

OVERSEAS OVERWHELMED

HIGHER
EDGE

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LET'S GO CANADA

Canada Must Be More Aggressive to Reverse Downward Slide: CBIE VP

A recently reported drop in the number of Chinese students coming to Canada points to this country's weakness in promoting itself as an international education destination, the vice-president of the Canadian Bureau for International Education says.

"As we see our status as a destination for international students slip below that of Spain, Belgium and Switzerland, down to 9th position from 5th in the 90s, we need to promote much more effectively," Jennifer Humphries told *Overseas, Overwhelmed* last week. "Canadian education isn't even on the radar screen in many countries."

According to new figures from Citizenship and Immigration Canada, the number of student visas given by Canada to Chinese students has dropped by 35 per cent over the last 3 years.

Source: "[Canadian Universities Failing in China](#)," *The Globe and Mail*, March 7, 2006

ABROAD PERSPECTIVE

Financial Crunch May Force Japanese Schools to Look Abroad: U.K. Scholar

Could another big global education player be in the making? Peter Mathias, a British economic historian with numerous ties to Japan, said recently that a declining pool of young people and shrinking government funding in that country will likely force it to recruit students much more aggressively overseas in coming years.

Mr. Mathias, who has served as research supervisor for Crown Prince Naruhito at Oxford University, is currently a member of Keio University's International Advisory Committee, charged with giving advice on internationalizing the school.

Sources: "[Japanese Universities Need Foreign Students: U.K. Scholar](#)," *Japan Times*, March 11, 2006
"[Japanese Universities Prepare Survival Strategies](#)," *Financial Times*, March 10, 2006

OVER THE COUNTER

New Asian Giants Set to Challenge Europe: OECD Study

An ongoing, massive ramp-up of education spending in China and India is about to result in these countries producing "wave after wave of highly skilled graduates"—and for much less money than it costs to educate students in Britain, France, or Germany, warns a new report done for the Organization for Economic Co-operation and Development.

The report comes as universities in Britain face an apparent end of rapid growth in demand from Chinese students, many of whom are apparently choosing to study at home rather than pay enormous sums for a U.K. degree.

In another sign that western universities may find soon find it harder to entice Asian students, the Confederation of British Industry reported last week that U.K. firms are increasingly looking to countries such as China and India as potential sources of employees, because these countries are now producing large numbers of highly-trained graduates of scientific and technical programs.

Sources: "[Old Europe 'Being Outpaced by Asian Higher Education'](#)," *The Telegraph*, March 14, 2006;
"[U.K. Looking Overseas for Science Graduates](#)," *The Guardian*, March 15, 2006

GLOBE TIPPING

Addressing Chinese Contacts

If you're planning to do business in China, you should be aware that the first name of a Chinese person is normally his or her family name. A man called Teng Peinian, therefore, should be addressed as Mr. Teng.

Business etiquette web sites abound, but a site particularly useful for China (and without the pop-up ads that plague some others) is the [China Wines Information Website](#), which includes tips, interviews, handy phrases and even essays on the origins of Chinese manners in Confucianism.