costs
  - Buy back of the equipment purchased by the provider may be negotiable
- Protection of students
- Staff
- IP issues
- Learning from the experience

# Questions