



“Meet in the Middle” by Diamond Rio

It was 700 fence posts
from your place to ours
Neither one of us was old enough to drive a car
sometimes it was rainin and sometimes it would shine
we wore out that gravel road between your house and mine

[Chorus]

I start walkin your way you start walkin mine
we meet in the middle neath that old Georgia pine
We gain a lot of ground cuz we both give a little
aint no road to long when we meet in the middle

It's been 7 years tomorrow since we said our vows
under that old pine tree you oughta see it now
standin in the backyard remindin me and you
that if we don't see eye to eye
there's something we can do



An abstract artwork featuring two hands, one in shades of green and yellow, and the other in shades of brown and tan, cupping a blue and green globe. The background is a mix of red, orange, and dark brown tones with white, chalk-like lines swirling around the central elements.

DOING THE TWO STEP:

***HOW COMMUNITY COLLEGES AND
UNIVERSITIES PARTNER FOR SUCCESS***

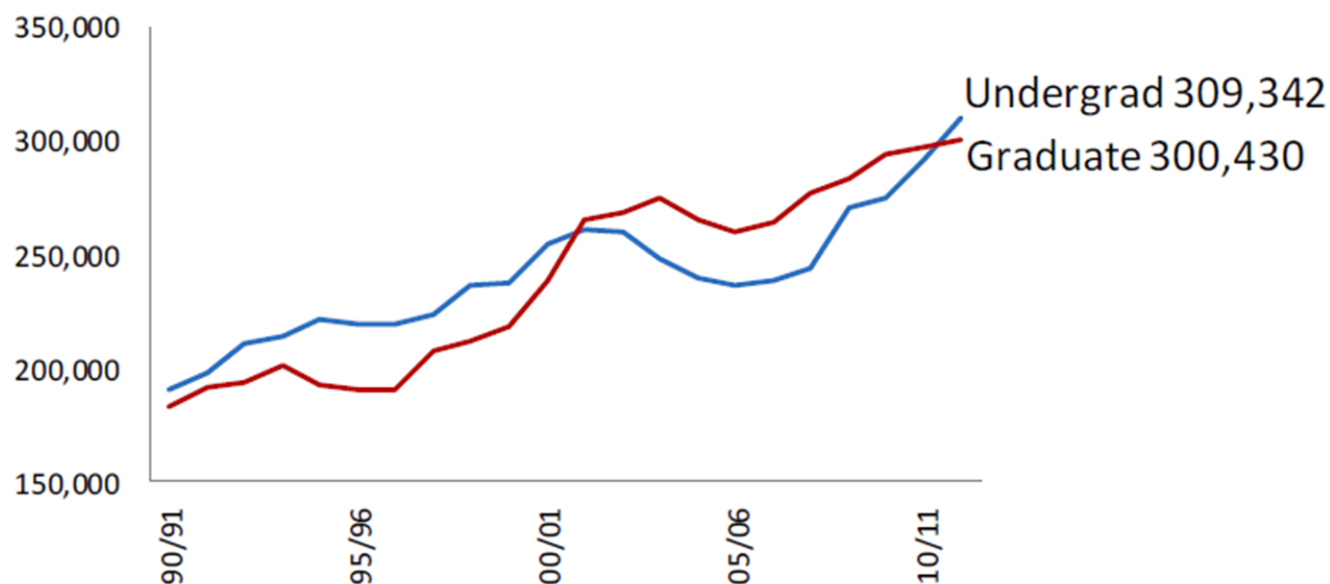
Amanda Enriquez
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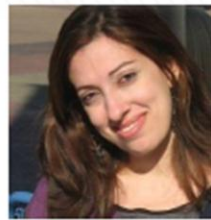
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Academic Level Trends

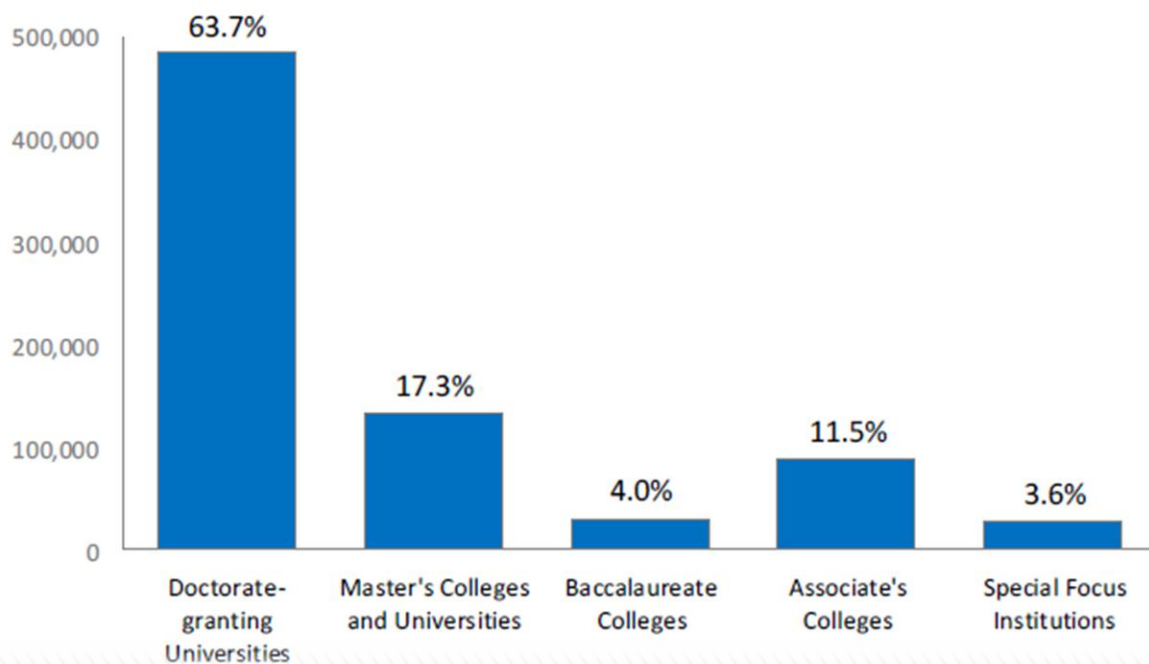
Undergraduate international students outnumbered graduate international students in 2011/12, the first time since 2000/01.





Types of Institutions

Doctorate-granting universities host 64% of international students.



Why Should We Partner?

- » Common commitment to global education
- » Promote understanding and goodwill
- » Strengthen cultural experiences of students
- » Provide a direct academic path toward a bachelor's degree
- » Do it all on all on a budget!





An international student's path through the U.S. Educational System:

Recruitment

Enrollment

Transfer

Graduation

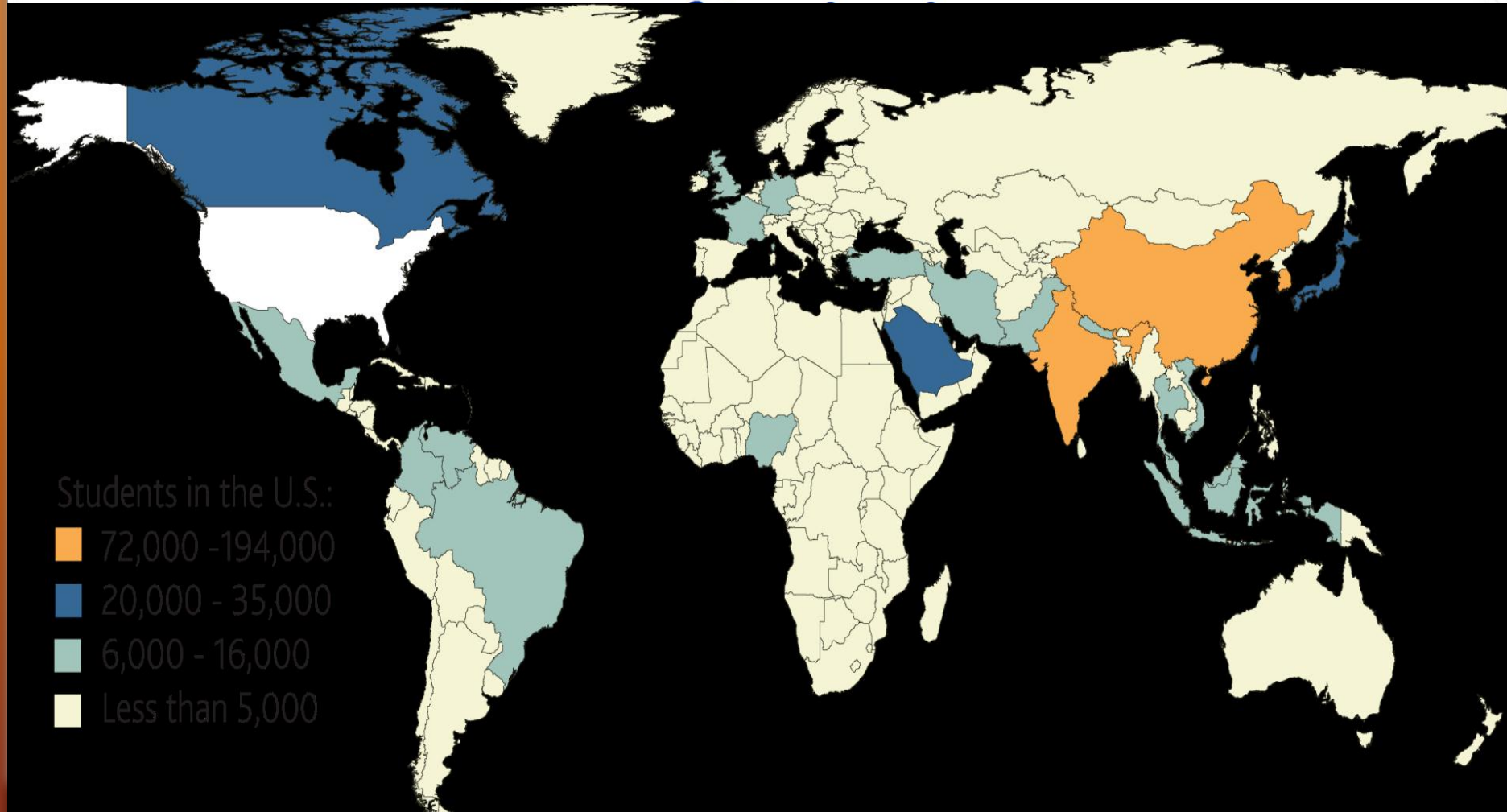
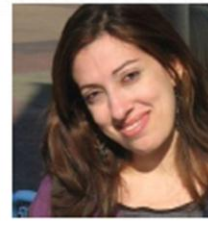


International Recruitment Strategy

- » It's not a competition! We all share a common goal
- » Travel together- conquer the masses together at recruitment fairs and presentations abroad
- » Strategize for worldwide recruiting- divide locations
- » Share promotional materials & logos (increased publicity for all)
- » Market on website- where do your students come from and where to they go
- » Social media (Facebook, Twitter) links with student profiles of "transfers"



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Domestic Recruitment Strategy

- » Universities visit community colleges
- » Community colleges visit universities
- » This provides an opportunity to diversify and maintain an international student population with much lower costs!



Benefits of Community Colleges

- » Lower costs
- » Initial academic and cultural adjustment
- » Help students adjust to the American education system
- » Prepare students for life at university (language skills, general requirements, social skills, etc.)
- » Additional degree and other opportunities
- » Build academic and professional resumes
- » Easier way to get scholarships



Enrollment

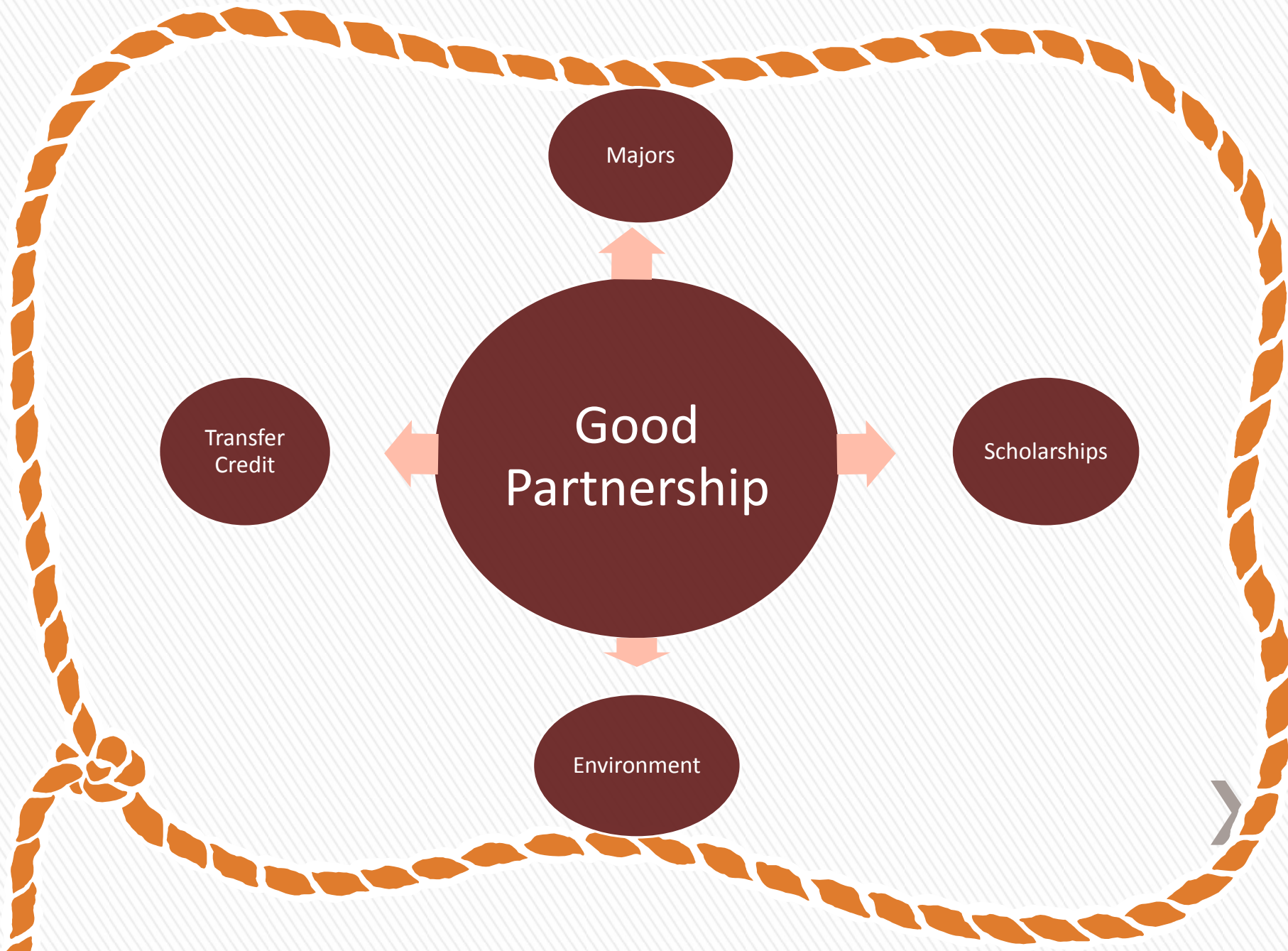
- » Dual admission agreements
- » University issues admission letter contingent upon successful completion of an associate's degree and meeting other established requirements
- » 2 + 2 model
- » Transfer credit agreements



Enrollment

- » Retention
- » Programing





Northwest College

- » Total student population: 2,136
- » International student population: 71
- » Countries represented: 33
- » How many transfer: 73%



Northern Arizona University

- » International student population: 1,048
- » Countries represented: 61
- » 15% are incoming transfer students

NORTHERN
ARIZONA
UNIVERSITY



Round-up!

- » Look around. Who is a potential partner? To what extent?
- » What partnerships does your institution already have?
- » How can you partner?
- » What did you discover? How will you move forward? What will you take from this session?



An abstract artwork featuring a central green rectangular area containing text. To the left of this area is a vertical strip showing a stylized globe in blue and green, with two hands (one brown, one white) reaching towards it. The background of the entire slide is composed of various abstract shapes and colors, including red, orange, yellow, and white, with white lines resembling chalk or paint strokes.

THANK YOU!

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