

## INTERNATIONAL STUDENT FEE SCHOLARSHIPS AND DISCOUNT POLICY

<b>Section</b>	International
<b>Contact</b>	International Office
<b>Last Review</b>	October 2009
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<b>Approval</b>	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

## 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:

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