INTO OSU Partnership Overview

Faculty Senate, October 7th 2017

Oregon State University's (OSU) strategic plan highlights the importance of comprehensive internationalization. One key step toward internationalizing the campus was partnering with INTO University Partnerships (IUP) in 2008 to create the INTO Oregon State University Joint Venture. The partnership is a long term venture designed to bring transformational change to the University campus through the recruitment and support of international students at Oregon State University.

In the partnership, OSU retains full control over academic and admissions requirements as well as branding. IUP is responsible for marketing and recruitment of international students to OSU (both direct and through INTO OSU programs) and the daily operations of the INTO OSU center. As a center, INTO OSU is responsible for delivering high quality English language programs and Pathway programs as well as providing a world class student experience from the first point of interest through to graduation.

The INTO OSU center is governed by the INTO OSU Board consisting of three OSU members and three IUP members. The board meets two to four times a year. The Executive Director of the INTO OSU Center has a hard reporting line to the INTO OSU board, and dotted reporting lines to the OSU Provost and the INTO North America (INTO NA) Chief Operating Officer.

The INTO OSU Center contains both employees of Oregon State University (academics and admissions) and employees of INTO OSU (center operations). All employee salaries are fully paid through the INTO OSU Center as part of the INTO OSU budget.

The creation of the partnership connects OSU to the global IUP student recruitment and admissions network consisting of approximately 31 recruitment offices and 150 staff working with over 1,000 educational counsellors worldwide. This global network works 24/7 on behalf of more than 20 partners in the U.K., the U.S. and China.

INTO University Partnership headquarters are in Brighton, U.K. while the INTO North America Head Office is based in San Diego, California. Both headquarters include Admissions Processing Centers (APC) and another APC office is based in Hong Kong.

The revenues from the partnership have been significant and have been invested in enriching OSU's educational enterprise by investing in faculty positions, infrastructure, and services to support further growth. As INTO OSU approaches its 10th Anniversay in October 2018, the information in this document aims to give further information to enhance understanding of the INTO OSU Center and the benefits it brings to the OSU campus.

Find INTO OSU on the OSU website: http://main.oregonstate.edu/osu

INTO OSU Mission, Vision and Values

INTO OSU Mission:

We empower our students to succeed in and contribute to a global community.

INTO OSU Vision:

Our vision at OSU is to create an inclusive and vibrant international university environment.

INTO OSU Core Values:

- > A Global Outlook: We respect diverse perspectives and international experience.
- Our Students: We value the success and well-being of our students as the foundation of our work.
- **People:** We build community with compassion, cooperation, collaboration, and trust. We respect each other with open communication and transparency.
- Personal Efficacy: We provide leadership and take personal responsibility. We work with enthusiasm, positivity, and passion.
- ➤ **Growth and Development:** We grow and adapt to change with creativity, innovation, and flexibility both as individuals and as a group.

Terminology and Definitions

• INTO University Partnerships (IUP)

IUP is an independent organization that develops public-private partnerships in higher education. It is focused on expanding higher education opportunities for students worldwide. These partnerships are predicated on a joint venture model of shared mission, shared investment, shared risk, shared governance, and shared reward. The IUP network currently consists of 1 Chinese, 10 U.S., and 14 U.K. partner universities.

IUP Mission: Through innovative partnerships with leading universities, we expand opportunities for higher education, ensuring success and transforming the lives our students and our staff.

IUP helps its network of partner universities to:

- Extend their reach across every region of the world;
- Create new or more effective administrative and academic support services for international students;
- Add new faculty lines in high demand academic programs;
- Build physical capacity in classrooms, offices, and residence halls to support significant enrollment growth;
- Develop new programs to integration international students more effectively into the academic community; and
- Leverage the presence of greater numbers of international students for the benefit of domestic students, the community, the region, and the world.

INTO OSU Joint Venture (INTO OSU)

INTO OSU is the joint venture partnership formed by OSU and IUP in October 2008. OSU retains full control over all academic aspects of the program while INTO OSU is responsible for international marketing and recruitment at OSU and providing a high level of custom support services for students enrolled in English language or Pathway programs to develop skills international students need to succeed in their degree program at OSU.

Global Recruitment Unit (GRU)

The GRU is the branch of IUP responsible for marketing and recruitment of international students with 31 regional offices reaching over 190 countries in the world. The GRU is organized into six super regions:

- Middle East/Africa/South Asia (MEASA)
- o East Asia (EA)
- China/Hong Kong/Macau (CHKM)
- Europe/Central Asia (ECA)
- Latin America (LATAM)
- o U.S. and Canada (NA)

Academic English Program

The Academic English program prepares international students for university study in the U.S. The rigorous program provides international students with high-quality English language instruction and the academic skills to succeed at OSU through the development of listening, speaking, reading, writing, standardized test preparation, and academic study skills. The program typically consists of 21 class contact hours per week.

Undergraduate Pathways

The Undergraduate Pathway program is an International Year One that combines intensive language study, academic skills development and academic coursework in a carefully constructed program designed to move students successfully through the first year of an undergraduate degree program.

The program is comprised of OSU credit-bearing courses. From the first day of classes, students study alongside domestic students in many of the same courses. With smaller classes and additional support for students, the program is ideal for students who:

- Desire additional academic, language and cultural support in order to succeed during their first year at a U.S. university
- Need to improve their English language skills
- Have lower GPAs than required of direct-entry students

Successful completion of an Undergraduate Pathway program allows students to progress to the second year of their undergraduate degree at OSU in their respective field of study.

Graduate Pathways

The Graduate Pathway is a pre-Master's program that provides international students a direct path to various non-research graduate degrees at the university (MEng and MBA). The program gives students the academic foundation, essential language skills and GMAT/GRE test preparation to successfully move on to non-reasearch Master's degrees.

The program is ideal for students who:

- o Need to improve study skills for success in their chosen field of study
- Need further English development
- Require additional preparation to be admitted directly to the Graduate School
- o Do not meet minimum GPA or test score requirements

Academic courses included in the Graduate Pathway programs are carefully chosen to ensure success in graduate level studies. Successful completion of a Graduate Pathway program secures students a place in full-time graduate studies at OSU in their respective field of study.

Progression

Progression is the process by which a Pathway student meets the performance requirements (GPA, English requirements and test scores) to successfully transition to OSU as a full degree seeking student at the Bachelor's or Master's level. The industry standard for Pathway progression is 60%.

Summary of Programs

Table below provides an overview of the different entry points international students have the opportunity to enroll in based on their English language levels assuming they meet academic entry requirements.

INTO OSU programs provide access to English language and academic programs that otherwise might not be available to an international student.

iBT/IELTS*	Academic English	Undergraduate Pathway	Graduate Pathway	Direct Entry
-	Foundation Prep	-	-	-
32/3.5	Level 1	-	-	-
38/4.0	Level 2	-	-	-
45/4.5	Level 3	-	-	-
50/5.0	Level 4	Term 1	-	-
60/5.5	Level 5	Term 2 Term 1	-	-
70/6.0	Level 6	Term 3 Term 2	Term 1	-
80/6.5	Enter Degree Program	Term 4 Term 3	Term 2	Enter Degree Program
-	=	Enter UG Sophomore	Term 3	-
-	-	-	Enter Graduate Degree	-
			Program	
Total Enrollment	298 Enrolled	372 Enrolled	225 Enrolled	2930 Enrolled (to be
Fall 2017				confirmed)

^{*}IBT and IELTS are the most typical standard English language tests for entry used by universities worldwide. Other tests and evidence of language level are also used.

Progression information

The 2015-16 progression information presented below is the most recent data set showing full Pathway progression rates. These tables were created in May 2017 and are correct as of the completion of winter term 2017. The numbers below are comparable with previous years. The industry standard for Pathway progression is 60% and INTO OSU is performing above that standard. Although the goal is to progress all qualified students to OSU, we also assist students in finding other academic institutions if they do not meet OSU progression criteria. Progression rates displayed by major can be found in Appendix 1.

2015-16 Und	ergraduate Pat	hway Cohort F	Progression Da	ta (4 term, 3 te	erm, 2 term, 1	term)
Pathway Cohort All Majors	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program
Fall 2015	173	135	78%	12	85%	5
Winter 2016	89	70	79%	2	81%	4
Spring 2016	48	39	81%	0	81%	8
Total 2015-16	310	244	79%	14	83%	17

2015-16 Grad	luate Pathway	Cohort Progre	ssion Data (3 t	erm)		
Pathway Cohort All Majors	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program
Fall 2015	125	90	72%	14	83%	1
Winter 2016	18	4	22%	3	39%	2
Total 2015-16	143	94	66%	17	78%	3

2015-16 Grad	duate Pathway	Cohort Progre	2015-16 Graduate Pathway Cohort Progression Data (1 term)											
Pathway Cohort All Majors	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program								
Fall 2015	10	10	100%	0	100%	0								
Spring 2016	4	4	100%	0	100%	0								
Total 2015-16	14	14	100%	0	100%	0								

OSU Success

Below are specific data points from most recent cohort data available of student success produced by OSU Institutional Research to measure performance of Pathway progressors and their direct entry international counterparts in OSU degree programs. The full Institutional Research report can be found in Appendix 2.

Undergraduate Degree 2010-11 Cohort at Year 5*	Pathway Progressors	Direct Entry
Graduation Rates**	60%	60%
Retention Rates (Still Enrolled)*	11%	20%
Average Time to Graduation	4.5 years	4.5 years
Average GPA at Graduation	3.12	3.27

^{*}Cohort at Year 5 data was used instead of Year 6 because no Year 6 data is available at the time of writing from OSU Institutional Research to date from the first PW cohort.

^{**}Pathway progressors are measured against their direct entry counterparts from Sophomore class standing for retention and graduation rates.

Graduate Degree 2012-13 Cohort at Year 3	Pathway Progressors (MBA and MEng)	Direct Entry (MBA and MEng)
Graduation Rates*	92%	83%
Retention Rates (Still Enrolled)*	5%	6%
Average Time to Graduation	1.8 years	2.2 years
Average GPA at Graduation	3.41	3.5

^{*}Pathway progressors are measured against their direct entry counterparts in the MBA and MEng programs for retention and graduation rates

Enrollment Key Points

- 1. Since 2008, international enrollment at OSU has grown from approximately 1000 to 4000 students as of May 2017
- 2. In September 2014, the Brookings Institution identified Corvallis as the fastest growing metropolitan area in the U.S. for international student enrollments
- 3. Approximately 2100 students have progressed from a Pathway program to an OSU degree program as of May 2017 since 2008
- 4. 60% of current undergraduate and 56% of current graduate Master's international students enrolled in Spring 2017 matriculated through an INTO OSU program
- 5. 55 former Pathway students are currently enrolled in a Doctoral program at OSU this Spring 2017

Key Financial Information

The INTO OSU Center is entirely funded through student tuition for INTO OSU programs. There is a 5.8% matriculation fee from progressed pathway and directly admitted international students which is reinvested into scholarships and international marketing and recruitment activities.

The INTO OSU Center, as part of delivering the Pathway programs, pays the University for delivery of academic programs by departments, overhead costs, salaries of OSU employees working in the INTO OSU center, leasing of facilities and classroom space and other services such as Community Network. The Center also makes a \$1M annual donation to the OSU Foundation for internationalization purposes. Costs are repaid to INTO University Partnerships (IUP) for marketing, centralized support services and an incentive fee. There are also costs for commissions paid to educational agents for student enrollments in the first year. Any remaining profit in the INTO OSU center at the end of the financial year is split 50/50 between IUP and the OSU Foundation.

To give an illustration of the tuition breakdown over the four-year life of an international undergraduate student at OSU who starts in the Undergraduate Pathway (UGPW) year, the gross tuition received from the student is split approximately as follows.

During the UG Pathway year:

- 50% goes to OSU for English and academic teaching costs, academic management and building leases;
- 23% to IUP for shared services, marketing and recruitment fees and management fees. This includes recruitment to and promotion of all OSU programs at graduate and undergraduate level as well as other centralized operational activities;
- 17% to INTO OSU to cover staff, overhead costs and taxes;
- 10% to education counsellors in commission and incentives.

During the remaining years of full UG study (both for those that progressed from the UGPW and those that directly enroll into the UG degree), the gross tuition received from a student recruited through an INTO network education counsellor is split approximately as follows:

- 86% to OSU;
- 6% to INTO OSU (used for OSU international recruitment activities and scholarships);
- 6% to IUP:
- 2% to education counsellors in commissions and incentives.

The revenues for OSU from FY11 through the current year (estimated) for students that progressed from the pathway programs to the university is about \$118.3M in gross tuition with \$81.7M net after fees, allocations to financial aid and budget for graduate remissions. Of that, \$10.3M went to colleges for differential tuition. Of the remaining \$71.3m, approximately 60% was distributed to academic units and the rest to support units.

The Director of Budget and Fiscal Planning has observed that the students brought to OSU through the INTO OSU partnership were a crucial part of supporting OSU through the recession allowing the university to hire faculty and improve facilities and operations when many other institutions were reducing programs. A large part of the investments made in those years came from growth in OSU's international student enrollments promoted through the partnership.

Appendix 1: Progression Statistics (at end winter term 2017)

Progression statistics: 2015-16 UG Pathway cohort (3-term Standard, 3-term Advanced and Accelerated). This table was created in May 2017 and is correct at the completion of winter term 2017.

Cohort	3 Term Pathway	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program	Total potential progression %
	Business	63	40	63%	7	75%	2	78%
	General	14	12	86%	1	93%	0	93%
	Science	11	10	91%	1	100%	0	100%
	Engineering	54	45	83%	1	85%	2	89%
	Computer Science	14	13	93%	0	93%	1	100%
Fall 2015 -	Food Science and Technology	3	2	67%	1	100%	0	100%
201601	Renewable Materials	1	1	100%	0	100%	0	100%
	Liberal Studies	10	9	90%	1	100%	0	100%
	Exercise and Sport Science	2	2	100%	0	100%	0	100%
	Public Policy	1	1	100%	0	-	-	-
	TOTAL	173	135	78%	12	85%	5	88%
	Business	33	25	76%	1	79%	2	85%
	General	17	16	94%	0	94%	0	94%
	Science	3	2	67%	0	67%	0	67%
	Engineering	26	20	77%	1	81%	1	85%
	Computer Science	-	-	-	-	-	-	-
Winter 2016 - 201602	Food Science and Technology	3	2	67%	0	67%	0	67%
	Renewable Materials	-	-	-	-	-	-	-
	Liberal Studies	6	4	67%	0	67%	1	83%
	Exercise and Sport Science	-	-	-	-	-	-	-

	Public Policy	1	1	100%	0	100%	0	100%
	TOTAL	89	70	79%	2	81%	4	85%
	Business	26	18	69%	0	69%	7	96%
	General	15	14	93%	0	93%	1	100%
	Science	-	-	-	-	-	-	-
	Engineering	-	-	-	-	-	-	-
	Computer Science	-	-	-	-	-	-	-
Spring 2016-	Food Science and Technology	1	1	100%	0	100%	0	100%
201603	Renewable Materials	-	-	-	-	-	-	-
	Liberal Studies	5	5	100%	0	100%	0	100%
	Exercise and Sport Science	-	-	-	-	-	-	-
	Public Policy	1	1	100%	0	100%	0	100%
	TOTAL	48	39	81%	0	81%	8	98%
GRAND T	OTAL	310	244	79%	14	83%	17	89%

Graduate Pathway progression 2015-2016 (3-term)

Cohort	3 Term Pathway	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program	Total potential progression %
	МВА	38	16	42%	11	71%	1	74%
	Chemical Engineering	9	4	44%	0	44%	0	44%
E. #	Civil Engineering	7	6	86%	0	86%	0	86%
Fall 2015	Comparative Health Science	1	1	100%	0	100%		100%
	Computer Science	24	21	88%	2	96%	0	96%
	Construction Engineering Mgt	5	4	80%	1	100%	0	100%

	Elect & Computer Engineering	16	16	100%	0	100%	0	100%
	Environmental Engineering	4	4	100%	0	100%	0	100%
	Industrial Engineering	4	3	75%	0	75%	0	75%
	Mechanical Engineering	17	15	88%	0	88%	0	88%
	TOTAL	125	90	72%	14	83%	1	84%
Winter	MBA	18	4	22%	3	39%	2	50%
2016	TOTAL	18	4	22%	3	39%	2	50%
Spring 2016	No Spring Starts	-	-	-	-	-	-	-
GRAND TOTAL		143	94	66%	17	78%	3	80%

Graduate Pathway progression 2015-2016 (Accelerated)

Cohort	Accelerated Pathway	Total first term enrollment	Total Progressed to OSU	Total % Progressed to OSU	Progressed to other US Institution	Minimum % Progressed to OSU or other US Institution	Potential progressors continuing in Pathway program	Total potential progression %
	Computer Science - 1 Term	5	5	100%	0	100%	0	100%
Fall 2015	Elect & Computer Engineering - 1 Term	5	5	100%	0	100%	0	100%
	Total	10	10	100%	0	100%	0	100%
Winter 2016	No Winter Starts	-	-	-	-	-	-	-
	Computer Science - 1 Term	1	1	100%	0	100%	0	100%
Spring 2016	Elect & Computer Engineering - 1 Term	2	2	100%	0	100%	0	100%
	MBA - 2 Term	1	1	100%	0	100%	0	100%
	TOTAL	4	4	100%	0	100%	0	100%
GRAND TOTAL		14	14	100%	0	100%	0	100%

Appendix 2: OSU Insitutional Research Report (Fall 2016 data pull)

International Graduates: Average GPA at Graduation and Average Time to Degree by Academic Year

This report was developed during the 2016-2017 academic year. It is expected that this report will be produced and updated each year during fall term.

INTERNATIONAL FRESHMAN

		All		Co	llege of Business		College of Engineering		
Graduation	Number of	Average	Average GPA	Number of	Average	Average GPA	Number of	Average	Average GPA
Year	Bachelor's degrees	Time to Degree	at Graduation	Bachelor's degrees	Time to Degree	at Graduation	Bachelor's degrees	Time to Degree	at Graduation
2009-10	34	4.6	3.25	5	5.2	3.02	9	4.6	3.15
2010-11	36	4.6	3.31	7	4.3	3.49	9	5.0	3.16
2011-12	42	4.8	3.13	11	5.1	3.00	20	4.7	3.19
2012-13	44	4.7	3.17	8	4.3	3.14	15	4.9	3.08
2013-14	67	4.8	3.25	18	5.2	3.08	30	4.6	3.35
2014-15	98	4.5	3.27	30	4.5	3.26	52	4.6	3.29
2015-16	86	4.7	3.27	17	4.4	3.12	50	4.8	3.35

PATHWAYS

PROGRESSORS		All		Co	llege of Business		Colle	ege of Engineering	S
Graduation	Number of	Average	Average GPA	Number of	Average	Average GPA	Number of	Average	Average GPA
Year	Bachelor's degrees	Time to Degree*	at Graduation	Bachelor's degrees	Time to Degree*	at Graduation	Bachelor's degrees	Time to Degree*	at Graduation
2009-10									
2010-11									
2011-12									
2012-13	12	3.0	3.27	8	3.0	3.40	2	3.0	3.00
2013-14	60	3.3	3.08	46	3.2	3.10	8	3.7	3.09
2014-15	108	3.5	3.12	64	3.5	3.08	19	3.6	3.26
2015-16	113	3.6	3.11	57	3.4	3.16	29	3.9	3.13

^{*}Average time to degree does not include time spent in the Pathway

NTL MBA and MENG		All		Colleg	e of Business (MB	A)	College	of Engineering(ME	NG)
Graduation	Number of	Average	Average GPA	Number of	Average	Average GPA	Number of	Average	Average GPA
Year	Master's degrees	Time to Degree	at Graduation	Master's degrees	Time to Degree	at Graduation	Master's degrees	Time to Degree	at Graduation
2009-10									
2010-11	16	2.0	3.41	9	1.8	3.33	7	2.1	3.50
2011-12	17	1.7	3.49	7	1.9	3.39	10	1.6	3.58
2012-13	25	2.4	3.43	9	2.1	3.46	16	2.5	3.42
2013-14	19	2.1	3.36	4	2.0	3.32	15	2.2	3.37
2014-15	22	2.2	3.50	4	2.2	3.45	18	2.2	3.52
2015-16	36	2.1	3.50	10	1.9	3.43	26	2.1	3.53

Pathways MBA and MENG

		All		Colleg	e of Business (MB	A)	College	of Engineering(ME	ENG)
Graduation	Number of	Average Time	Average GPA	Number of	Average Time	Average GPA	Number of	Average	Average GPA
Year	Master's degrees	to Degree*	at Graduation	Master's degrees	to Degree	at Graduation	Master's degrees	Time to Degree	at Graduation
2009-10									
2010-11	2	1.0	3.46	2	1.0	3.46			
2011-12	7	1.3	3.32	6	1.3	3.32	1	1.0	3.32
2012-13	31	1.7	3.40	25	1.7	3.37	6	1.5	3.50
2013-14	80	1.8	3.38	43	1.8	3.35	37	1.7	3.40
2014-15	84	1.8	3.41	39	2.0	3.33	45	1.8	3.49
2015-16	139	1.8	3.35	53	2.0	3.33	86	1.7	3.36

^{*} Graduate Pathway students will earn between 0 and 12 graduate credits during their Pathway year thereby potentially shortening time to graduation

Note: Institutional Research Definitions

Graduation year is the academic year for students who graduated with the first Bachelor's or Master's Degree

Time to Degree: Time-to-degree formula = GradTerm – PastTerm + 0.5. GradTerm is the first term that the student was awarded a Bachelor's or a Master's degree. PastTerm is the first enrolled term as degree seeking undergraduates or Master's students. The Time to Degree units are elapsed years calibrated so that a person entering in a fall term and graduating in the following spring term is counted as having taken 1 year to graduate. If that person graduated in the summer term, the calculation would be 1.25 years to graduate.

Average GPA at Graduation is calculated by using the total of TERM_OSU_QUALITY_POINTS and total of TERM_OSU_GPA_HOURS at the student degree level earned from the first term of their enrollment until the Bachelor's or Master's degree was awarded.

PATHWAYS identifies international students that had a Pathways (student type code Z or W) prior to the start of their degree seeking status.

International Degree Seeking Retention and Graduation Rates by Academic Year Cohort and Entering Student Type

Cohort year is based on first academic term in degree seeking status, summer to spring.

Retention and graduation rates are computed in the standard fashion, but are determined on the fall term of the entering cohort year.

For example, a student that entered as a new freshman in spring 2014 and enrolled in fall 2014 is counted as retained in one year.

Pathways identifies international students that had a Pathways (student type code Z or W) prior to the start of their degree seeking status;

INTL FRESHMA	N	Ye	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Ye	ar 6	Ye	ar 7	Ye	ear 8	
	Enrolled in the 2nd year from Original															Original
Cohort Year	Cohort	Retained	Graduated	Cohort												
1993-94	76	67	0	59	6	20	41	5	56	3	59	0	61	0	61	83
1994-95	66	55	0	50	3	23	27	6	40	0	47	0	47	0	47	79
1995-96	49	43	0	37	5	19	17	4	32	3	36	1	38	0	38	66
1996-97	45	42	0	36	7	21	22	5	38	0	42	0	43	1	43	54
1997-98	43	35	0	32	2	18	15	6	24	6	28	2	32	1	33	53
1998-99	51	44	0	43	0	20	24	2	39	3	40	0	43	0	43	61
1999-00	53	46	1	44	1	26	18	9	34	1	40	0	41	1	41	63
2000-01	44	38	0	35	3	21	15	8	31	1	36	1	36	1	36	55
2001-02	48	38	1	31	3	12	21	4	28	0	32	0	32	0	32	53
2002-03	46	38	1	32	4	19	15	5	29	1	32	1	33	0	34	48
2003-04	29	27	0	25	1	10	14	4	21	1	23	1	24	0	25	33
2004-05	26	22	0	18	1	8	11	4	15	2	17	2	18	1	19	29
2005-06	28	21	0	22	1	17	4	6	14	3	18	3	19	1	20	30
2006-07	60	52	0	47	1	24	21	9	36	3	44	0	44	0	45	68
2007-08	64	53	0	47	3	30	20	9	39	3	45	1	46	1	47	77
2008-09	64	58	0	50	1	29	16	10	36	4	42	4	45			71
2009-10	119	99	0	89	3	52	31	17	62	5	73					136
2010-11	93	80	0	74	1	47	32	19	56							115
2011-12	91	77	0	71	2	40	32									105
2012-13	70	65	0	61	3											79
2013-14	66	61	0													73
2014-15	75															85

PW PROGRESS	ORS	Ye	ar 2	Ye	ar 3	Yea	ar 4	Ye	ar 5	Yea	ar 6	Ye	ar 7	Υe	ear 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	0														
2010-11	90	77	0	70	0	46	21	10	54	2	61				
2011-12	150	138	0	114	0	68	42	24	87						
2012-13	122	114	0	104	1	59	42								
2013-14	186	169	0	146	2										
2014-15	257	233	0												

INTL MBA and	MENG	Yea	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Yea	ar 6	Ye	ar 7	Ye	ar 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	8	7	1	1	7	0	8	0	8	0	8				
2010-11	18	13	5	6	12	1	17	0	18	0	18				
2011-12	19	13	5	5	11	2	15	0	17						
2012-13	18	13	3	3	13	1	15								
2013-14	24	17	2	9	9										
2014-15	28	23	2												

PATHWAYS

MBA and MEN	G	Yea	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Yea	ar 6	Ye	ar 7	Ye	ear 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	0														
2010-11	4	2	2	0	4	0	4	0	4	0	4				
2011-12	47	38	6	13	31	3	41	2	42						
2012-13	98	89	6	18	77	5	90								
2013-14	127	109	8	30	83										
2014-15	198	177	0												

RATES

INTL FRESHMA	N	Ye	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Ye	ar 6	Ye	ar 7	Ye	ear 8
	Enrolled in														
	the 2nd														
	year from														
	Original														
Cohort Year	Cohort	Retained	Graduated												
1993-94	76	88%	0%	78%	8%	26%	54%	7%	74%	4%	78%	0%	80%	0%	80%
1994-95	66	83%	0%	76%	5%	35%	41%	9%	61%	0%	71%	0%	71%	0%	71%
1995-96	49	88%	0%	76%	10%	39%	35%	8%	65%	6%	73%	2%	78%	0%	78%
1996-97	45	93%	0%	80%	16%	47%	49%	11%	84%	0%	93%	0%	96%	2%	96%
1997-98	43	81%	0%	74%	5%	42%	35%	14%	56%	14%	65%	5%	74%	2%	77%
1998-99	51	86%	0%	84%	0%	39%	47%	4%	76%	6%	78%	0%	84%	0%	84%
1999-00	53	87%	2%	83%	2%	49%	34%	17%	64%	2%	75%	0%	77%	2%	77%
2000-01	44	86%	0%	80%	7%	48%	34%	18%	70%	2%	82%	2%	82%	2%	82%
2001-02	48	79%	2%	65%	6%	25%	44%	8%	58%	0%	67%	0%	67%	0%	67%
2002-03	46	83%	2%	70%	9%	41%	33%	11%	63%	2%	70%	2%	72%	0%	74%
2003-04	29	93%	0%	86%	3%	34%	48%	14%	72%	3%	79%	3%	83%	0%	86%
2004-05	26	85%	0%	69%	4%	31%	42%	15%	58%	8%	65%	8%	69%	4%	73%
2005-06	28	75%	0%	79%	4%	61%	14%	21%	50%	11%	64%	11%	68%	4%	71%
2006-07	60	87%	0%	78%	2%	40%	35%	15%	60%	5%	73%	0%	73%	0%	75%
2007-08	64	83%	0%	73%	5%	47%	31%	14%	61%	5%	70%	2%	72%	2%	73%
2008-09	64	91%	0%	78%	2%	45%	25%	16%	56%	6%	66%	6%	70%		
2009-10	119	83%	0%	75%	3%	44%	26%	14%	52%	4%	61%				
2010-11	93	86%	0%	80%	1%	51%	34%	20%	60%						
2011-12	91	85%	0%	78%	2%	44%	35%								
2012-13	70	93%	0%	87%	4%										
2013-14	66	92%	0%												
2014-15	75														

PW PROGRESSORS

		Ye	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Ye	ar 6	Ye	ar 7	Ye	ear 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	0														
2010-11	90	86%	0%	78%	0%	51%	23%	11%	60%	2%	68%				
2011-12	150	92%	0%	76%	0%	45%	28%	16%	58%						
2012-13	122	93%	0%	85%	1%	48%	34%								
2013-14	186	91%	0%	78%	1%										
2014-15	257	91%	0%												

INTL MBA and	MENG	Ye	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Yea	ar 6	Ye	ar 7	Ye	ar 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	8	88%	13%	13%	88%	0%	100%	0%	100%	0%	100%				
2010-11	18	72%	28%	33%	67%	6%	94%	0%	100%	0%	100%				
2011-12	19	68%	26%	26%	58%	11%	79%	0%	89%						
2012-13	18	72%	17%	17%	72%	6%	83%								
2013-14	24	71%	8%	38%	38%										
2014-15	28	82%	7%												

PATHWAYS

MBA and MEN	G	Ye	ar 2	Ye	ar 3	Ye	ar 4	Ye	ar 5	Ye	ar 6	Ye	ar 7	Ye	ear 8
Cohort Year	Cohort	Retained	Graduated												
2009-10	0														
2010-11	4	50%	50%	0%	100%	0%	100%	0%	100%	0%	100%				
2011-12	47	81%	13%	28%	66%	6%	87%	4%	89%						
2012-13	98	91%	6%	18%	79%	5%	92%								
2013-14	127	86%	6%	24%	65%										
2014-15	198	89%	0%												