



ISC Research 2019 Conference

Thursday 11th July 2019 • Saïd Business School, Oxford, England

AGENDA

9:30am-9:50am	Coffee and networking
9:50am-10:00am	Welcome
10:00am-10:15am	Supporting your development in the international schools market. Presented by ISC Research CEO Leigh Webb
10:15-10:45am	The news that matters: How the international schools market is changing. Presented by ISC Commercial Director Diane Glass and ISC Schools Director Richard Gaskell
10:45am-11:15am	Break and networking
11:15am-11:50am	Panel session: How the international schools market in East and South East Asia is developing. The panel will include ISC Research field researchers and regional experts from East and South East Asia
11:50am-12:25pm	The impact of world events: How the international schools market in two regions; Europe and the Middle East are being shaped as a result of geopolitics and our changing world. Presented by International Schools Relations Manager Nalini Cook and ISC Research regional experts from Europe and the Middle East
12:25pm-1:30pm	Buffet lunch and networking
1:30pm-2:15pm	Breakout Session 1 - Planning for international school development: How to plan towards opening an international school overseas Breakout Session 2 - The international school supply chain: How to take a strategic approach to international business development
2:15pm-2:45pm	Break and networking
2:45pm-3:30pm	Breakout Session 1 - Planning for international school development: Typical challenges of developing a school overseas and solutions Breakout Session 2 - The international school supply chain: The challenges of building business with schools around the globe and solutions
3:30pm-3:45pm	Break and networking
3:45pm-4:45pm	Round-table surgery sessions: Ask the experts who can help you. Select 3 x 15-minute round-table Q&A sessions led by ISC experts on the following themes: <ol style="list-style-type: none"> 1. China 2. Middle East 3. South Eastern Asia 4. The process of international school development 5. How to get the most out of ISC Online; the ISC data portal 6. How ISC Research can support you and your needs
4:45pm	Conference ends

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Afternoon Breakout Sessions

Time	Breakout groups	Details of sessions
1:30pm -2.15pm	<p>Group 1 - Planning for international school development. This session is relevant for independent schools and those supporting international schools through their international development.</p> <p>Group 2 - Building business within the market. This session is relevant for education suppliers, specialist providers and universities wishing to work or expand their business with international schools.</p>	<p>Group 1 – The international development opportunities available for independent schools, including:</p> <ul style="list-style-type: none"> • the process for deciding what is right for your school brand • preparing for an investor partnership • planning for international school start-up. <p>Presented by Anthony Phillips and Nalini Cook of ISC Research and with contribution from Andy Homden of Consilium Education</p> <p>Group 2 – Taking a strategic approach to your international business development. Presented by Diane Glass of ISC Research with contribution from Dylan Jones of Follett and Chair of BESA export group.</p>
2.15pm-2.45pm	Coffee/tea and networking	
2.45pm- 3:30pm	<p>Group 1 – Planning for international school development – the challenges and solutions. This session is relevant for independent schools and those supporting international schools through their international development.</p> <p>Group 2 – Building business within the market: the challenges and solutions. This session is relevant for education suppliers, specialist providers and universities wishing to work or expand their business with international schools.</p>	<p>Group 1 – The opportunities and the challenges of international development. Presented by Richard Gaskell of ISC Research with contribution from Allan Walker of Malvern College and Shaun Fenton of Reigate Grammar School.</p> <p>Group 2 – Typical challenges of international development and possible solutions. Presented by Diane Glass and Katie Hebbes of ISC Research with contribution from Andy Homden of Consilium Education.</p>
3:30pm-3:45pm	Tea/coffee/networking	
3:45pm-4:45pm	<p>Your chance to pre-book attendance on 3 different 15-minute sessions. These will be small group round-table sessions with the chance for you to ask any questions of the experts, and learn from the questions of others.</p> <p>All delegates can attend these sessions so there could be a mix of independent schools, education suppliers and universities in these sessions. These sessions will be entirely Q&A so come ready with your questions.</p>	<ol style="list-style-type: none"> 1. China 2. Middle East 3. South East Asia 4. The process of international school development 5. How to get the most out of ISC Online 6. How ISC Research can support you