

OVERSEAS, OVERWHELMED

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Abroad Perspective

Canada's Embassy in Beijing has produced many resources for Canadian education institutions eyeing the Chinese market. One of these, *Education Marketing Strategies for China - How to Ensure Success* (2001), indicates that students in China heavily rely on agents not only for their academic applications but for their student authorization applications. The document quotes the fees charged to the student alone as between US\$1000 and US\$5000.

As testament to the extremely arduous challenge facing our immigration personnel, consider that a large proportion of the agents' fees charged to the student is typically payable upon the student receiving the visa. Hence, there is "considerable incentive to increase the chances of success by submitting fraudulent documents. [...] For an additional fee, some consultants provide an entire package of fraudulent documents (bank deposit certificates, school graduation diplomas, parents' employment documentation) as well as lend to an applicant funds on a short term basis (less than one week) to help them meet student authorization financial criteria." (p.2) (Some national Chinese banks are also involved in this short term lending practice.)

Higher-Edge presently offers academic documentation verification services in Pakistan, India, Bangladesh, Turkey, and Indonesia and expects to launch the same in China in a few months time. We encourage input from our readership as to the types of services that they would like to see on offer for China. For more on issues pertaining to student recruitment in China we encourage you to contact our Beijing Embassy personnel at Kevin.Thompson@dfait-maeci.gc.ca or Wen.Ding@dfait-maeci.gc.ca. ♦

Over the Counter

According to the Canadian High Commissioner in Canberra, be wary about post-secondary documentation received from students in Australia, particularly, but not exclusively, from non-nationals of Australia.

Australian institutions are presently being attacked by rackets producing good quality fake transcripts bearing the Australian institution's markings and letterheads. The Canadian Education Centre or the Canadian High Commission in Australia might be of assistance if doubts arise. Be sure that registrarial staff study more carefully the transcripts they receive to see if any - barely visible - tampering can be found. As well, staff should use their experience in identifying representations that seem out of the ordinary. In those cases, further investigation should be made. To discuss international student recruitment investigatorial issues, contact dani@higher-edge.com. ♦

Let's Go Canada!

This week the Canadian Bureau for International Education (CBIE) released its National Report on International Students 2000/01. While the report shows a growth in total numbers of international students in Canada, it does qualify the numbers by pointing to Canada's fall in relative terms to global competition. The CBIE report concludes that Canada has dropped to sixth place as a destination for international students (Canada had previously been as high as fourth internationally), "well behind less populous Australia and now also behind Japan." (p.1)

While a clarion call to action has not yet been heard in Canada, this Report is useful background for those who would lament this drop, and the prospect of further drops in the future.

Highlights of the National Report can be found at www.cbie.ca/rel_apr15-02.html

For those interested further in last week's note regarding comprehensive counselling services offered by the Canadian Education Centre (CEC) in New Delhi, India, please consult www.infozee.com, whose joint promotion with the CEC is cited on its home page. The CEC's Delhi-based web site (www.cecindia.com) also links to the Infozee site under the heading "counselling" on its "links" page. ♦

Globe Tipping

Before boarding the plane to do business in India, consider the following trade and travel tips:

- Conservative and traditional business attire is appropriate.
- Your host will expect you to be on time or early for a meeting. Despite this expectation, it is common to be kept waiting.
- In general, men do not touch women when meeting, not even to shake hands. Instead, you may use the greeting "namasté" (pronounced nam-a-stay).
- Do not be offended if your host interrupts your meeting to take telephone calls; this is a common occurrence.
- Simple gifts are frequently given after the first business meeting.
- Use formal salutations such as Mr. or Madam, even after several meetings.
- Business negotiations take patience and sustained follow-up activity is required. ♦

Source: CanadExport

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