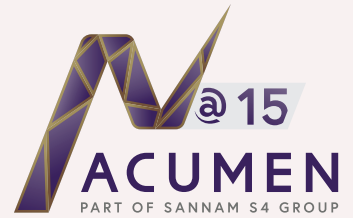


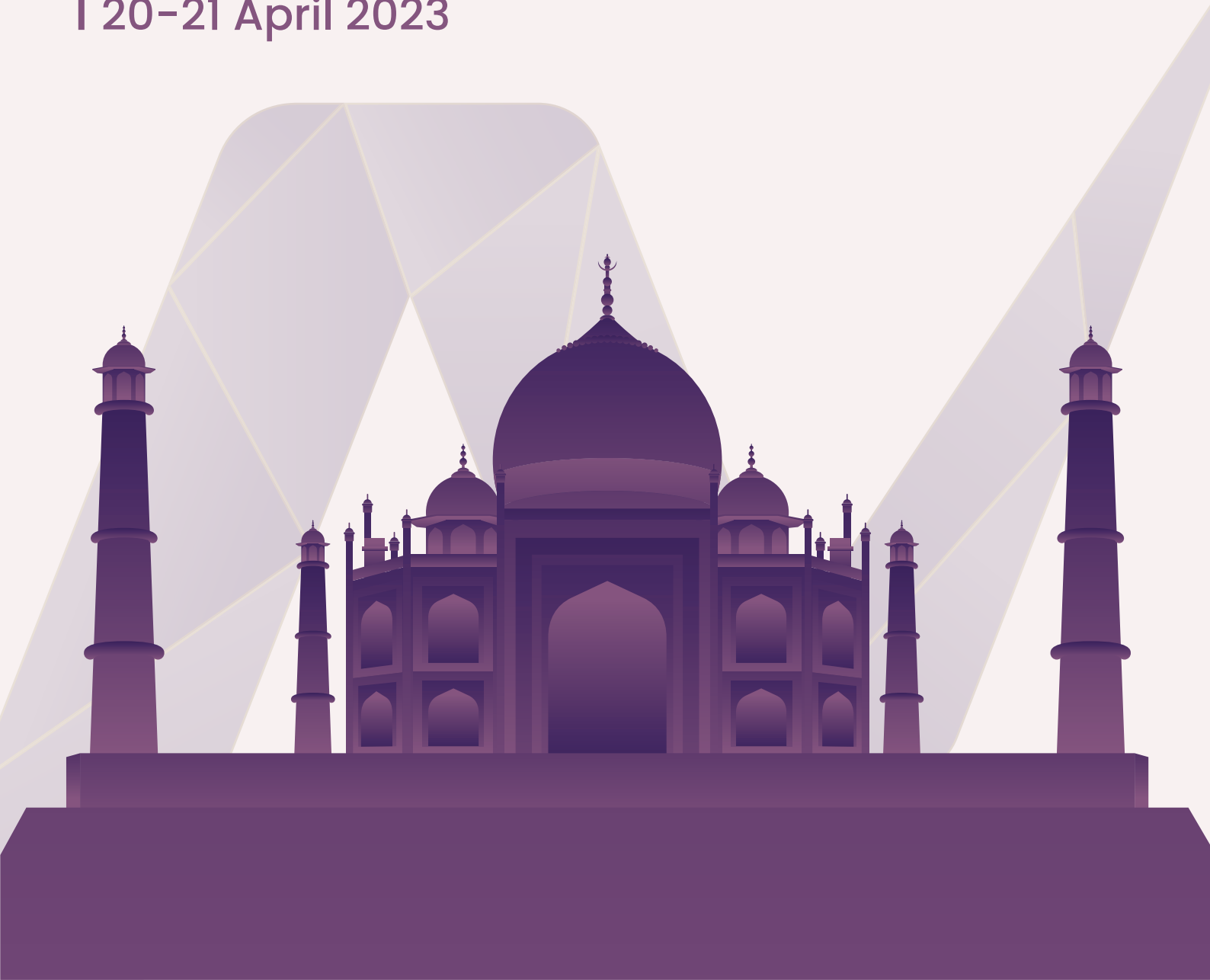
Acumen Global Gateway Summit: India



Global Education, Delivered Locally

India's International Higher Education Opportunity

| J.W. Marriott, New Delhi
| 20-21 April 2023



SUMMIT AGENDA

DAY ONE – Thursday 20th April 2023

Morning

Summit welcome and opening remarks

- **Adrian Mutton**
Founder & Executive Chairman Sannam S4 Group
- **Marnie Watson**
Chief Partnership Officer Acumen and Group Board Member
Sannam S4 Group

Keynote address

India's National Education Policy – Opportunities for collaboration for international institutions

The dynamics of the higher education sector in India have seen a rapid shift with a revolutionary National Education Policy (NEP). There is a growing excitement of international collaborations, transnational education (TNE), "twinning", dual degree and joint degree programs between foreign and local institutions. The NEP has also paved the way for the opening of foreign campuses in India to boost traditional infrastructure, whilst new legislation opens an entirely new digital learning paradigm to a quarter of the world's youth population who live in India. What are the various models and opportunities that can be leveraged? What are the key drivers to success? What are the challenges for implementation of the ambitious NEP and what can be done to overcome them?

India's Global Citizens – the role and global impact of India's students

India's international students – soft and hard power

Education is one of the best ways to build soft power with its ability to influence minds, hearts & souls. The global Indian diaspora has made a powerful global impact in fields of technology, politics, banking and FMCG. With rising numbers of globally mobile Indian students, how are these young ambassadors perceived outside India? What are their benefits besides economics? How can India encourage them to come back? How can the trend of Indian students experiencing and integrating with local communities world be equally reciprocated to create more bonds along with a deeper & richer intercultural understanding of the world by more foreign students coming to India.

Parallel Break – Out Session

The role of industry in higher education. Creating job ready graduates and establishing apprenticeships and meaningful career pathways

Knowledge is power but useless if not accepted as relevant knowledge by industry. Graduate employability and being work ready cannot be addressed by higher education institutions alone. Just 46% of India's potential labour force is in the job market. Where are the gaps? What are the challenges? What can be achieved by industry collaborating more closely with domestic and foreign universities to skill India's future workforce so it becomes the best of class globally. Is India's future workforce better studying at home or going overseas to develop critical and relevant work ready skills?

Indian Government Officials/Regulatory Bodies Q&A

In this session the Government of India and State Government Representatives talk about their respective high education policies, vision and opportunities and will deliver a Q&A session for participants to understand the finer details of both the National and State Level Policies and initiatives.

Research in India – The opportunity and impact of university research

With billions of dollars of research conducted in India every year, this session brings together renowned research leaders, donors and recipients from key organisations, Indian & international to talk about their experiences, accomplishments and impact, best practices and challenges of academic research and collaborative research opportunities in India. The session includes an interactive panel discussion and audience Q&A.

Transnational Education (TNE) Partnerships – Traditional & Online

The new frontier in Indian Education?

India's new National Education Policy opens a plethora of new academic collaboration opportunities and teaching models between institutes, provides a framework for more innovative online learning initiatives and should provide students with far greater choice, access and affordability of studying high quality degrees/learning modules. In this session the participants engage in a Q&A session with experts from who have planned, launched and delivered TNE partnerships, developed innovative models and who have learnt to grasp the nuances, opportunities and challenges of cross border teaching and studying.

Afternoon

Networking Lunch

India's Leapfrog Opportunity

The Indian higher education sector has a huge potential and need for open, accessible and affordable learning solutions. Can India offer a quality higher education for all – for free? Whilst online learning has increased and the Government has launched the Digital National University (DNU), what are the aspects that are important for India to leapfrog into the next step in providing accessible quality education that significantly increases access, relevance and outcomes for students? How can India make its online learning ecosystem and DNU successful and positively impactful? What are the obstacles and how can they be overcome?

Campus Development in India – The opportunity and the practicalities

Senior representatives from both the domestic and international higher education sector who have first hand experience in building and opening, opening and closing and successfully operating new universities, debate and deliberate the pros & cons, the parameters, issues, features and ground realities of developing universities and institutions away from your home country.

India – The Crown Jewel in a University's International Strategy?

The fifth largest economy of the world (and growing), the largest population on the planet which is home to 25% of the world's population under 25 years of age, India has already surpassed China as the leading source of foreign students worldwide, including online platforms. Has India become foreign universities number one priority – and if not – why not? How can India leverage its unrivalled human capital to become the knowledge economy of the world and become a net recipient of student inflows through a more effective Study in India strategy.

Day one programme closes

Evening

Drinks reception

Acumen@15 Celebration Gala

DAY TWO – Friday 21st April 2023



Morning

Breakfast

Regional differences in recruitment, trends, and insights pan South Asia

Trends, opportunities and challenges and the value proposition of international education. Personal experiences, employability and producing global citizens.

Student recruitment – the status quo and the future. An assessment of agents, direct and progression recruitment and campus vs online course recruitment.

Trends, opportunities, and challenges— The value proposition of transnational (TNE) education.

Afternoon

Networking Lunch

10K Voices

The changing aspirations and concerns of an internationally ambitious student

Agent 2023

The evolution of the agents and the role of technology in recruitment and admissions

Day Two Wrap Up

Observations, opportunities and key takeaways

Evening

Agent fair

End of Summit drinks reception



Topics, timings, and speakers subject to change. If you would like to take part as a guest speaker or panellist, please contact our team at GGS@acumen.education

OPTIONAL WEEKEND ACTIVITIES

Premier & VIP Access Delegates have the choice of two weekend activities.

Taj Mahal

Full day – Departs 6:30am returning at 6pm.



Delhi by Cycle Tour

Half day – Departs 6:30am



VIP Access Trip– Monday 24th April

Option 1

GIFT-City, Gujarat India

GIFT City, an emerging global financial and IT services hub and a first-of-its-kind in India, is designed to be at or above par with globally benchmarked business districts. GIFT City presents us with a one-time opportunity to create a corporate haven that while being under Indian control, can provide educational institutions, entrepreneurs, and investors with the best of both worlds.

Foreign universities setting up their international campuses in GIFT City can do so without having to follow domestic regulations and can repatriate profits without any restrictions – a concession that removes a major roadblock to foreign universities' entry into India.

Why visit GIFT City?

- Meet with Education Ministers and potential partners to discuss insights and opportunities
- Assess current and future business prospects by establishing valuable contacts with Indian universities;
- Develop market knowledge and relationships leading to effective student recruitment strategies and potential partnerships.



VIP Access Trip- Monday 24th April

Option 2

T-Hub, Hyderabad India

T-Hub (Technology Hub) is a premier innovation hub and ecosystem enabler based out of Hyderabad, India.

T-Hub leads India's pioneering innovation ecosystem and strives to create impact for startups, corporations and other ecosystem stakeholders.

Its mission is to enable and empower an ecosystem hungry for innovation.

Why visit T-Hub?

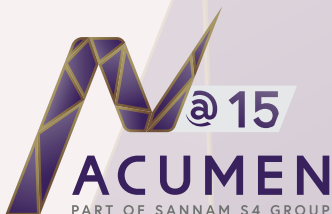
- Gain market exposure and find potential partnerships with the most innovative startup entrepreneurs and corporations by enabling dedicated business coaching and advice
- Experience how T-hub innovates through research by building advanced curriculum with faculty and raising awareness of their partners work and research amongst relevant audiences.
- Develop market knowledge and relationships leading to effective student recruitment strategies and potential partnerships.



Acumen Global Gateway Summit 2023



We look forward to seeing you at the
Acumen Global Gateway Summit 2023



J.W. Marriott,
New Delhi
20-21 April 2023