

REGIONAL PARTNERSHIPS

A New Zealand approach
to growth and diversity

Greg Scott

General Manager
Industry Development
Education New Zealand



Education New Zealand

Our purpose

To take New Zealand's education experiences to the world for enduring economic, social and cultural benefits

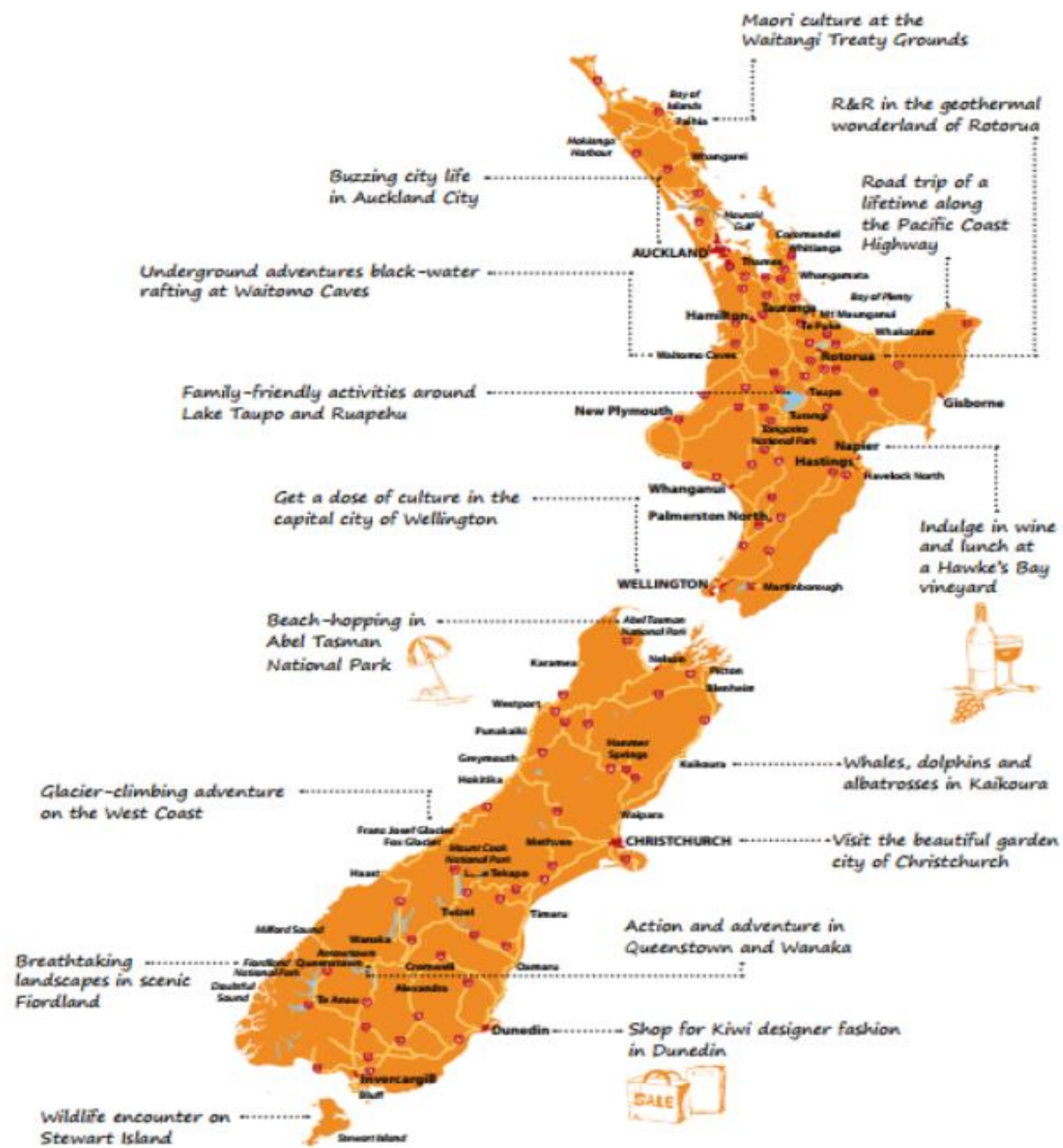
Our focus

Champion the way
Pave the way



A man in a light blue shirt and khaki pants stands with his back to the camera, holding a dark suitcase. He is looking at a large flight departure board in an airport terminal. The board displays flight information for various destinations. The floor is highly reflective, showing the man's silhouette. The background shows the airport's glass and metal structure.

Gate	Departures	Time	Flight no.
A2	AUCKLAND	09:45	ANZ230
B2	DUBAI	10:15	UAE335
B1	GENEVA	10:50	DLH405
C2	NEW YORK	11:00	ATA780
A2	HONG KONG	11:20	AHK025
B2	SEOUL	11:45	KAL126
A1	KUALA LUMPUR	12:00	MAS447
B3	LONDON	12:25	ANZ250



WHERE WOULD YOU STUDY....

Antarctic studies

Viticulture

Food Science

Hospitality and Tourism

Creative Arts

Marine science

ThinkNew





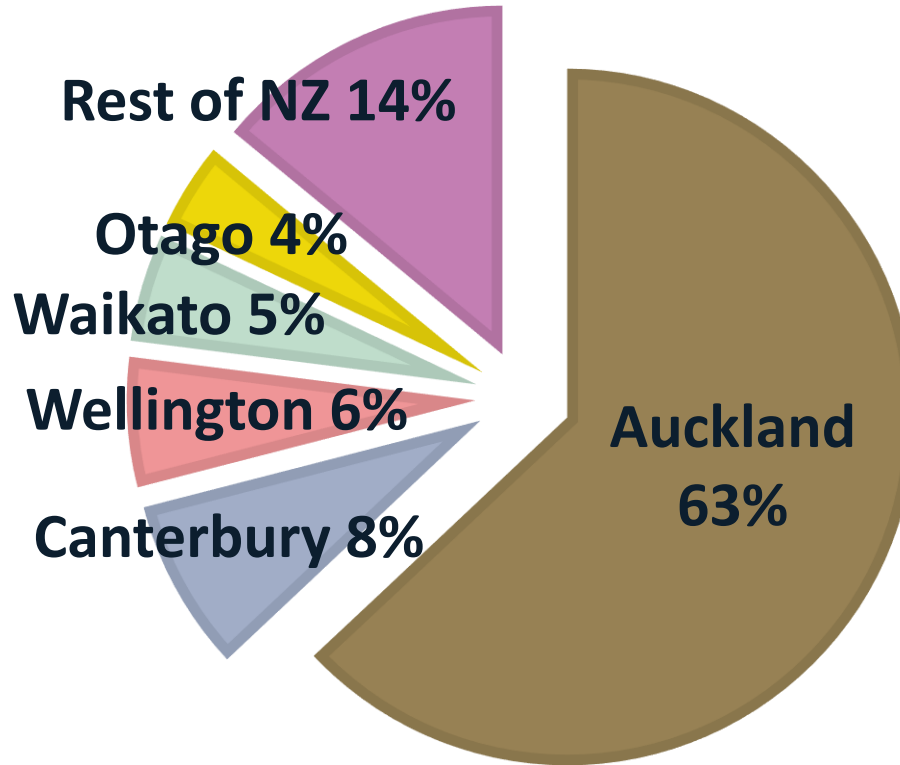
THIS...

...or THIS

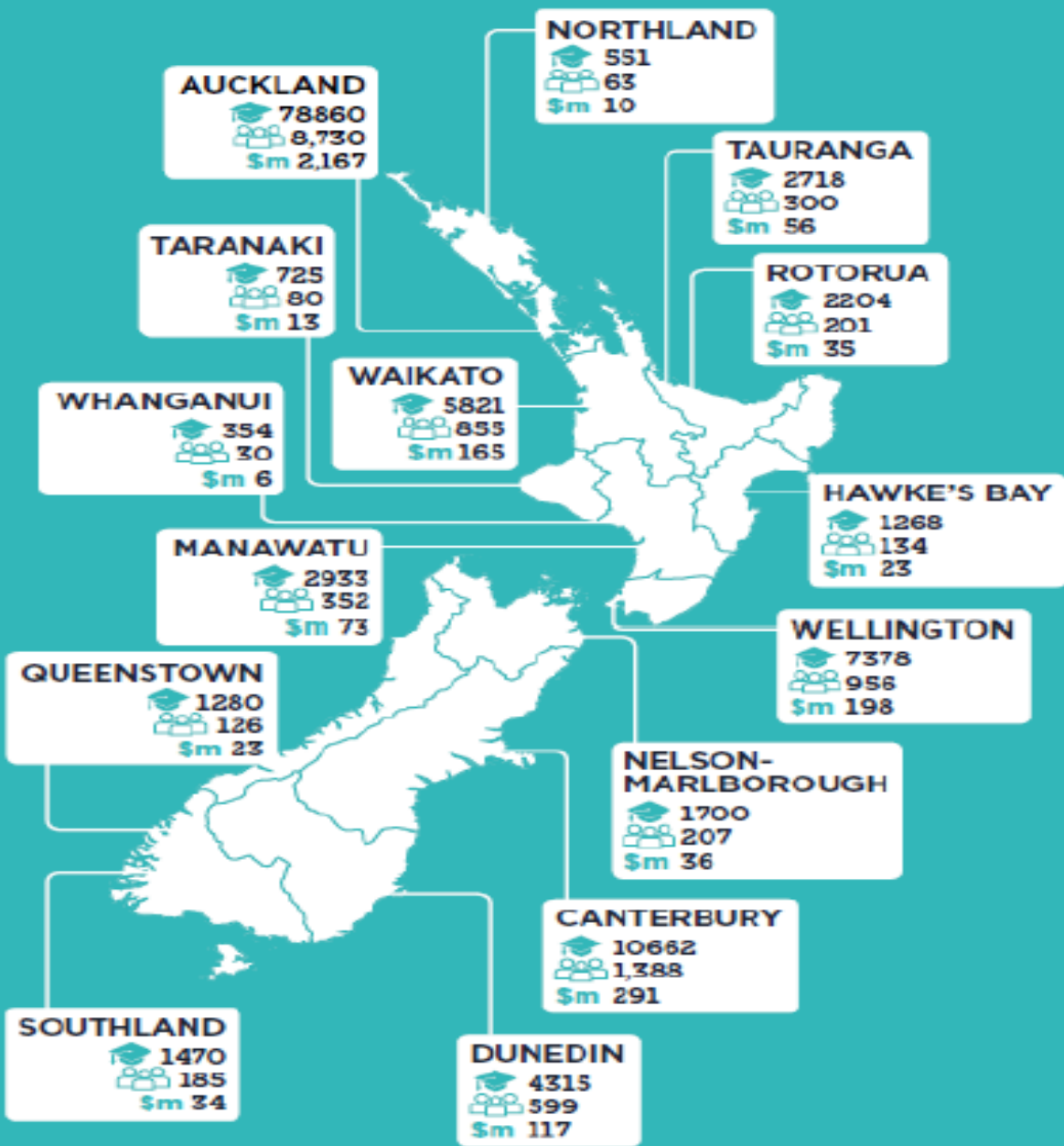


WHERE WERE THE STUDENTS IN 2016?

The challenge and the opportunity

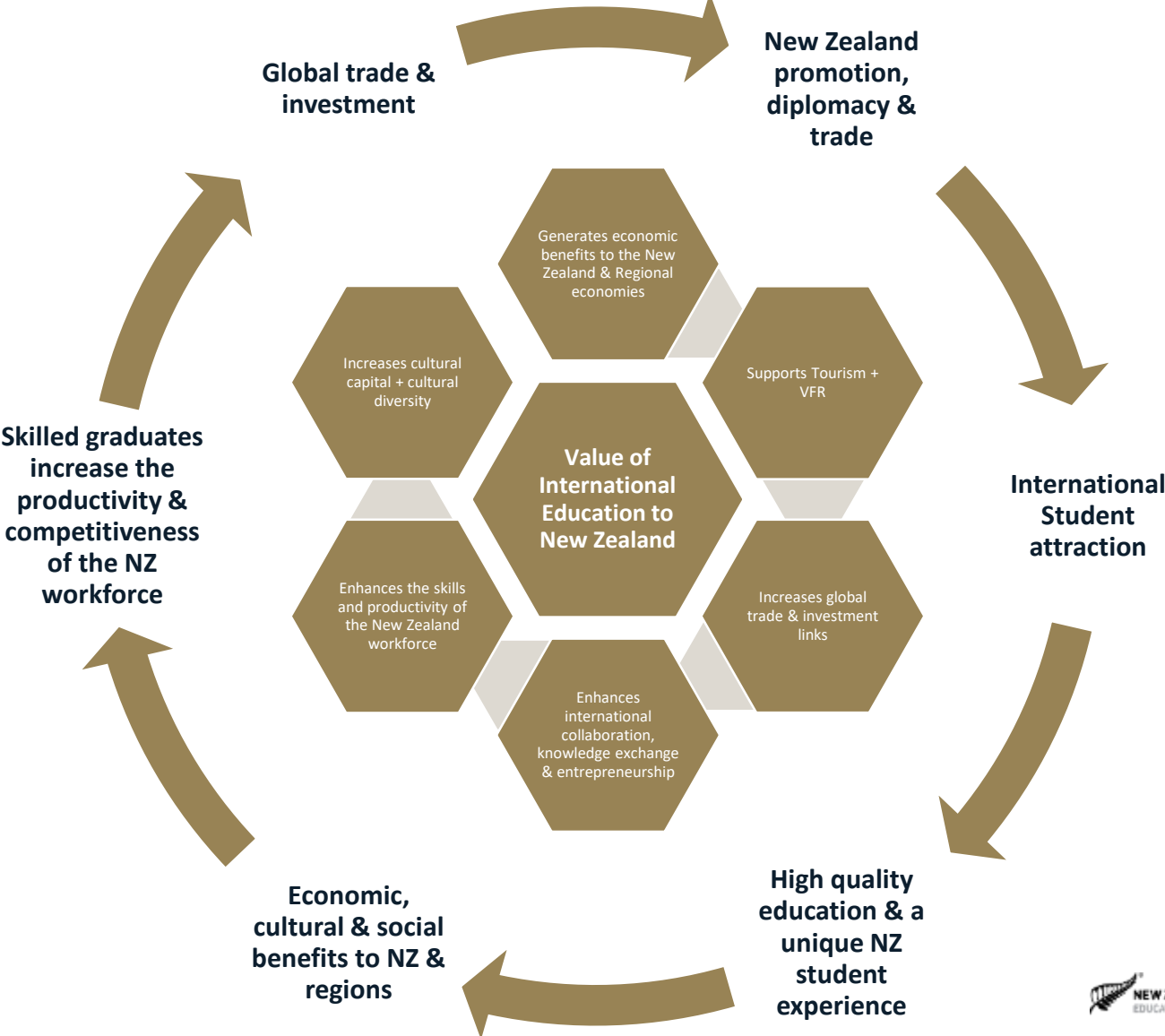


WHERE'S THE VALUE?



KEY
 Number of international students
 Jobs supported
 Contribution to Regional GDP \$m

WHAT ARE THE BENEFITS?





Dad bought this place 15 years ago for a steal. As the real estate agent said “Location, Location, Location”, and we’re right next door to the airport. It will be very convenient if we ever have to fly one day.

Regional Partnership Programme

**NEW ZEALAND,
EXPLORE A NEW PART
OF THE WORLD.**



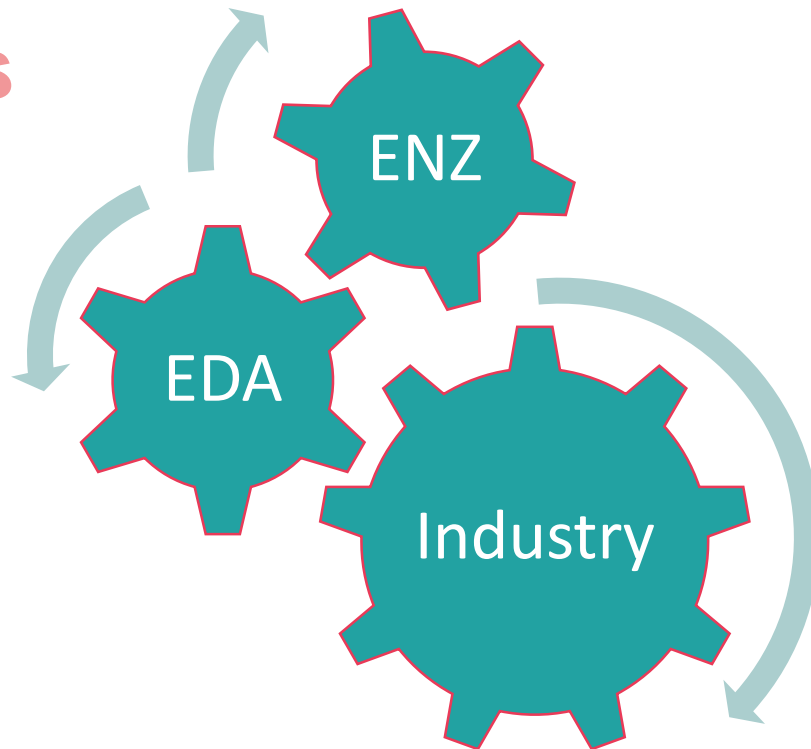
ThinkNew



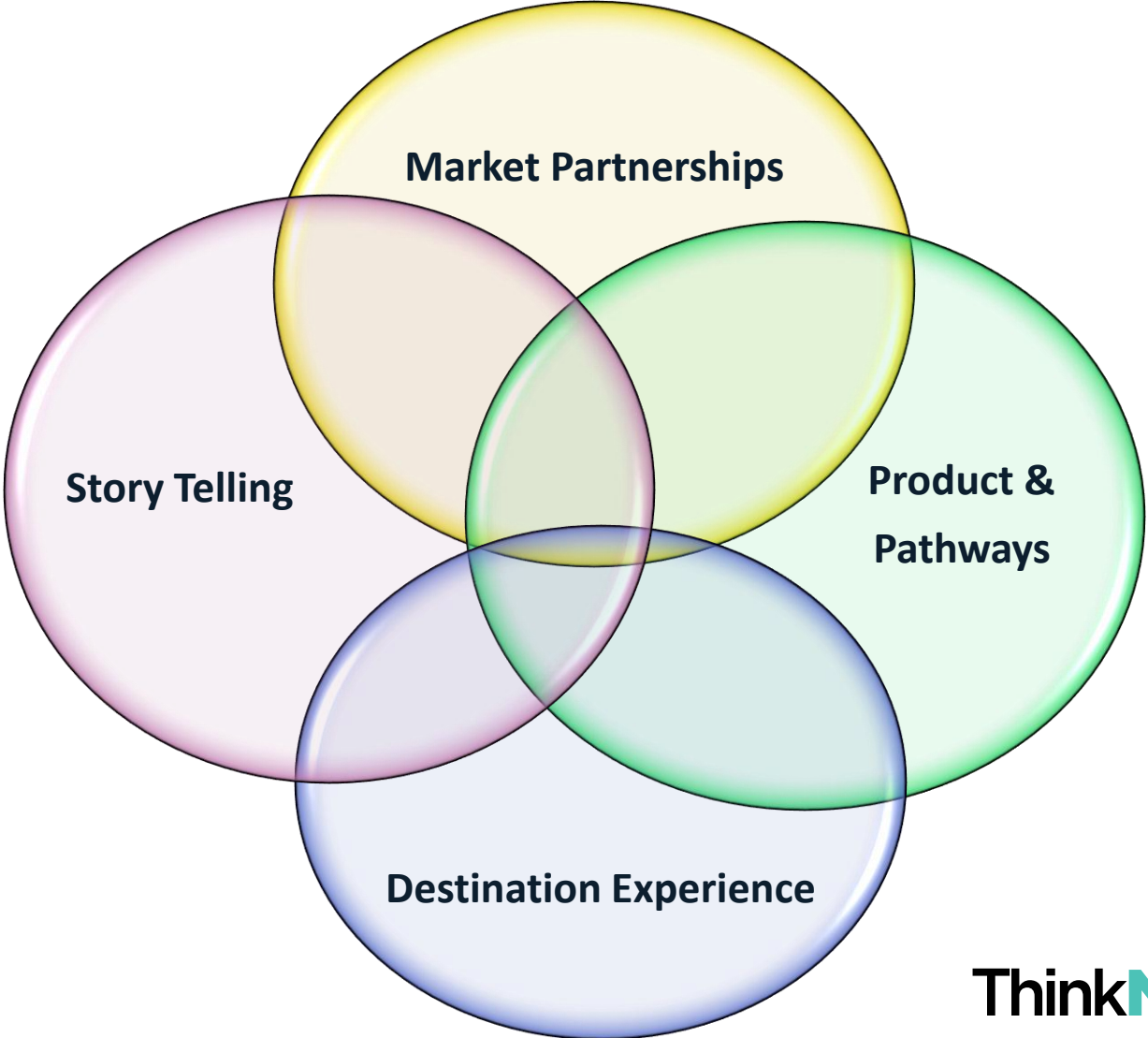
Grow the proportion of international students outside Auckland

15 Regions

- strategy
- leadership
- identity
- differentiation
- collaboration
- co-Investment



REGIONAL PARTNERSHIP ACTIVITY



Regions
 Cities
 Lifestyle options



< Back to filters

Great, these are the best regions to:

Study engineering, big city lifestyle, work in hospitality

Waikato

Main Centres: Hamilton, Taupo

Cost of living: Low High

Commute time: Low High

SHOW MORE

Wellington

Main Centres: Hamilton, Taupo

Cost of living: Low High

Commute time: Low High

SHOW MORE

Canterbury

Main Centres: Hamilton, Taupo

Cost of living: Low High

Commute time: Low High

SHOW MORE





MAIN CENTRE
Invercargill



ATTRACTIONS
• Catlins coast

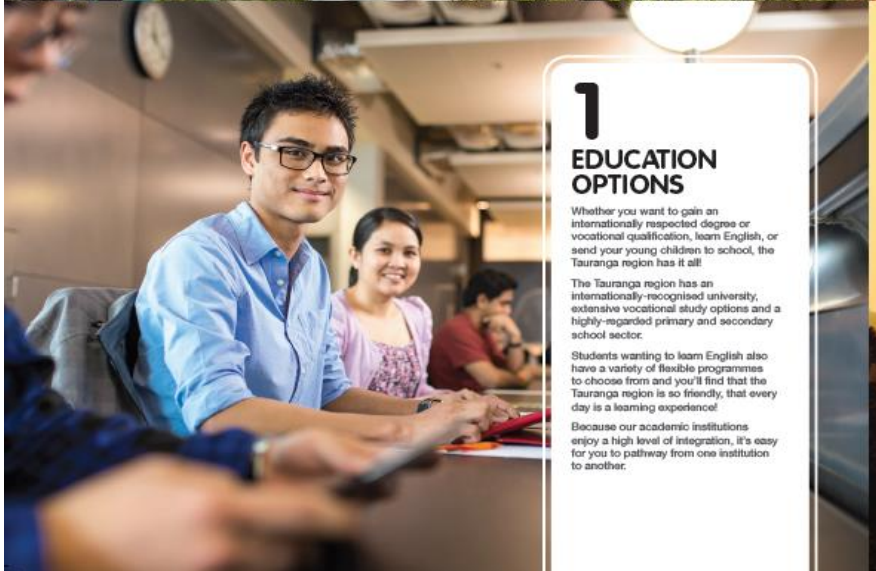
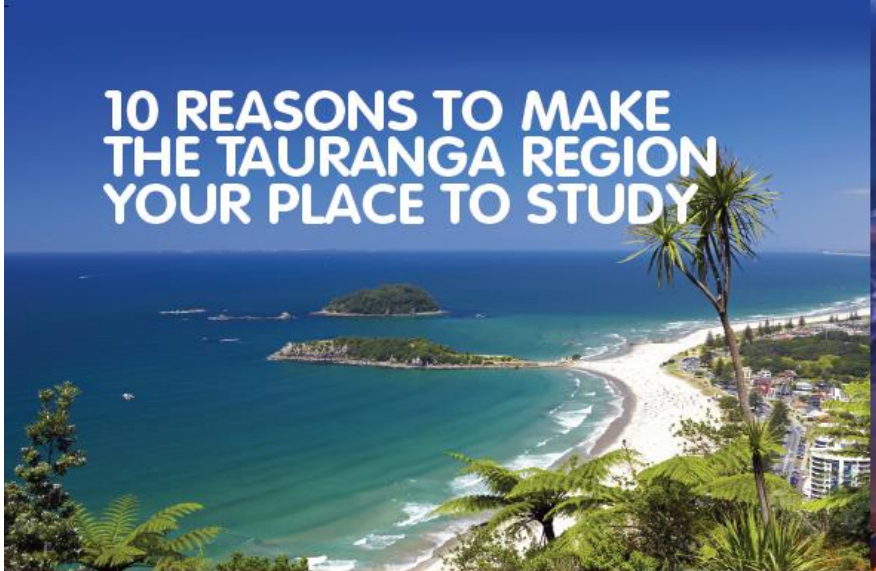


AVERAGE TEMPERATURE
18°C 10°C

<http://www.studyinnewzealand.govt.nz/live-work/explore-nz>

REGIONAL IDENTITY

10 REASONS TO MAKE THE TAURANGA REGION YOUR PLACE TO STUDY



1 EDUCATION OPTIONS

Whether you want to gain an internationally respected degree or vocational qualification, learn English, or send your young children to school, the Tauranga region has it all.

The Tauranga region has an internationally-recognised university, extensive vocational study options and a highly-regarded primary and secondary school sector.

Students wanting to learn English also have a variety of flexible programmes to choose from and you'll find that the Tauranga region is so friendly, that every day is a learning experience!

Because our academic institutions enjoy a high level of integration, it's easy for you to pathway from one institution to another.

LIVING IN CHRISTCHURCH

A GREAT PLACE TO LIVE, WORK AND PLAY!



2ND BEST CITY

New York Times ranked Christchurch as the #2 place in the world to go in 2014



NZ'S SECOND LARGEST CITY

Population of 361,900



HIGHER EDUCATION

Two universities and two polytechnic institutes of technology



14 SKI AREAS

Nine ski and snowboard areas within two hours drive; 14 within three



WALKING

80 kilometres of city walking tracks



RENTAL RATES

Christchurch rents are 14% lower than Auckland



INTERNATIONAL AIRPORT

15 minute drive to CBD



GREEN SPACES

740 city parks covering 3,000ha



LET IT SHINE!

2,143 annual sunshine hours



ACTIVITIES FOR EVERYONE

Ski and snow board, bungee jump, rock climb, mountain bike, river raft, kayak, surf, swim at safe beaches, golf, whale watch, swim with dolphins, gardens and enjoy the vibrant arts and culture scene.

REGIONAL IDENTITY



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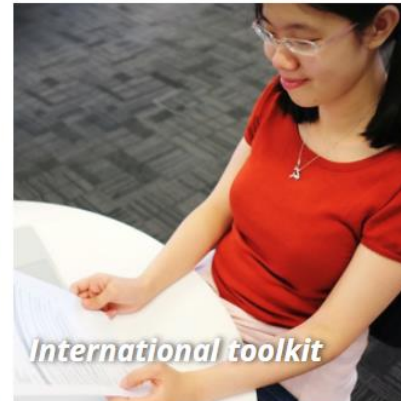
[Research](#)

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Search



Why come to Christchurch?



International toolkit



Ask a question



Study Abroad and Exchange programmes

GLASGOW STUDENT SPORT CITY



Facilities

Scotstoun International Sports Complex

Tollcross International Aquatics Centre

National Indoor Sports Arena

National Velodrome

Toryglen Regional Football Centre

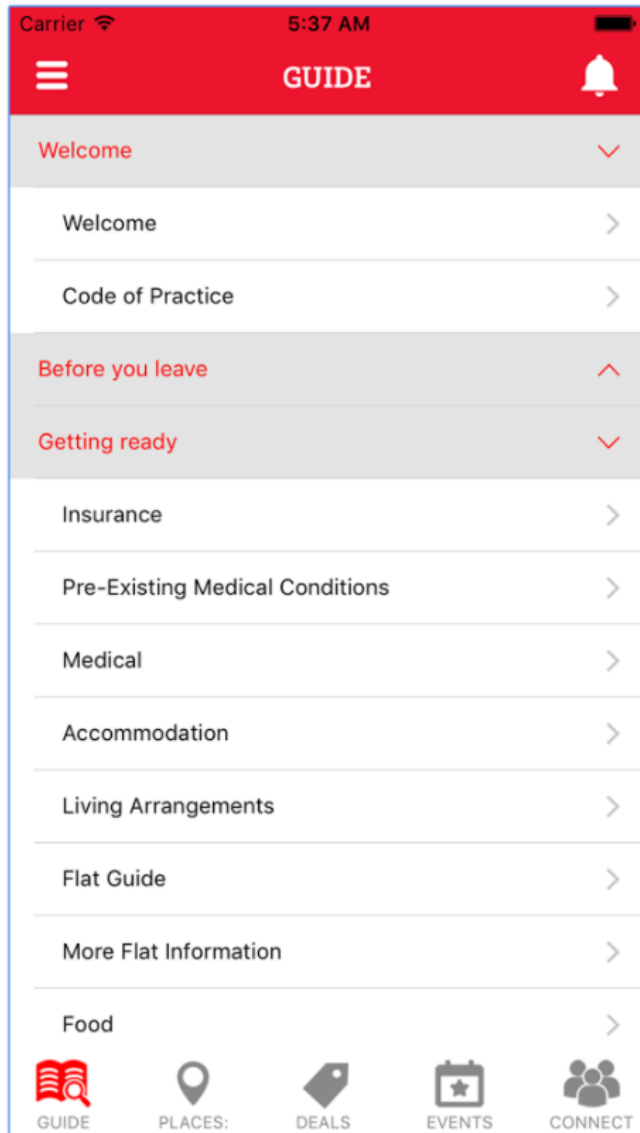
Palace of Art Centre for Sports Excellence

Home / Facilities

Glasgow houses some truly world class facilities and in the lead up to hosting the 2014 Commonwealth Games is adding to its already impressive portfolio. Excellent transport links and the close proximity of facilities allow for easy access to training facilities.



DESTINATION EXPERIENCE



DESTINATION EXPERIENCE



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SEARCH COURSES

YEAR 2017[Advanced course search](#)

FUTURE STUDENTS

Qualifications and courses

[Subjects](#)[University terms explained](#)[Study advice and planning](#)[Preparatory programmes](#)[STAR](#)

CHCH101-16SU1 (C) Summer Jan 2016 start

Strengthening Communities through Social Innovation

15 points, 0.1250 EFTS
04 Jan 2016 - 14 Feb 2016

Description

In this course, students will integrate up to 30 hours of community service (completed as a whole class and individually) related to the Christchurch earthquakes, relevant academic content about post-disaster response and volunteerism, and guided reflection. This will provide students with an overview of how many different fields are contributing to our understanding of, response to, and mitigation of, earthquake hazards in the Christchurch area.

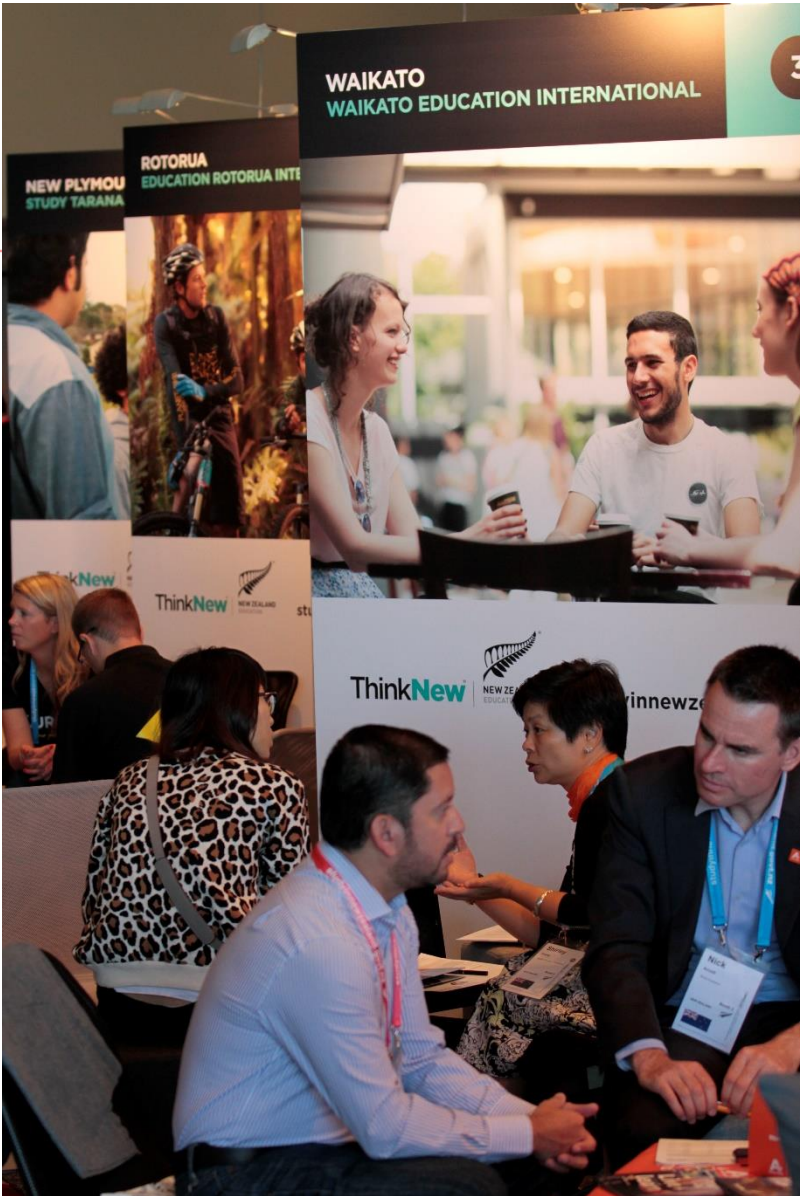
REGIONAL PRODUCT “GAME ON”



MARKET PARTNERSHIPS



ANZA





The Vent: Watch Tony Veitch and panelists discuss the Bledisloe Cup encounter.

Closing the talent gap - where are the skilled staff?

By [Anthony Doesburg](#)

5:00 AM Friday Aug 15, 2014

[Business](#) [Business New Zealand](#) [Career](#) ...



120

0

0

4

From restaurants to rocket-builders — businesses of all sorts share a common problem: Finding enough skilled staff. Anthony Doesburg reports.



Restaurant Association president Mike Egan says it's hard to get young people to see that hospitality offers a good career path. Photo / Mark Mitchell

What's worse than high unemployment? Thousands of people looking for a job, in the midst of a skills shortage. That's the position New Zealand finds itself in as economic growth picks up.

WORK READY PROGRAMME

FOR INTERNATIONAL STUDENTS

READY, SET, WORK.

Helping International students gain the knowledge, confidence and experience for a successful Job Search

NEW ZEALANDERS' ARE THINKING...

BENEFITS TO THE COUNTRY

"There's an intellectual and creative input from international students. And knowledge and their own skills."

"Tourism - all those photos up on Facebook and Instagram, to all their friends and followers."

"It's part of our economy now. Countries have to work on what they can offer and we don't really want to rely on only dairy."

COSTS TO THE COUNTRY

"Taking jobs that our own people are struggling to get."

"University entrances are getting more and more competitive and there are less and less spots for us kiwis to have. We aren't gaining entry because of such a large intake of international students."

"Where is the money going? I have no faith in 'trickle down' economics."

OPPORTUNITIES FOR NZ COMMUNITIES

"Being exposed to different cultures and ways of thinking is beneficial to our personal growth."

"New Zealand does pride itself on being pretty forward...gay marriage, women's rights. It's very in tune with New Zealand identity."

THREATS TO NZ COMMUNITIES

"They stick together and this can be quite off-putting. (They) come over here to use our resources, but then choose not to mix within our own culture. (They are) snobbish."

"There's a crime undercurrent. Favours and exchanges going all the way back to Asia are used as levers. Money changes hands. We need a clampdown on organized crime and gambling rings."

STORIES FOR NEW ZEALANDERS

Hawke's Bay TODAY

Local News Opinion Sport Business Rural Life & Leisure Photos

Scholarships will broaden students' horizons

By Annrke Smith
2:00 PM Tuesday Jan 3, 2017

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Nelson family opens home to international students

SARA MEU
Last updated 12:22, March 17 2017



International students boost Southland economy



Otago Daily Times

News Sport Life & Style Entertainment Business Regions O

Programme links skills to employers

By Vaughan Elder
246 12


News > Dunedin



WHY REGIONAL DEVELOPMENT



Auckland dominates - regions have capacity for growth




Brings economic growth to every region in New Zealand



Increases the links between regional New Zealand and international communities




Supports jobs across the whole of New Zealand



Helps attract highly skilled migrants to the regions



International connections for New Zealand businesses in the regions



Provides a regional frontline for the implementation of ENZ initiatives



Facilitates the integration of international education into regional economic development

enhancing the
national brand



Implementing national initiatives



enhancing
student experience



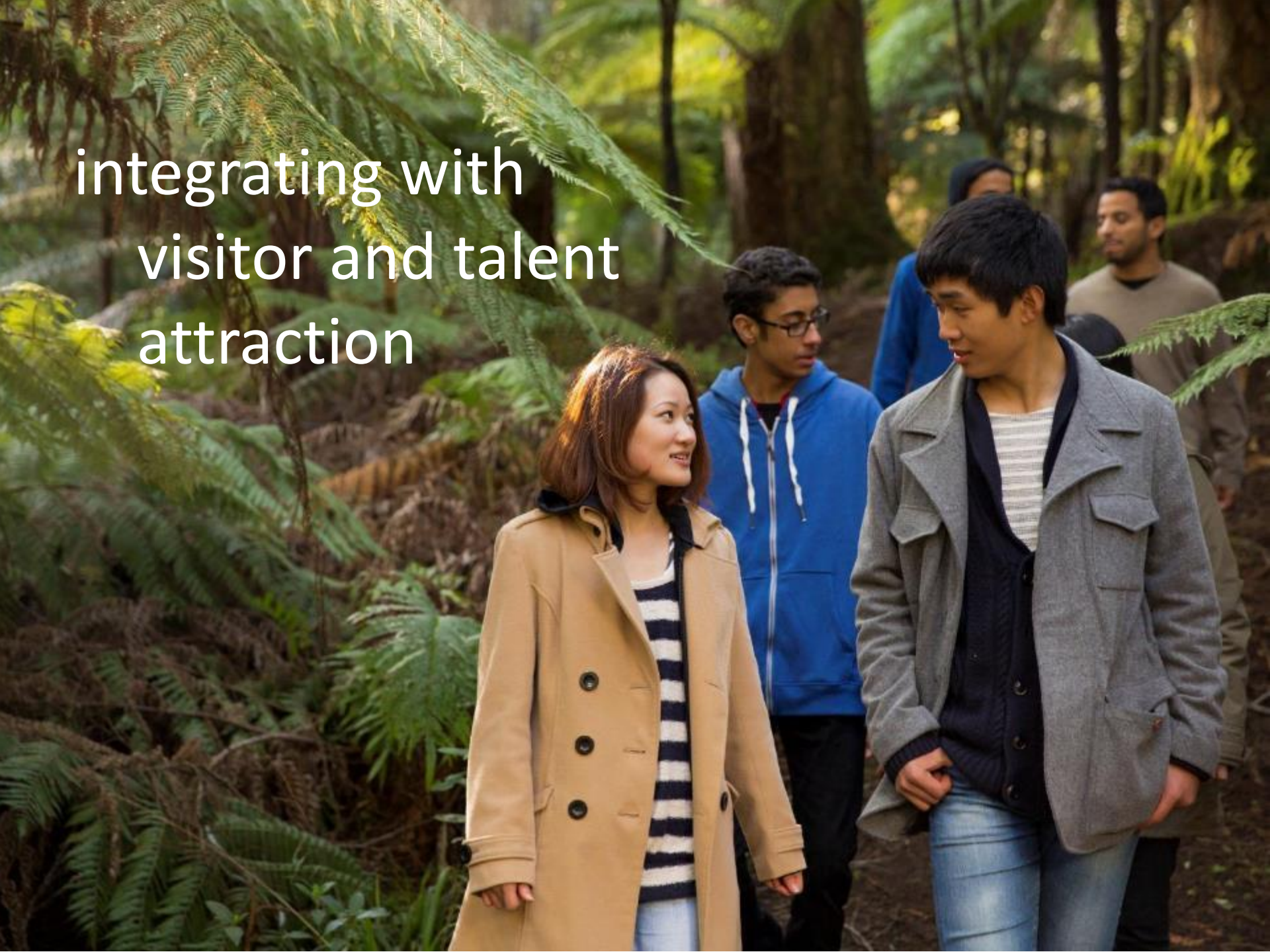
attracting
local investment



telling
the story
to the locals



integrating with
visitor and talent
attraction



collaborative
market and
product
development



WHOLE OF REGION APPROACH = WHOLE OF REGION IMPACT

QUANT

- + Student revenue
- + Living Costs
- + Visiting friends & Relatives
- + Fill the region's skills gaps
- + Trade and Enterprise outputs
- + Research outputs

QUAL

- + Cultural diversity
- + International diplomacy
- + cultural capital
- + human capital and talent attraction
- + knowledge exchange

Leadership, Strategy and Trust

Regional
Tourism

Exporters

Regional
Employers

Community
Development

Education
Providers

ThinkNew



**NEW ZEALAND
EDUCATION**

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