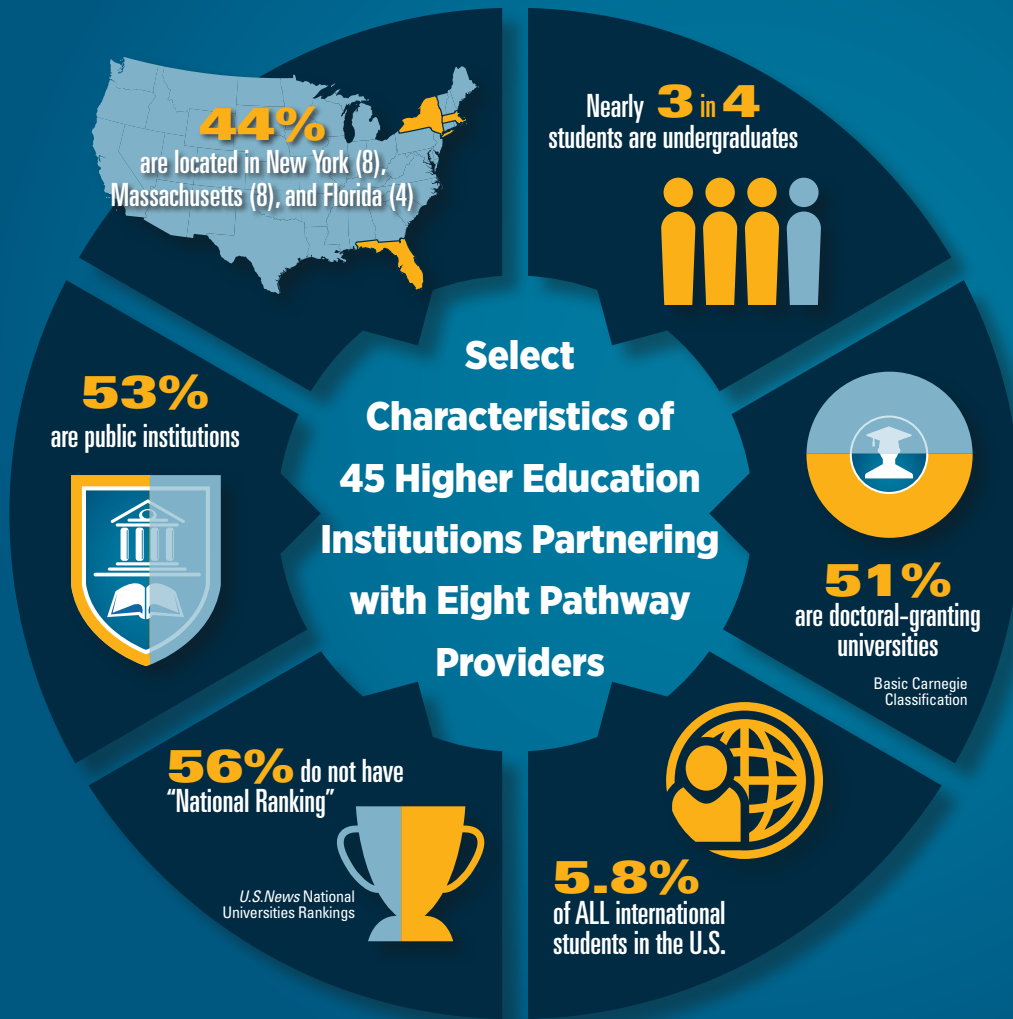


LANDSCAPE OF PATHWAY PARTNERSHIPS IN THE UNITED STATES



This research deepens the understanding of the landscape of existing pathway partnerships by providing a working definition, a broad typology and select characteristics of institutions.

WORKING DEFINITION

"Pathway providers are private third-party entities partnering with institutions to recruit international students and offer English-language preparation with academic coursework applicable toward graduation requirements."

TYOLOGY

Pathway partnerships come with wide variations. Here are two broad models differing in terms of initial investment and revenue-sharing. Under the "Reimbursement Model," pathway provider invests and institution is reimbursed for expenses. Under the "Joint Venture Model," institution shares the costs, risks and corresponding rewards.

www.nafsa.org/pathwayprograms

PATHWAY PROGRAM COMPONENTS

MODEL	START-UP COST	ACADEMIC DELIVERY	TIME COMMITMENT	STAFFING	ENROLLMENT GOALS	REVENUE-SHARING
REIMBURSEMENT	None	Shared	Medium Term	Pathway Hires	Medium	Low
JOINT VENTURE	Shared	Institution	Long Term	Institution Hires	High	High

NAFSA Commissioned Research (June, 2016)

Principal Researcher: Rahul Choudaha, PhD, DrEducation, LLC (Rahul@DrEducation.com)

Manager: Joann Ng Hartmann, Senior Director, IEM-ISS Services, NAFSA (joannnh@nafsa.org)

© 2016 NAFSA: Association of International Educators, preliminary findings of "Landscape of Pathway Partnerships in the United States" research.

Data Sources: Respective websites of pathway providers as of April 1, 2016. IIE *Open Doors* (2015); NCES College Navigator (Fall 2014); *U.S. News* Rankings (2015); and Carnegie Classification (2015)

Next Steps: Based on focus groups at the 2016 NAFSA Annual Conference and Expo in Denver, Colorado, and subsequent survey, the final report will be released in Fall 2016.