Massey University

Massey University Policy Guide

INTERNATIONAL STUDENT FEE SCHOLARSHIPS AND DISCOUNT POLICY

Section	International
Contact	International Office
Last Review	October 2009
Next Review	October 2010
Approval	SLT 09/10/221 (DRAFT)

Purpose:

To protect the integrity of the International Tuition Fee Structure by standardising the practice of discounting fees through scholarships, concessions, and other financial arrangements with partner institutions.

Policy:

The following principles will apply when Massey staff or Colleges negotiate articulation, twinning, or off-shore delivery agreements with partner institutions:-

- Fee discounting is not intended to become the norm, and should only be utilised to facilitate agreements with reputation-enhancing partner institutions
- All communications with prospective students should clearly state the relevant tuition fees payable.

In the case of articulation or twinning agreements, the following discounting options apply:-

- 10% fee discounts are permissible where cohorts of 10 or more students are enrolled as part of a twinning or articulation agreement with a single partner institution
- For student cohorts of 20 or more students from a single partner institution, a discount not exceeding 15% of the full fee is permissible
- In circumstances where a “scholarship” is created on the basis of numbers of students enrolled, the scholarship may be awarded only on the basis of academic merit, in accordance with pre-established criteria. In all other circumstances the term “fee discount” will apply.
- Where a special case is made, in which student group enrolments at the margin from a partner institution can be handled profitably on lower income per student, specific agreement on the fee level and distribution of income is required between the College Pro-Vice Chancellor, the RCE (Albany and International) and the AVC (FISC).

In the case of overseas course or programme delivery agreements with partner institutions, full fees should normally be charged. Where it is financially viable for Massey to offer discounted fees requested as part of a negotiation with a prospective partner, the following discounting maxima apply:-

- For programmes delivered by Massey University staff, tuition fees should be no lower than 80% of the full International Programme tuition fee
- For programmes delivered extramurally, tuition fees should be no lower than 70% of the full International Programme tuition fee

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Definitions:

In terms of this policy the following definitions apply:

Definitions are as per the Policy Relating to the International Delivery of Qualifications

Audience:

All staff

Relevant legislation:

Education Act 1989 and Amendments

Legal compliance:

None

Related procedures / documents:

Policy relating to the International Delivery of Qualifications
Procedures for Distance Education Offerings to International Students Overseas
Guidelines for Distance Education Offerings to International Students Overseas
Equivalence Policy
Process for the Establishment of New Off-Shore Academic Agreements
Process relating to the Renewal of Expired Off-Shore Academic Agreements
Creation of Contracts Policy
Delegations of Authority Document

Document Management Control:

Prepared by: Professor John Raine
Authorised by: AVC Academic and International
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