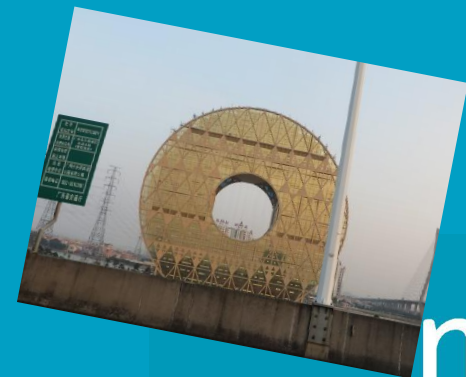


Connecting People through Education





nmit

Nelson Marlborough Institute of Technology
Te Whare Wānanga o Te Tau Ihu o Te Waka a Maui

NMIT in China



- **Since 2004**
- **7 University Partners**
- **5 majors**
- **1250 students in China**
- **20 NMIT teachers to China each year**
- **Multiple teaching models**
 - 4-12 week blocks
- **Recruit 70 Chinese students to NMIT**

NMIT Strategy



- Partnership model
- Build on Nelson Regional Strengths
- “Quick happen”
- China Government Policy (10 year plan)
 - Vocational
 - Transfer of Expertise
- Ambassador Scholarships
- Confucius Institute
- Community involvement

HBPU - Huangshi

Nelson Sister City (1995)



and Design
Programme

0 students living on campus

- Intake 120 pa
- NMIT teaches 6 courses plus English
- HBPU teaches 10 courses
- Bilingual teaching model
- Professional Development
- Appo Hocton Scholarship



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Sister City Advantages

- Faster approval
- Strong Huangshi support
- More flexible attitude
- Increased credibility with parents



Education Challenges

- Hierarchical / dual leadership
- English language
- Rote and repeat learning style
- Chinese education is a journey



Mentoring is invaluable

Learnings

- The contract is only the start
- Expectations of Graduates differ from ours
- Don't confuse English ability with academic ability or Trust
- Be prepared to act quickly
- Keep good notes
- “The roots are intertwined”
- It is all about **Guanxi**

