Working with Your International Students: Navigating Who, What, Where and How
Session (B)
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International Student Mobility

Why are students coming to the US Earlier?
International students in US high schools

This is a growing trend. As US elite university admissions grows more and more selective, students are beginning their US educations earlier with a goal of getting ahead.

F1 Secondary Students in the US

* source IIE
Where do they come from?

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th># of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>23,562</td>
</tr>
<tr>
<td>South Korea</td>
<td>8,777</td>
</tr>
<tr>
<td>Germany</td>
<td>7,130</td>
</tr>
<tr>
<td>Mexico</td>
<td>2,659</td>
</tr>
<tr>
<td>Brazil</td>
<td>2,292</td>
</tr>
<tr>
<td>Vietnam</td>
<td>2,289</td>
</tr>
<tr>
<td>Spain</td>
<td>2,125</td>
</tr>
<tr>
<td>Japan</td>
<td>1,959</td>
</tr>
<tr>
<td>Thailand</td>
<td>1,827</td>
</tr>
<tr>
<td>Italy</td>
<td>1,718</td>
</tr>
</tbody>
</table>

According to IIE 2014 (most recent data):

- 57% Asia, 28% Europe (most are short-term), 10% Latin America
- 95% of students attend private high schools
- 67% F1 visa, 33% J1 visa
  - Emerging trend: Students hopping from public school to public school (visa regulations)
- In 2014, 18% were in California, 8% in New York and the Midwest hosted mainly exchange students (J1 visa)
Why would an international student study in a US high school?

Main reason- they want to come to the US earlier in hopes that it will help them get into a “good university”

- Some things that studying in the US in high school helps with are:
  - English skills
  - Socialization- making US friends
  - Culture shock / academic integrity
  - Similar curriculums to US students which familiarizes them with US education, AP, SATs, etc.
  - Differentiation in application process
  - Stronger guidance through college application process
Why would a US secondary school admit international students?

- Diversity of campus- Expose Americans to global perspectives
- These students are often fully funded- offsetting the cost of domestic students
- Globalizing the environment and curriculum
- Meet enrollment
- Educate future world leaders
International Student Support

What needs does this population have during the college search?
What are international students looking for in a US university?

- Prestige and Ivy League
- Rankings- national and world
- Graduate and Professional school opportunities
- Locations that are close to family or friends, or large cities where it is perceived to have more internship or job opportunities
Application process: what’s different?

- Language testing- IELTS or TOEFL vs waived
- Transcripts from all schools attended
- Recommendation letters
- Deadlines
- Scholarship Support
- Comment sections on counselor reports
What questions should students be asking?

- “Fit”
- Ranking systems- regional and by program
- Campus population and diversity
- Safety
- Location based on program and opportunities/internships
- Program types
- Class size and student-to-faculty ratio
- Scholarships and financial aid
- Five year plan for the institution
- Community colleges vs. traditional 4-year universities
Real US guidance counselor perspectives

- We conducted a preliminary survey of 20 guidance counselors at private boarding schools, about their population of international students and their common struggles. Here were our results:
“What is your biggest challenge in working with international applicants?”

○ “Students and parents who do not bother to really look carefully at a school and assess why it might be a good fit. They are obsessed with US News rankings and do not consider the truly important factors in a school. The concept of matching the personality of the student to the personality of the college is completely foreign to most of them.”

○ “1 - Having official previous transcripts translated. 2 - Many of our international students also work with their agents at home.”

○ “Unrealistic parent expectations”

○ “They apply to many more colleges than their American counterparts, as well as more selective institutions, but yet with very little support from host parents, and little understanding of the process/steps.”
What are challenges that you have experienced?

When working with international students in the college application process, what types of challenges have you encountered?
Working Together

How to communicate with all parties in the decision process
How can you communicate?

- Invite an admissions representative to visit and present to your international students specifically
  - Myth vs. reality
  - Student services
  - What the relationship between admissions representatives and guidance counselors are

- Approach parents from an understanding of safety, proximity to airports, and retention rate—these matter!

- Use statistics in your favor—4,300 US colleges or universities means any school in the top 215 in a top 5% institution

- Emphasize strength of program, not just ranking, or see rankings differently.
Who is influencing their college decision?

- There are four primary influencers:
  - 1. Parents
  - 2. Agents
  - 3. Friends
  - 4. Guidance Counselors

**Why?**

- Parents want what’s best for their students, and want them to be safe, but do not know how to guide them
- Guidance Counselor is a foreign concept- they may not understand what your motivations are
- Agents are clearly transactional, and for many families, this is the model that makes sense
Resources

- AACRAO Edge
- WES-IGPA Calc
- NAFSA Economic Value Tool
- IIE Open Doors
- EducationUSA
- NACAC Infographics/agent manual
Questions?

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