

RECRUITING INTERNATIONAL STUDENTS

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Presenter

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Key Numbers From 'Open Doors' - I

Year	# International Students	% Increase From Previous Year	Intl. Students as % of All Students
2009-10	690,923	2.9%	3.4%
2010-11	723,277	4.7%	3.5%
2011-12	764,495	5.7%	3.7%
2012-13	819,644	7.2%	3.9%
2013-14	886,052	8.1%	4.2%

Key Numbers From 'Open Doors' – II

Rank – Places of Origin	Country	% of 2013-14 Total
1	China	31%
2	India	12%
3	South Korea	8%
4	Saudi Arabia	6%
5	Canada	3%

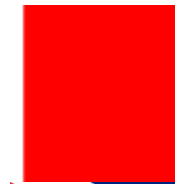
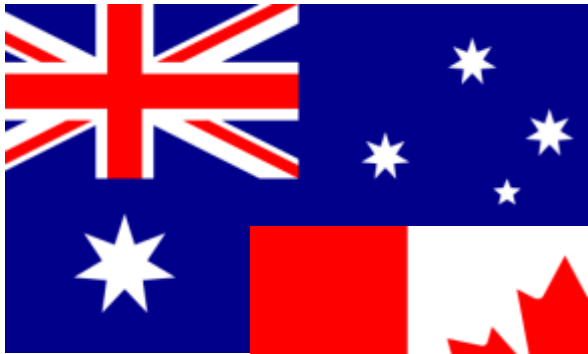
The Ever-Changing 'Hot' Country



Key Shifts Over Long Term

- From graduate/professional to undergraduate too.
- The quest for “full pay” students.
- U.S. and the world.

Competitors to American Colleges



The Debate Over Agents

- Why colleges turn to agents (and why some won't).
- The NACAC debate and its aftermath.
- Efforts to regulate agents.
- Continued success and continued concerns.

Backlash at Some State Universities

- California as case study.
- Hostility from some students.
- Hostility from some politicians.

Could Students Opt to Stay Home?

- Huge growth in opportunities in China and elsewhere.
- Concerns about crime in the U.S.
- The advantages and disadvantages of *haigui* status.

The Immigration Debate

- Questions on H-1B.
- When international students graduate.
- DREAM and other issues.
- The 2016 election.

Fears About Cheating/Misrepresentation

- Admissions/language testing.
- Recent arrests.
- Essays and other parts of admissions process.

Once Students are in the U.S.



Q&A

- Your questions.
- Your suggestions for future coverage.

With Thanks

