Technical and Vocational Education & Training UK

www.tvetuk.org

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Director, TVET UK

What do we do?

- TVET UK works with international governments, national agencies and commercial organisations to project manage, procure and deliver national, regional and local projects using UK expertise
- TVET UK is a one-stop-shop
- Source of UK suppliers of technical and vocational education & training and equipment
- Quality assurance of work

Examples of our members' work

- Policy and systems, benchmarking, and curriculum and programme design
- Standards and qualifications infrastructure
- Accreditation and quality improvement systems
- Partnerships between institutions, in country delivery, twinning
- Student recruitment, student & staff exchanges
- Train the trainer, initial teacher training, leadership and management development
- Managing facilities, refurbishing buildings, physical and ICT resources and Management Information Systems

Who are the members?

- Colleges
- Training providers
- Equipment suppliers
- Awarding bodies
- Professional institutes
- National agencies

- Voice of UK technical and vocational education internationally

Recruitment/in country delivery

- We are an additional business development channel
- No point in targeting markets where people are active
- What can we add?
- Looking for new opportunities

- Looking for new markets…

Kazakhstan

- First education trade mission to Kazakhstan
- 3 aims
  - Meet with education department
  - Meet with colleges
  - Meet with agents
- Handful of colleges had been to fairs before
- 11 TVET UK members have been to Kazakhstan
- MoU with the Ministry of Education and Science
- Projects with corporate trainers/ oil companies/ colleges and agents

Azerbaijan

- Repeated Kazakh model, government, colleges, agents
- Desperate need for English language
- Rich students travel anyway
- Students don’t need qualifications!?!
- Problems with corruption

Good points…

- Delighted to see us
- Trailblazers
- Press coverage for UK education
- Untapped pools of students
- UK seen as a glamorous destination
- Culture pop/history/landmarks
- Funding for projects
- New middle classes
- Scholarships

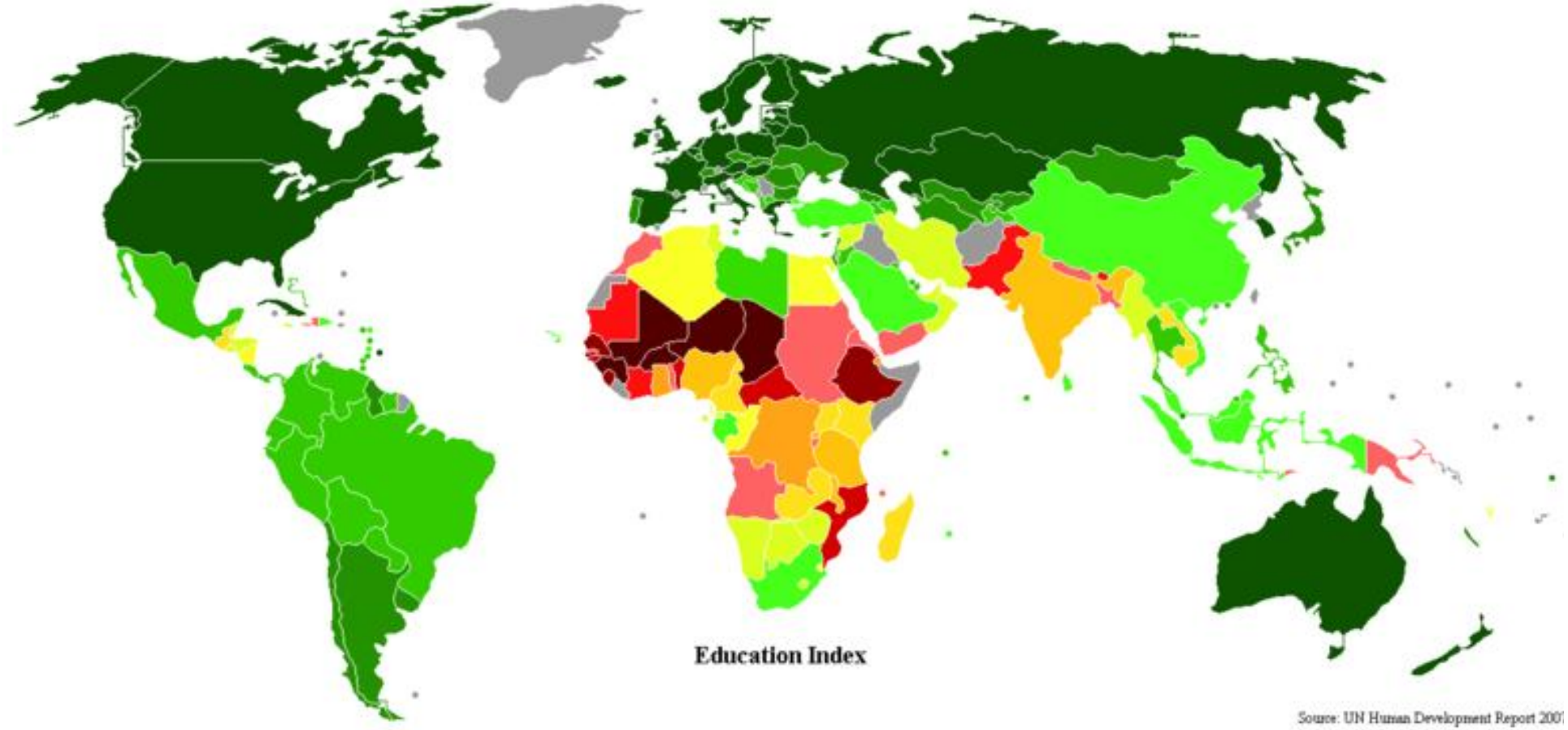
However… lessons learned

- Market access is not easy. Try to use a trade association at least initially.
- Local language is essential.
- Patience and repeated contact – light bulb effect
- Once you have agreement don’t assume they aren't looking for other partners

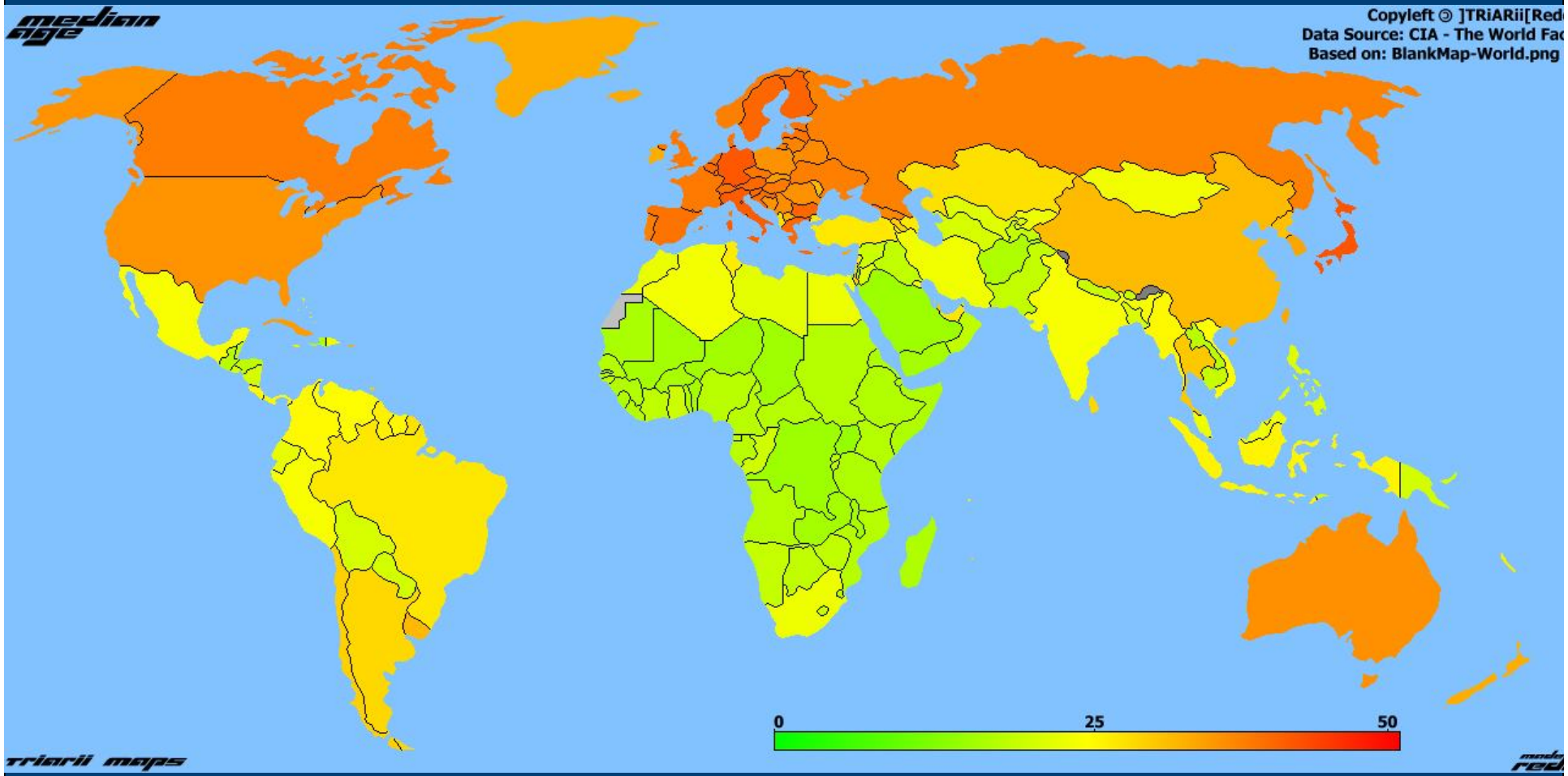
Others…

- Different regions of Russia
- Turkmenistan
- Armenia
- Georgia
- Northern Iraq
- Iran
- South America

Access to education



Average age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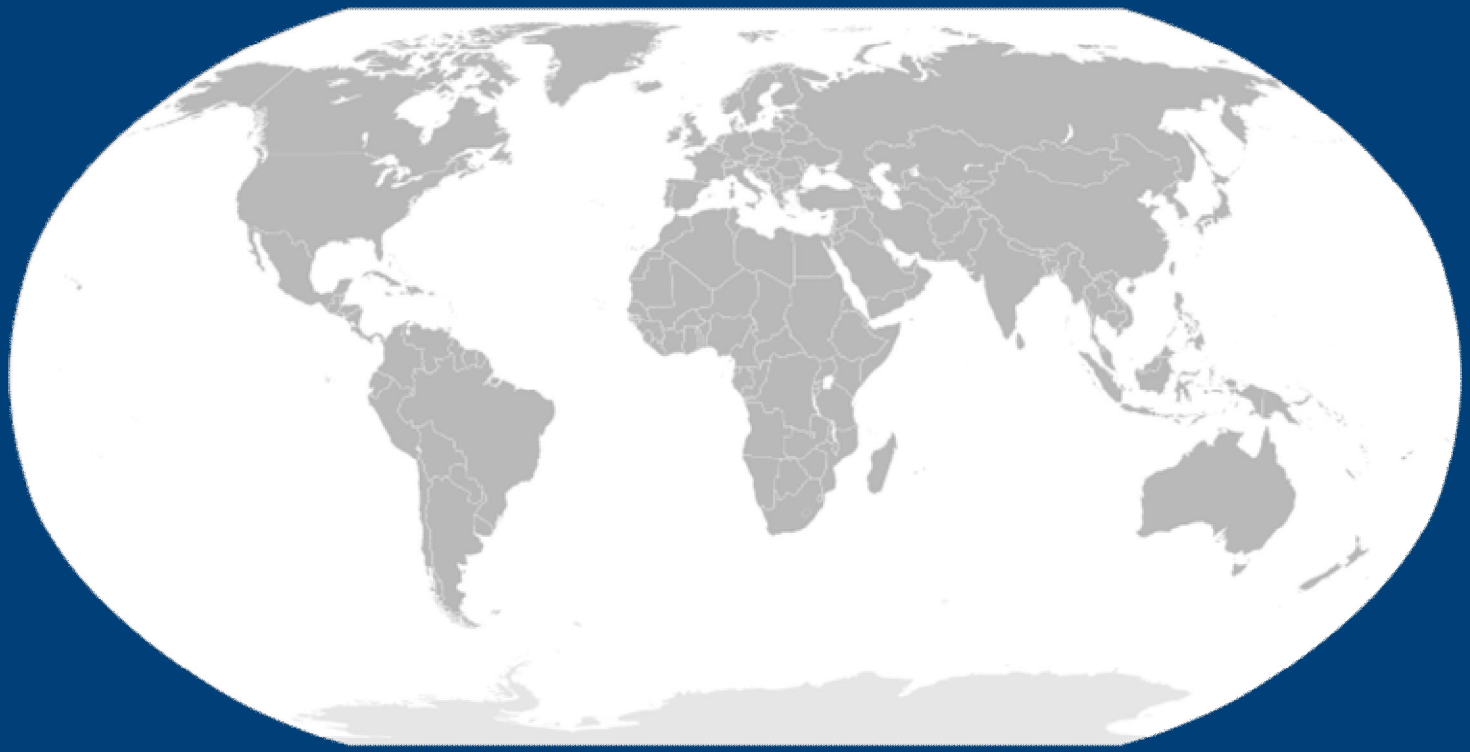
Discussion

Where do you see new opportunities?



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