

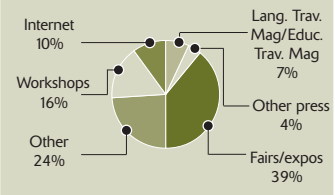
# India

**Overall, overseas university placements for Indian students increased in 2002, according to our nine consultant respondents. The reasons given for the increase were, typically, the increased education opportunities available for Indian students overseas and also the improved job prospects associated with an overseas education. The majority of consultants were optimistic about the future and reported increasing interest in newer markets such as Canada and Ireland.**

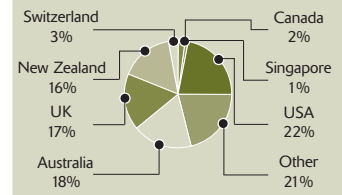
## Key Facts

- Nine consultants took part in our Consultants' Report survey and placed a total of 1,050 students in universities in 2002
- No consultants placed any students in high schools in 2002
- Individual consultants placed between 25 and 278 students in universities
- The average growth of combined business for university placements was 22 per cent
- Growth rates for university placements ranged from -10 per cent to 100 per cent
- Commission rates varied from 0 to 30 per cent and averaged out at 13.4 per cent
- Four consultants charged students a handling fee
- Eight consultants predicted that university placements would increase in 2003
- One consultant predicted decreasing university placements in 2003 due to harsh visa regulations

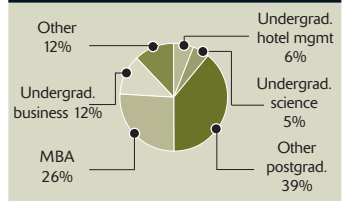
### How do consultants find new schools to represent?



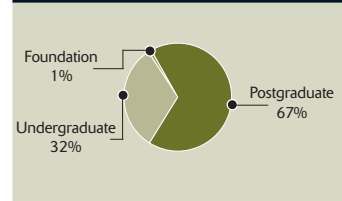
### Where do university students go to study?



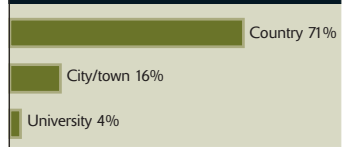
### What subjects do university students study?



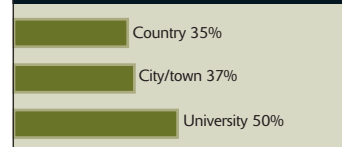
### Consultants' business by university course sector



### % of students who knew where they wanted to study



### % of students who changed their minds after consultation



#### Participating consultancies:

Council for American Education, Driшти Educational Foundation, Education Overseas Consultants, Global Consultancy, Global Reach, Global Study Resources, Infozee.com, Pearl Education Centre, Target Counselling Services

#### Most frequently mentioned universities:

*In Australia:* Bond University, Brisbane, QLD; Central Queensland University, Rockhampton, QLD; Charles Sturt University, Wagga Wagga, NSW; Monash University, Melbourne, VIC; Swinburne University, Melbourne, VIC; University of Southern Queensland, Toowoomba, QLD; University of Wollongong, Wollongong, NSW. *In France:* ESC-Marseille Provence GSB, Marseille; Groupe des Ecoles des Mines, St Etienne; ISEP, Paris. *In Ireland:* Dublin Business School, Dublin. *In Latvia:* Riga Technical University, Riga. *In New Zealand:* Canterbury University, Christchurch; Manukau Institute of Technology, Auckland; University of Auckland, Auckland; Victoria University at Wellington, Wellington. *In Switzerland:* Swiss Hotel Management School, Montreux. *In the UK:* Middlesex University, London; Northumbria University, Newcastle; University of Hertfordshire, Hatfield; University of Luton, Luton; University of Strathclyde, Glasgow. *In the USA:* University of California, Berkeley, CA.