

29 March 2019

[Redacted]

Withheld under s9(2)(a) of the Official Information Act

Dear [Redacted], Withheld under s9(2)(a) of the Official Information Act

I refer to your official information request, received by Education New Zealand (ENZ) on 1 March 2019. This response relates to your request, as follows:

***I request a copy of all correspondence and communications from 13 February 2019 to 20 February 2019 concerning international perceptions of the announced vocational education reforms, especially in China.***

The following table summarises our decision on the release of the documents within the scope of your request that are held by ENZ. Unless publicly available, the phone numbers of individuals have been withheld from all documents under s9(2)(a) to protect the privacy of natural persons.

Please note that references to an “urgent request from the Minister” in some emails from Annabel Robertson are in error, and were the result of a misunderstanding of internal ENZ communications. For clarity, the Minister of Education did not direct (urgently or otherwise) ENZ to seek the views of international education providers on the Review of Vocational Education proposal announced on 13 February 2019.

Description	Notes
Note by Angela Meredith (ENZ) re conversation with Kara Hudson (Minister Hipkins’ office) on 14 February 2019.	
Email from Kara Hudson to Angela Meredith (dated 14 February 2019). Subject: 1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019	Email and attached meeting agenda.
Email from Angela Meredith to Kara Hudson (dated 14 February 2019). Subject: 1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019	Email and attached meeting agenda.
Email from Angela Meredith to Charles Finny, Grant McPherson, John Goulter, Paul Irwin and Belinda Himiona (dated 15 February 2019). Subject: ENZ monthly meeting with Minister Hipkins on 19 February 2019: agenda	Email and attached meeting agenda.
Emails between Angela Meredith and John Goulter (dated 14 & 15 February 2019). Subject: For review: Have you seen anything about the Review of Vocational Education in our international markets	

Email from Angela Meredith to ENZ staff based offshore and Business Development Managers (dated 15 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	
Email between Angela Meredith and Greg Scott (dated 15 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	
Email between Angela Meredith and Amy Rutherford (dated 15 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	
Email between Angela Meredith, Andy Walker and Jo Keane (dated 15 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	Information withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
Email between Jo Keane, Richard Kyle, Sahinde Pala, James Dalmer, Lucy Johnston and Carole van Grondelle (dated 15 February 2019). Subject: Early indications of responses to RoVE from industry and offshore markets	Information withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
Email between Mel Blake-Palmer and Greg Scott (dated 18 February 2019). Subject: RoVE	
Email between Jo Keane and Greg Scott (dated 15-18 February 2019). Subject: Early indications of responses to RoVE from industry and offshore markets	
Email between Jo Keane and Annabel Robertson (dated 15-18 February 2019). Subject: Early indications of responses to RoVE from industry and offshore markets	Information withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
Email between Jo Keane, John Mollo and John Laxon (dated 15-18 February). Subject: Early indications of responses to RoVE from industry and offshore markets	
Email between Angela Meredith, Ana Azevedo and Jayiera Visedo (dated 15-19 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	
Email between Jo Keane, Mel Blake-Palmer, James Dalmer and Angela Meredith (dated 19 February). Subject: Summary of early indications of responses to RoVE from industry and offshore markets	
Email between Angela Meredith and Margaret Low (dated 15-19 February 2019). Subject: Have you seen anything about the Review of Vocational Education in our international markets	

Email from Angela Meredith to John Goulter (dated 20 February 2019). Subject: Draft notes from the ENZ meeting with Minister Hipkins	Material outside of the scope of this request has been redacted.
Email between Greg Scott and Annabel Robertson (dated 14 February 2019). Subject: Supply side intel – a starter for 10 on questions	
Email from Jo Keane to ENZ Industry Development team and Dan Smidt (dated 15-18 February 2019). Subject: Early indications of responses to RoVE from industry and offshore markets	
Email from Annabel Robertson to Kathy McLaren and Kim Crosland (dated 18 February 2019). Subject: Request from the Minister's office – China and RoVE	
Email from Annabel Robertson to Kathy McLaren and Kim Crosland (dated 18 February 2019). Subject: FW: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm	
Email from Annabel Robertson to Lester Khoo (dated 18 February 2019). Subject: Hello and an urgent request from the Minister's office.	
Email from Annabel Robertson to Miranda Herbert (dated 18 February 2019). Subject: China and RoVE and a catch up on last week.	
Email between Annabel Robertson and PTE (dated 18 February 2019). Subject: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm	Material outside of the scope of this request has been redacted. Names withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
Email between Annabel Robertson and PTE (dated 18 February 2019). Subject: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm	Material outside of the scope of this request has been redacted. Names withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
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Email between Annabel Robertson and PTE (dated 18 February 2019). Subject: International Reference	Material outside of the scope of this request has been redacted.



<p>Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	<p>Name withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.</p>
<p>Email between Annabel Robertson and PTE (dated 18 February 2019). Subject: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	<p>Name withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.</p>
<p>Email between Annabel Robertson and PTE (dated 18 February 2019). Subject: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	<p>Name withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.</p>
<p>Email between Annabel Robertson and Frances Little (dated 18 and 19 February 2019). Subject: Hello and an urgent request from the Minister's office</p>	
<p>Email between Annabel Robertson and Clare Bradley (dated 18 February 2019). Subject: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	
<p>Email between Kara Hudson and John Goulter (dated 20 February). Subject: FW: Hipkins concerned for vocational reform damage to international student market especially China</p>	
<p>Email from Angela Meredith to John Goulter (dated 20 February). Subject: FW: Have you seen anything about the Review of Vocational Education in our international markets</p>	
<p>Email from John Goulter to Kara Hudson (dated 20 February 2019). Subject: Intelligence query</p>	
<p>Email from Annabel Robertson to Carole van Grondelle (dated 20 February). Subject: Fwd: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	
<p>Email from Jo Keane to John Goulter (dated 20 February). Subject: Fwd: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45 pm</p>	



Email from Angela Meredith to Carole van Grondelle (dated 20 February 2019). Subject: RoVE feedback provided to Angela and Mel – exact text	
Email from John Goulter to Kara Hudson (dated 20 February 2019). Subject: Media response	
Email from John Goulter to Kara Hudson (dated 20 February). Subject: FW: Hipkins concerned for vocational reform damage to international student market especially China	
Email from Charles Finny to Grant McPherson and John Goulter (dated 13 February 2019). Subject: ITP Int students.	
Email between Jo Keane and Beth Knowles (dated 18 February 2019). Subject: RoVE proposals - ITPI	
Email between Greg Scott, James Dalmer and Jo Keane (dated 18 February 2019). Subject: RoVE proposals – ITPI	
Email between John Laxon and Shelly Xu (dated 18 February 2019). Subject: NZ – China Weekly Monitoring Report – Feb 2 to Feb 15	
Email between Jo Keane, John Mollo and Emmet McElhatton (dated 14-18 February 2019). Subject: Reform of Vocational Education consultation announced	
Email between Jo Keane and ITP (dated 18 and 19 February 2019). Subject: Quick question re China enrolment numbers for 2019	Material outside of the scope of this request has been redacted. Information withheld under s9(2)(ba)(i) to prevent prejudice of the supply of information subject to an obligation of confidence.
Email from Nicole Baird to Philippa Brown (dated 20 February 2019). Subject: Tohu RoVE questions	
Email from John Laxon, ENZ to Betty Xiao, ENZ (dated 20 February 2019). Subject: China team chat follow-up	This email contains one bullet point within the scope of this request. The relevant excerpt is provided as a clipping below.
<ul style="list-style-type: none"> <li>We do expect that there will be some concern from prospective students about the proposed changes, and would be interested in UCoL’s perspectives on the changes and any initial feedback they have received from stakeholders in China.</li> </ul>	

In preparing this information release, ENZ has considered the public interest considerations in section 9(1) of the Official Information Act.

You have the right to seek an investigation and review by the Ombudsman of this decision. Information about how to make a complaint is available at [www.ombudsman.parliament.nz](http://www.ombudsman.parliament.nz) or

freephone 0800 802 602. If you wish to discuss this decision with us, please feel free to contact Angela Meredith, Accountability Manager on 04 913 9597 or [angela.meredith@enz.govt.nz](mailto:angela.meredith@enz.govt.nz)

Please note, Education New Zealand now proactively publishes OIA responses. Your name and contact details will be removed from this response before it is published on our website.

Yours sincerely,



John Goulter  
Acting Chief Executive  
Education New Zealand

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Material not within the scope of the request

Kara - add item to  
agenda  
around int.  
landing of  
ROVE - early  
int: indications

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**From:** [Kara Hudson](#)  
**To:** [Angela Meredith](#); [ENZ Ministerials](#)  
**Cc:** [John Goulter](#)  
**Subject:** 1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx  
**Date:** Thursday, 14 February 2019 2:39:16 PM  
**Attachments:** [1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx](#)

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HI team

The Office would like to add an item to the agenda – I've added a possible title for it but could you tidy up the title as needed – basically, we're after any indications as to how RoVE announcements have landed or are landing overseas – has anything come up (etc etc).

May be a short item if nothing much yet.

Thanks  
Kara

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# Education New Zealand monthly meeting agenda

Tuesday 19 February at 5.15pm  
Executive Wing, Room 6.3 The Beehive

## Attendees

Minister Hipkins, Charles Finny, Grant McPherson, John Goulter, Paul Irwin, Belinda Himiona (MoE), Angela Meredith, Kara Hudson

## Items for discussion:

- Reform of Vocational Education: international indications / landing
- [REDACTED]
- [REDACTED]

Material is outside the scope of this OIA request

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**From:** [ENZ Ministerials](#)  
**To:** [Kara Hudson](#); [ENZ Ministerials](#)  
**Cc:** [John Goulter](#)  
**Subject:** RE: 1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx  
**Date:** Thursday, 14 February 2019 2:45:00 PM  
**Attachments:** [1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx](#)  
[image003.jpg](#)

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Kia ora Kara

Just a slight change to the name of the agenda item.

**Angela Meredith**  
Accountability Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand  
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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)  
Phone numbers withheld under s9(2)(a) of the Official Information Act

---

**From:** Kara Hudson <Kara.Hudson@parliament.govt.nz>  
**Sent:** Thursday, 14 February 2019 2:39 PM  
**To:** Angela Meredith <Angela.Meredith@enz.govt.nz>; ENZ Ministerials <ENZ.Ministerials@enz.govt.nz>  
**Cc:** John Goulter <John.Goulter@enz.govt.nz>  
**Subject:** 1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx

Hi team

The Office would like to add an item to the agenda – I've added a possible title for it but could you tidy up the title as needed – basically, we're after any indications as to how ROVE announcements have landed or are landing overseas – has anything come up (etc etc).

Maybe a short item if nothing much yet.

Thanks  
Kara

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# Education New Zealand monthly meeting agenda

Tuesday 19 February at 5.15pm  
Executive Wing, Room 6.3 The Beehive

## Attendees

Minister Hipkins, Charles Finny, Grant McPherson, John Goulter, Paul Irwin, Belinda Himiona (MoE), Angela Meredith, Kara Hudson

## Items for discussion:

- Reform of Vocational Education: early international indications
- [REDACTED]
- [REDACTED]

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**From:** [Angela Meredith](#)  
**To:** [charles@sul.co.nz](mailto:charles@sul.co.nz); [Grant McPherson](#); [John Goulter](#); [Paul Irwin](#); [Belinda Himiona \(Belinda.Himiona@education.govt.nz\)](mailto:Belinda.Himiona@education.govt.nz)  
**Subject:** ENZ monthly meeting with Minister Hipkins on 19 February 2019: agenda  
**Date:** Friday, 15 February 2019 1:18:00 PM  
**Attachments:** [1819-124 ENZ Monthly Ministerial Meeting Agenda 19 February 2019.docx](#)  
[image003.png](#)  
[image004.jpg](#)

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Kia ora

Please find attached the agenda for the ENZ meeting with Minister Hipkins at 5.15pm on Tuesday 19 February 2019.

The Minister's office requested the addition of the first agenda item so that ENZ can update the Minister regarding how the proposed vocational education changes are being seen in our international education markets. Grant/John will outline ENZ's strategy day and Paul will talk about the student experience digital portal.

thanks

**Angela Meredith**  
Accountability Manager



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<https://enz.govt.nz/signature/banners/strategy.png>



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# Education New Zealand monthly meeting agenda

Tuesday 19 February at 5.15pm  
Executive Wing, Room 6.3 The Beehive

## Attendees

Minister Hipkins, Charles Finny, Grant McPherson, John Goulter, Paul Irwin, Belinda Himiona (MoE), Angela Meredith, Kara Hudson

## Items for discussion:

- Reform of Vocational Education: early international indications
- [REDACTED]
- [REDACTED]

Material is outside the scope of this OIA request

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**From:** [John Goulter](#)  
**To:** [Angela Meredith](#)  
**Subject:** Re: For review: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Friday, 15 February 2019 9:58:24 AM  
**Attachments:** [image003.png](#)  
[image004.jpg](#)

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Hi Angela

I don't really need to review this, but as I have the opportunity you might want to give people a bit more specific pointers, such as:

What have been the main queries?  
Are there questions about whether they should still be recruiting internationally?  
What about existing partnerships/contracts?  
Have any markets or regions raised specific concerns or issues?

Hope that's helpful

John

Sent from my iPhone

On 14/02/2019, at 5:16 PM, Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)> wrote:

Hi John

Below is my draft email to the International offshore and Industry Development teams seeking anything from them for the Minister's meeting next week. Can you please review it,

Thanks  
Angela

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update on any early indications of how the Review of Vocational Education (RoVE) is being seen in our international markets. Can you please send my anything that you hear or see by Tuesday morning (NZ time).

thanks

**Angela Meredith**  
Accountability Manager

<image004.jpg> Level 5 Lambton House, 160 Lambton Quay  
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Phone numbers withheld under s9(2)(a) of the Official Information Act

<image003.png>

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**From:** [Angela Meredith](#)  
**To:** [Alanna Dick](#); [Amy Rutherford](#); [Ana Azevedo](#); [Ben Burrowes](#); [Betty Xiao](#); [Chortip Pramoolpol](#); [Desiree Lee](#); [Felix Ye](#); [Jane Liu](#); [Javiera Visedo](#); [John Laxon](#); [Jugnu Roy](#); [Karmela Christy](#); [Kyungah Lee](#); [Lewis Gibson](#); [Margaret Low](#); [Misa Kitaoka](#); [Mohsen Sawlan](#); [Monika Chaudhary](#); [Olga Elli](#); [Shailaja Vora](#); [Shelly Xu](#); [Siddharth Iyer](#); [Suzan Mozher](#); [Tam Ngo](#); [Van Banh](#); [Andy Walker](#); [Annabel Robertson](#); [Greg Scott](#); [Jo Keane](#); [Mary Camp](#); [Richard Kyle](#); [Sahinde Pala](#); [Samantha Davies](#)  
**Subject:** Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Friday, 15 February 2019 10:31:28 AM  
**Attachments:** [image003.png](#)  
[image004.jpg](#)  
[image003.jpg](#)

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Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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Phone numbers withheld under s9(2)(a) of the Official Information Act

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**From:** [Angela Meredith](#)  
**To:** [Greg Scott](#)  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Friday, 15 February 2019 10:43:00 AM  
**Attachments:** [image001.jpg](#)  
[image006.jpg](#)

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Hi Greg

That would be good.

**Angela Meredith**  
Accountability Manager



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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

Phone numbers withheld under s9(2)(a) of the Official Information Act

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**From:** Greg Scott  
**Sent:** Friday, 15 February 2019 10:36 AM  
**To:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Cc:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets

Hi Angela,

Assume it would also be useful for any indications of what the IE sector is saying and that ID team could forward these to you.

I've also asked Andy to agenda this for Tuesday am ID meeting

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**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 10:31 AM  
**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary <[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher <[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>  
**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

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- Are there questions about whether they should still be recruiting internationally?



- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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**From:** [Amy Rutherford](#)  
**To:** [Angela Meredith](#)  
**Cc:** [Lisa Futschek](#); [Alanna Dick](#); [Lewis Gibson](#); [Julian Ashby](#)  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Friday, 15 February 2019 11:18:10 AM  
**Attachments:** [image002.png](#)  
[image004.jpg](#)  
[image005.jpg](#)

Hi Angela

I haven't seen anything in US media, but I did have a meeting with representatives from the Department of State Bureau of Educational and Cultural Affairs yesterday who were interested in the Review, and potential outcomes from it.

They were particularly interested in what one merged institution would "look" like, and suggested that next time he's in the States the Minister visit the [Florida College System](#), which they thought may be a similar model to what is being proposed (I haven't really looked into this yet, but after a quick glance at the website it seems the 28 community colleges of the Florida College System are locally governed but administrated centrally).

I'll let you know whether I hear anything more – I am speaking at the IIE Summit next week and it's possible something will come up then (but that's after the meeting with the Minister!).

Cheers

Amy

**Amy Rutherford**  
Regional Manager, North America and Europe  
Education New Zealand

Think New



Embassy of New Zealand  
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Washington, DC, 20008, USA

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**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>

**Sent:** Thursday, 14 February 2019 4:31 PM

**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary <[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher <[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>

**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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PO Box 12041, Wellington 6144, New Zealand  
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**From:** [Jo Keane](#)  
**To:** [Andy Walker](#); [Angela Meredith](#)  
**Cc:** [Greg Scott](#)  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Friday, 15 February 2019 11:48:05 AM  
**Attachments:** [image002.gif](#)  
[image001.jpg](#)

---

Hi Angela

As Andy mentioned, it is early days which would explain why some matters have not yet been raised, whilst still being important.

However, I think this is a good opportunity for us to highlight some of the key considerations for IE.

Can I suggest that we come back to you with a collated view from across the ID team by Tuesday morning?

Many thanks

**Jo Keane**  
Business Development Manager



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---

**From:** Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 10:41 AM  
**To:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Cc:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets

Hi Angela

The general chat around is actually far more positive than I expected. I was heartened by the changes that were made to the consultation document and fact sheets. They were far more positive and future focussed than the drafts, and I am sure this has helped. Very brief comments below which I will update if I hear anything more. The ID team sent specific emails to our Managed Customers yesterday so still early days.

Regards

Andy

---

**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 10:31 AM  
**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary <[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher

<[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>

**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries? *Wanting to get a sense of when/where the consultation meetings will be held (particularly in the South)*
- Are there questions about whether they should still be recruiting internationally? *Not been raised.*
- What about existing partnerships/contracts? *Not been raised*
- Have any markets or regions raised specific concerns or issues? *Initial feedback from [REDACTED] staff has been positive and can see potential opportunities*

thanks

**Angela Meredith**  
Accountability Manager



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**From:** [Sahinde Pala](#)  
**To:** [James Dalmer](#); [Lucy Johnston](#); [Carole van Grondelle](#)  
**Cc:** [Jo Keane](#)  
**Subject:** FW: Early indications of responses to RoVE from industry and offshore markets  
**Date:** Friday, 15 February 2019 2:13:46 PM  
**Attachments:** [image006.gif](#)  
[image001.jpg](#)  
[image003.jpg](#)

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Hi James et al

I'm forwarding on what I sent through to Jo and ID team just now, which you will receive anyway, but promised James to update post meeting with [REDACTED] today.

Any questions, let me know!

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Cheers

Sahinde

---

**From:** Sahinde Pala  
**Sent:** Friday, 15 February 2019 2:10 PM  
**To:** Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Hi All

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Have just returned from an interesting meeting with [REDACTED]. Top line, they are 50:50 positive negative with a lot of questions about what it means on a number of levels. Devil in the detail, as Richard said. The positive side is around the fact that they have had to be bailed out a number of times in the current model so perhaps this would be a positive move for them.

We discussed current comms re ROVE – it seems it would be beneficial to reiterate positive messages our off-shore staff in particular can provide to agents:

- Students will still receive quality tuition
- Student support services are still in place
- You can still enrol students (although I think we both agreed this wasn't necessarily going to mean agents would continue enrolling!)
- Students can still finish their courses and receive their qualification

From an international perspective they are very concerned about agents being given as positive a message as possible.

Many thanks

Sahinde

---

**From:** Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 11:58 AM  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Main thing I've heard is that broadly supportive but devil is in the detail and that is still to come. So a bit wary re post consultation decisions...

Richard Kyle

Business Development Manager

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**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Sent:** Friday, 15 February 2019 11:55 AM

**To:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>

**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>

**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi Team

The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets, covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

The International Team are also onto this but with your ears to the ground, could you please let me know any feedback/comments (via industry contacts) by COB Monday?

Many thanks in advance

**Jo Keane**

Business Development Manager



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## Melanie Blake-Palmer

---

**From:** Greg Scott  
**Sent:** Monday, 18 February 2019 11:01 AM  
**To:** Melanie Blake-Palmer  
**Subject:** RE: RoVE

Hi Mel,  
Sorry to hear this.  
Yes, responses from my team have gone to Angela directly.  
I'll look now at what I've received

---

**From:** Melanie Blake-Palmer <Melanie.Blake-Palmer@enz.govt.nz>  
**Sent:** Monday, 18 February 2019 10:59 AM  
**To:** Greg Scott <Greg.Scott@enz.govt.nz>; Lisa Futschek <Lisa.Futschek@enz.govt.nz>  
**Subject:** RoVE

Mōrena,

Angela is away sick today but I believe she sent you (and possibly your teams) an email last week asking about industry and international reaction to the RoVE proposals. If you've replied, could you please forward me a copy? I've been asked to put together some talking points for Grant on this today.

Many thanks in advance

**Mel Blake-Palmer**  
Senior Advisor Governance



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PO Box 12041, Wellington 6144, New Zealand

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**From:** [Greg Scott](#)  
**To:** [Jo Keane](#)  
**Cc:** [Melanie Blake-Palmer](#)  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets  
**Date:** Monday, 18 February 2019 11:11:34 AM  
**Attachments:** [image001.gif](#)

---

Hi Jo,

Sorry about the emails flying!

I know you were getting a collated view of what industry is saying to us – with Angela away, can you check in with Melanie as she needs this for Grant by cob today. Please send draft to me also.

---

**From:** Jo Keane <Jo.Keane@enz.govt.nz>  
**Sent:** Friday, 15 February 2019 11:55 AM  
**To:** DL BD Team <DLBDTeam@enz.govt.nz>  
**Cc:** Dan Smidt <Dan.Smidt@enz.govt.nz>  
**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi Team

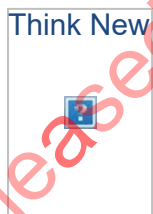
The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets, covering:

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- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

The International Team are also onto this but with your ears to the ground, could you please let me know any feedback/comments (via industry contacts) by COB Monday?

Many thanks in advance

**Jo Keane**  
Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

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**From:** [Jo Keane](#)  
**To:** [Dan Smidt](#)  
**Subject:** FW: Early indications of responses to RoVE from industry and offshore markets  
**Date:** Monday, 18 February 2019 3:49:00 PM  
**Attachments:** [image001.gif](#)

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...

**Jo Keane**  
Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

**P:** + 64 4 830 0804 **M:** + 64 [REDACTED] **E:** [jo.keane@enz.govt.nz](mailto:jo.keane@enz.govt.nz)  
Mobile number withheld under s9(2)(a) of the Official Information Act  
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---

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 3:40 PM  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

No – just that!

Cheers,

A

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 3:27 PM  
**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Hi Annabel

Did [REDACTED] say what the concerns were specifically? Name withheld under s9(2)(ba)(i) of the Official Information Act to prevent prejudice of the supply of information

Many thanks

**Jo Keane**  
Business Development Manager

Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand

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---

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 3:13 PM  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Hi Jo,

They are related to RoVE and the key contact is:

[REDACTED]

Name and contact details withheld under s9(2)(ba)(i) of the Official Information Act to prevent prejudice of the supply of information

[REDACTED]

Cheers,

A

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 3:03 PM  
**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Thank you Annabel.

Are you able to elaborate on the on-shore agent concerns? Are they related to the RoVE or ENZRA?

Many thanks

**Jo Keane**



## Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

**P:** + 64 4 830 0804 **M:** + 64 [REDACTED] **E:** [jo.keane@enz.govt.nz](mailto:jo.keane@enz.govt.nz)

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---

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 2:39 PM  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Hi Jo,

From [REDACTED] Name withheld under s9(2)(ba)(i) of the Official Information Act to prevent prejudice of the supply of information

Not too much from the offshore agents for the moment, the majority are the concerns from the onshore agents, kind like lost the confidence for the NZ education.

I was away on Friday, so my customers only received this today FYI

Cheers,

A

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 12:07 PM  
**To:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>  
**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets  
**Importance:** High

Hi Team

Many thanks to Andy, Sahinde and Richard for their feedback from providers – that's really helpful.

This is a wee reminder to get any additional feedback to me by COB today so that I can pass onto Angela and her team today.

Many thanks everyone

**Jo Keane**  
Business Development Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand

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---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Sent:** Friday, 15 February 2019 11:55 AM

**To:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>

**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>

**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi Team

The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets, covering:

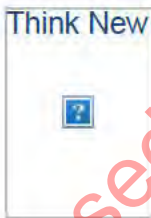
- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

The International Team are also onto this but with your ears to the ground, could you please let me know any feedback/comments (via industry contacts) by COB Monday?

Many thanks in advance

**Jo Keane**

Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

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**From:** [John Laxon](#)  
**To:** [John Mollo](#); [Julian Ashby](#)  
**Cc:** [Lisa Futschek](#)  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets  
**Date:** Monday, 18 February 2019 8:51:00 PM  
**Attachments:** [image001.gif](#)

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Hi team,

Quick update on this, have checked in with India and China teams.

Both teams confirmed no enquiries from agents or substantive pick-up as yet, although both markets identify this as a likely 'hot topic' for the March (China) and April (India) in-market events.

Kind regards,  
John

---

**From:** John Laxon  
**Sent:** Monday, 18 February 2019 1:10 PM  
**To:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>; Julian Ashby <[Julian.Ashby@enz.govt.nz](mailto:Julian.Ashby@enz.govt.nz)>  
**Cc:** Lisa Futschek <[Lisa.Futschek@enz.govt.nz](mailto:Lisa.Futschek@enz.govt.nz)>  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets

Hi John,

Yes Jo went out to teams on Friday about this

Will check with Jugnu about India later today, but I suspect the messaging is yet to really filter out. Nothing from our SEA markets as yet.

Kind regards,  
John

---

**From:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 10:38 AM  
**To:** John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Julian Ashby <[Julian.Ashby@enz.govt.nz](mailto:Julian.Ashby@enz.govt.nz)>  
**Cc:** Lisa Futschek <[Lisa.Futschek@enz.govt.nz](mailto:Lisa.Futschek@enz.govt.nz)>  
**Subject:** FW: Early indications of responses to RoVE from industry and offshore markets

Hi RD's

Just checking that you guys have also been asked to feed in on the below questions for a Minister's report in relation to RoVE?

Thanks,  
John

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Sent:** Monday, 18 February 2019 3:35 PM

**To:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>

**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi John

Thank you for getting info from G2G in relation to the questions below by COB today.

Much appreciated.

Cheers

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Sent:** Friday, 15 February 2019 11:55 AM

**To:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>

**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>

**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi Team

The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets, covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

The International Team are also onto this but with your ears to the ground, could you please let me know any feedback/comments (via industry contacts) by COB Monday?

Many thanks in advance

**Jo Keane**

Business Development Manager



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**From:** [Angela Meredith](#)  
**To:** [Javiera Visedo](#); [Ana Azevedo](#); [Amy Rutherford](#)  
**Cc:** [Julian Ashby](#)  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Tuesday, 19 February 2019 8:58:00 AM  
**Attachments:** [image005.png](#)  
[image006.jpg](#)  
[image001.jpg](#)

Kia ora

Thanks all for your comments.

**Angela Meredith**  
Accountability Manager



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---

**From:** Javiera Visedo  
**Sent:** Tuesday, 19 February 2019 5:10 AM  
**To:** Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Cc:** Julian Ashby <[Julian.Ashby@enz.govt.nz](mailto:Julian.Ashby@enz.govt.nz)>  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets

Hi Angela,

I was on leave last week!

I haven't received any inquires however we have 2 scholarships schemes with the Chilean government that have an ITP as partner so it would be great to know what kind of updates we will be providing them in a near future.

- Tecnicos para Chile (Ministry of Education) : Agreement with Wintec and OP
- Semillero Rural (Ministry of Agriculture): Agreement with OP

Last October we also had a delegation of Chilean ITPs and PTEs that were interested in establishing partnerships with NZ ITPs. I haven't chase this too much as I knew changes were coming (we also gave them heads up on this).

No much activity/ inquiries from Colombia.

February is still a holiday month in Chile so no much activity. March could be busier, we also have a new Ambassador arriving tomorrow to Chile. It would be great to know what kind of information has been sent to Posts by MFAT on this theme, in case they are asked about these changes.

Cheers,  
Javi

Javiera Visedo  
Senior Market Development Manager  
Education New Zealand

T: + [REDACTED] Phone number withheld under s9(2)(a) of the Official Information Act

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**From:** Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>  
**Sent:** Thursday, 14 February 2019 7:15 PM  
**To:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Cc:** Julian Ashby <[Julian.Ashby@enz.govt.nz](mailto:Julian.Ashby@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets

Hi Angela,

So far I haven't received any enquiries but I write again before the meeting

Cheers  
Ana

**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Sent:** Thursday, 14 February 2019 7:31 PM  
**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary <[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher <[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>  
**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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Phone numbers withheld under s9(2)(a) of the Official Information Act



**From:** [Jo Keane](#)  
**To:** [Angela Meredith](#)  
**Subject:** Re: Summary of early indications of responses to RoVE from industry and offshore markets  
**Date:** Tuesday, 19 February 2019 10:19:41 AM  
**Attachments:** [image004.gif](#)  
[image001.jpg](#)

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Thank you very much for sharing Angela

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**From:** Angela Meredith <angela.meredith@enz.govt.nz>  
**Sent:** Tuesday, February 19, 2019 9:48 AM  
**To:** Melanie Blake-Palmer  
**Cc:** Karstein Noremark; Jo Keane; James Dalmer  
**Subject:** RE: Summary of early indications of responses to RoVE from industry and offshore markets

Hi Mel

The Americas team has reported no media activity about it. However Amy reports that she met with representatives from the Department of State Bureau of Educational and Cultural Affairs who were interested in the Review and the potential outcomes from it. They were particularly interested in what one merged institution would “look” like, and suggested that next time he’s in the States the Minister visit the Florida College System, which they thought may be a similar model to what is being proposed.

No other international teams have come back with anything

#### Angela Meredith

Accountability Manager



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PO Box 12041, Wellington 6144, New Zealand  
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**From:** Jo Keane  
**Sent:** Tuesday, 19 February 2019 9:40 AM  
**To:** James Dalmer <James.Dalmer@enz.govt.nz>  
**Cc:** Karstein Noremark <Karstein.Noremark@enz.govt.nz>; Angela Meredith <Angela.Meredith@enz.govt.nz>  
**Subject:** FW: Summary of early indications of responses to RoVE from industry and offshore markets

FYI thanks

#### Jo Keane

Business Development Manager

Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand

Think New

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**From:** Jo Keane

**Sent:** Monday, 18 February 2019 4:15 PM

**To:** Melanie Blake-Palmer <[Melanie.Blake-Palmer@enz.govt.nz](mailto:Melanie.Blake-Palmer@enz.govt.nz)>

**Cc:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>

**Subject:** Summary of early indications of responses to RoVE from industry and offshore markets

Hi Melanie

As per our chat just now, the general take on things is that it is too early to tell. News has not gone to international markets and back to providers/us yet. Also everyone is aware that the devil is in the detail and that is still to come.

John Mollo is talking to G2G about co-developing messaging for overseas institutional partners. They anticipate concerns here and John is trying to get these captured and sent through by COB today.

However, we have had some feedback from a small handful of providers

ITPs:

- Too early for conversations with agents
- 50:50 positive/negative with a lot of questions
- Positive move for those providers that have been bailed out under current model (some of them a number of times)
- Some agents will be wary of centralisation of admissions and enrolments
- Expecting at least two years of lower levels of international student enrolments before brand awareness of potential new provider is gained and admissions/enrolments are operating well
- Very concerned about agents being given as positive a message as possible. Request for strengthened messaging around, particularly for agents:
  - Students will still receive quality tuition
  - Student support services are still in place
  - You can still enrol students
  - Students can still finish their courses and receive their qualification

PTEs

- Aware of opportunities for PTEs in the proposal, but also aware of the risks.
- Onshore agents starting to lose confidence
- Questions being asked by ITENZ of their members:
  - What programmes will you be delivering? Will they/should they be approved and/or developed by the new Industry Skills Body and is that OK? if not why not?
  - Could you be involved in managing a work based training contract, if this is to be removed from the existing ITO function? PTEs are certainly considered in the proposal as providers - this means that the Government is consulting on whether workplace training should be delivered through PTEs, wananga and

the New Zealand Institute of Skills and Technology.

- If the funding decisions are driven by the ISBs is that going to be a risk to your PTE? i.e. If the ISB decides there should be a certain amount of funding for hospitality and one of their functions is advising the TEC on what to purchase, could this impact on you?
- If there are changes to the funding system to help enable the changes proposed for provider roles and the creation of a New Zealand Institute of Skills and Technology, what would you like to see?

I will send additional feedback through if we receive it before tomorrow morning.

Many thanks

**Jo Keane**

Business Development Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand

**P:** + 64 4 830 0804 **M:** + 64 [REDACTED] **E:** [jo.keane@enz.govt.nz](mailto:jo.keane@enz.govt.nz)

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**From:** [Angela Meredith](#)  
**To:** [Margaret Low](#)  
**Cc:** [Desiree Lee](#)  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Tuesday, 19 February 2019 3:58:00 PM  
**Attachments:** [image001.jpg](#)  
[image002.jpg](#)  
[image009.jpg](#)

Hi Margaret

Thanks for letting me know.

**Angela Meredith**  
Accountability Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand  
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Phone numbers withheld under s9(2)(a) of the Official Information Act

---

**From:** Margaret Low  
**Sent:** Tuesday, 19 February 2019 3:58 PM  
**To:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Cc:** Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>  
**Subject:** RE: Have you seen anything about the Review of Vocational Education in our international markets

Hi Angela

I only heard from an ENZRA. His concern is whether they should continue recruiting international students for next year. Anyway, I just saw Jo Keane's email to the ENZRAs regarding the review and that should answer his question.

Kind regards

**Margaret Low**  
Education Advisor



New Zealand High Commission, Level 21, Menara IMC  
No.8, Jalan Sultan Ismail, 50250 Kuala Lumpur  
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**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 5:31 AM  
**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary



<[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher <[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>

**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

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**From:** [Angela Meredith](#)  
**To:** [John Goulter](#)  
**Subject:** Draft notes from the ENZ meeting with Minister Hipkins  
**Date:** Wednesday, 20 February 2019 12:55:00 PM  
**Attachments:** [image003.png](#)  
[image004.jpg](#)

---

Kia ora John

Below are my draft notes from the meeting yesterday. Can you please review the notes before I send them to Kara.

Material not within the scope of the request

Review of Vocational Education (RoVE)

- ENZ is keeping an eye on any international media/reporting or feedback from prospective international students and agents, but it is probably too early to tell how the proposals are being seen.
- The Ministry of Education is talking about RoVE at the ENZ peak body meeting next week.
- ENZ will not start new major pieces of work with the ITP sector while the review is underway but will continue to support ongoing work.
- ENZ indicated that it would like to be part of the transition process [after final decisions are made] so that international education is integrated and is not seen as an "add-on".
- When the RoVE outcome is known, ENZ needs to be ready to leverage it internationally.
- ENZ will continue to work with MoE on RoVE.
- **Action:** ENZ will continue to monitor international media and reporting.

thanks

**Angela Meredith**  
Accountability Manager

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<https://enz.govt.nz/signature/banners/strategy.png>



**From:** [Annabel Robertson](#)  
**To:** [Greg Scott](#)  
**Subject:** RE: Supply side intel - a starter for 10 on questions  
**Date:** Thursday, 14 February 2019 5:09:00 PM

---

I'll be on leave so will circulate Mon?

Yep & no responses yet. Will add in to outlook ooo

-----Original Message-----

From: Greg Scott <Greg.Scott@enz.govt.nz>  
Sent: Thursday, 14 February 2019 5:08 PM  
To: Annabel Robertson <Annabel.Robertson@enz.govt.nz>  
Subject: Re: Supply side intel - a starter for 10 on questions

Hi Annabel

Good catch up this morning. I'll come back first thing tomorrow with feedback. If you can hold off until then.

Just also checking if you've been able to send the RoVE email to MC's and if any response you've received?

Sent from my iPhone

> On 14/02/2019, at 4:38 PM, Annabel Robertson <Annabel.Robertson@enz.govt.nz> wrote:

>

> Hi Greg,

>

> Happy for me to send this on to the team?

>

> Dear all,

>

> Please find attached a draft of the possible questions that we may want to ask industry to form our supply side intelligence. This is very much a working document so feel free to add in any comments, questions etc that you think would be appropriate – or not! We'll use this as a basis for a template for customer intel & test it with others in ENZ.

>

> Also, as we spoke about in the last team meeting, Greg and I are in discussions with NZTE re lessons we can take on board from NZTE's customer way. Would be good to hear your key questions/thoughts re NZTE. I drew up a strawman of a ENZ customer way & attach their segmentation criteria etc to prompt discussion!

>

>

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>

>

>

> Annabel Robertson

> Business Development Manager

> [cid:image001.jpg@01D0B7E8.266F2BE0]

>

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>

> Student Web:

> [www.studyinnewzealand.com](http://www.studyinnewzealand.com) <<https://apac01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.studyinnewzealand.com%2F&data=02%7C01%7Cjuli>>

> [a.innocente-jones%40vuw.ac.nz%7Ce7afd9305b2f434311cc08d63ddb17b0%7Ccfe63e236951427e8683bb84dcf1d20c%7C0%7C0%7C636764409923274245&sdata=Hu4xMxO12g%2FcSQ%2F3BovXoeE1QuunjfF%2FD3%2FGuBx%2B75Q%3D&reserved=0](http://a.innocente-jones%40vuw.ac.nz%7Ce7afd9305b2f434311cc08d63ddb17b0%7Ccfe63e236951427e8683bb84dcf1d20c%7C0%7C0%7C636764409923274245&sdata=Hu4xMxO12g%2FcSQ%2F3BovXoeE1QuunjfF%2FD3%2FGuBx%2B75Q%3D&reserved=0)

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- > Industry Web:
- > www.enz.govt.nz<https://apac01.safelinks.protection.outlook.com/?url=h
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- > Feb 2018.pptx> <image002.jpg>

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**From:** [Jo Keane](#)  
**To:** [DL BD Team](#)  
**Cc:** [Dan Smidt](#)  
**Subject:** RE: Early indications of responses to RoVE from industry and offshore markets  
**Date:** Monday, 18 February 2019 12:06:36 PM  
**Attachments:** [image001.gif](#)  
**Importance:** High

---

Hi Team

Many thanks to Andy, Sahinde and Richard for their feedback from providers – that's really helpful.

This is a wee reminder to get any additional feedback to me by COB today so that I can pass onto Angela and her team today.

Many thanks everyone

**Jo Keane**

Business Development Manager



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**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Sent:** Friday, 15 February 2019 11:55 AM

**To:** DL BD Team <[DLBDTeam@enz.govt.nz](mailto:DLBDTeam@enz.govt.nz)>

**Cc:** Dan Smidt <[Dan.Smidt@enz.govt.nz](mailto:Dan.Smidt@enz.govt.nz)>

**Subject:** Early indications of responses to RoVE from industry and offshore markets

Hi Team

The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets, covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

The International Team are also onto this but with your ears to the ground, could you please let me know any feedback/comments (via industry contacts) by COB Monday?

Many thanks in advance

**Jo Keane**

Business Development Manager



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**Sent:** Monday, 18 February 2019 1:55 PM  
**To:** Kathy Maclaren; Kim Crosland  
**Subject:** Request from the Minister's Office - China and RoVE

Hi Kim and Kathy,

We've just got a request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets**. They're hoping for comment by 3.45pm today.

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if could you help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?  
We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

Re international chatter about RoVE, we are interested in any unintended consequences – concerns from agents, negative perceptions re reform of education that you may have heard.

Anything you can inform us of in this regard by 3.45pm would be much appreciated!

Feel free to call me for any clarification.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



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**From:** [Annabel Robertson](#)  
**To:** [Kathy Maclaren](#); [Kim Crosland](#)  
**Subject:** FW: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 1:51:00 PM  
**Attachments:** [image001.jpg](#)

Hi Kim and Kathy,  
Feel free to send this on to your broader membership, should you see value in doing so.  
Kind regards,  
Annabel

**From:** Annabel Robertson  
**Sent:** Monday, 18 February 2019 1:51 PM  
**To:** Clare Bradley <clare.bradley@aspire2.ac.nz>; Kim Crosland <kim.crosland@itenz.co.nz>; Kathy Maclaren <Kathy.Maclaren@acgedu.com>; Richard Smith <richards@ais.ac.nz>; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <hamish@premierhairdressing.ac.nz>; ACG <richard.kensington@acgedu.com>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; Victoria Blood <Victoria@wecreate.org.nz>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; s.major@sae.edu; L3 Airline Academy (Hamilton <Michael.eastwood@l3t.com>; sophie.hawke@mediadesignschool.com; Dave Cameron <[REDACTED]>; Craig Musson <craig@nta.co.nz>

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if could you help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?

We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

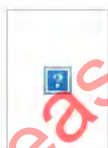
- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,  
Annabel

**Annabel Robertson**  
Business Development Manager



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**From:** [Annabel Robertson](#)  
**To:** "[Lester Khoo](#)"  
**Subject:** FW: Hello and an urgent request from the Minister's Office  
**Date:** Monday, 18 February 2019 2:22:00 PM  
**Attachments:** [image002.jpg](#)

---

Hi Lester,

How are you? I trust well and still re-energised and focused after your amazing break over Christmas.

On a pressing matter, we've just got a request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets**. They're hoping for comment by 3.45pm today.

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if you could help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?  
We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

Re international chatter about RoVE, we are interested in any unintended consequences — concerns from agents, negative perceptions re reform of education that you may have heard.

Anything you can inform us of in this regard by 3.45pm would be much appreciated, noting we have also gone out to Frances.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



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**From:** Annabel Robertson  
**Sent:** Monday, 18 February 2019 1:35 PM  
**To:** 'Miranda Herbert'  
**Subject:** China and RoVE and a catch up on last week

Hi Miranda,

How'd it all go last Thurs? Are you free this afternoon for a quick chat, I could pop in when I get my laptop cord?

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if could you help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?  
We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

Re international chatter about RoVE, we are interested in any unintended consequences – concerns from agents, negative perceptions re reform of education that you may have heard.

If you could send through any information before 3pm, it would be much appreciated.

Cheers,

Annabel

**Annabel Robertson**  
Business Development Manager



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**From:** [Redacted]  
**To:** [Annabel Robertson](#) **Names withheld under s9(2)(ba)(i) of the Official Information Act**  
**Cc:** [Redacted]  
**Subject:** Re: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 2:24:52 PM  
**Attachments:** [image001.jpg](#)

Not too much from the offshore agents for the moment, the majority are the concerns from the onshore agents, kind like lost the confidence for the NZ education.

Thanks

[Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**

**From:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>

**Date:** Monday, 18 February 2019 at 2:22 PM

**To:** [Redacted] >

**Cc:** [Redacted] >

**Names withheld under s9(2)(ba)(i) of the Official Information Act**

**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

*This email came from an external source.*

Dear [Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**

Thank you very much for this.

Have you heard anything concerning from your agents following the announcement of the review of the ITP sector?

Cheers,

Annabel

[Redacted]

[Redacted]

[Redacted]

[Redacted]

**Material not within the scope of the request**

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Name withheld under s9(2)(ba)(i) of the Official Information Act

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>

**Sent:** Monday, February 18, 2019 11:21 AM

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**To:** Clare Bradley; Kim Crosland; Kathy Maclaren; Richard Smith; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM; ACG; Darryn Melrose; Victoria Blood; Darryn Melrose; [s.major@sae.edu](mailto:s.major@sae.edu); L3 Airline Academy (Hamilton; Sophie A. Hawke; Dave Cameron; Craig Musson

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

*This email came from an external source.*

Good day all

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if you could help us with the following:

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We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel



**Annabel Robertson**  
Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141

M: + 64 [REDACTED] E: [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)

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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

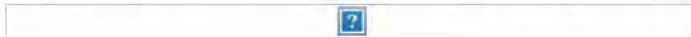
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**From:** [Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**  
**To:** [Annabel Robertson](mailto:Annabel.Robertson@enz.govt.nz)  
**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 3:53:20 PM  
**Attachments:** [image001.png](#)  
[image002.jpg](#)

Dear Annabel

**Name withheld under s9(2)(ba)(i) of the Official Information Act**

As stated earlier [Redacted] does NOT offer Vocational Education qualifications and therefore cannot help with the Ministerial enquiry regarding Chinese student enrolment numbers for VET qualifications.

[Redacted]

**Material outside the scope of this request**

There have been no delays in processing of visas from China or Chinese students applying in New Zealand in 2019 which is consistent with 2018. No agents have expressed concern with Chinese students.

[Redacted]

**Name withheld under s9(2)(ba)(i) of the Official Information Act**

[Redacted]



---

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>

**Sent:** Monday, 18 February 2019 3:12 PM

**To:** [Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**

**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi [Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**

Thanks for coming back to me.

We're actually looking for numbers from China across the full spectrum of education provision – from schools through to postgraduate and all types of providers.

I am sorry I did not make that clear enough!

Kind regards,

Annabel

---

**From:** [Redacted] > **Name withheld under s9(2)(ba)(i) of the Official Information Act**

**Sent:** Monday, 18 February 2019 3:08 PM

**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>

**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by

3.45pm

Annabel

█ does not deliver Vocational Training qualifications to international students. Our qualifications are degree level in the area of ECE.

█

█  
█  
█  
█  
█  
█

Name withheld under s9(2)(ba)(i) of the Official Information Act

---

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>

**Sent:** Monday, 18 February 2019 2:01 PM

**To:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>; Kim Crosland <[kim.crosland@itenz.co.nz](mailto:kim.crosland@itenz.co.nz)>; Kathy Maclaren <[Kathy.Maclaren@acgedu.com](mailto:Kathy.Maclaren@acgedu.com)>; Richard Smith <[richards@ais.ac.nz](mailto:richards@ais.ac.nz)>; Selena Fox <[sfox@acgedu.com](mailto:sfox@acgedu.com)>; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <[hamish@premierhairdressing.ac.nz](mailto:hamish@premierhairdressing.ac.nz)>; ACG <[richard.kensington@acgedu.com](mailto:richard.kensington@acgedu.com)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; Victoria Blood <[Victoria@wecreate.org.nz](mailto:Victoria@wecreate.org.nz)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; s.major@sae.edu; L3 Airline Academy (Hamilton <[Michael.eastwood@l3t.com](mailto:Michael.eastwood@l3t.com)>; [sophie.hawke@mediadesignschool.com](mailto:sophie.hawke@mediadesignschool.com); Dave Cameron <[dave.cameron@nta.co.nz](mailto:dave.cameron@nta.co.nz)>; Craig Musson <[craig@nta.co.nz](mailto:craig@nta.co.nz)>

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Dear all,

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Annabel

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**From:** Annabel Robertson

**Sent:** Monday, 18 February 2019 1:51 PM

**To:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>; Kim Crosland <[kim.crosland@itenz.co.nz](mailto:kim.crosland@itenz.co.nz)>; Kathy Maclaren <[Kathy.Maclaren@acgedu.com](mailto:Kathy.Maclaren@acgedu.com)>; Richard Smith <[richards@ais.ac.nz](mailto:richards@ais.ac.nz)>; █ Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <[hamish@premierhairdressing.ac.nz](mailto:hamish@premierhairdressing.ac.nz)>; ACG <[richard.kensington@acgedu.com](mailto:richard.kensington@acgedu.com)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; Victoria Blood <[Victoria@wecreate.org.nz](mailto:Victoria@wecreate.org.nz)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; s.major@sae.edu; L3 Airline Academy (Hamilton <[Michael.eastwood@l3t.com](mailto:Michael.eastwood@l3t.com)>; [sophie.hawke@mediadesignschool.com](mailto:sophie.hawke@mediadesignschool.com); Dave Cameron <[dave.cameron@nta.co.nz](mailto:dave.cameron@nta.co.nz)>; Craig Musson <[craig@nta.co.nz](mailto:craig@nta.co.nz)>

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**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

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**From:** [REDACTED] **Name withheld under s9(2)(ba)(i) of the Official Information Act.**  
**To:** [Annabel Robertson](#)  
**Subject:** Re: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 3:25:09 PM  
**Attachments:** [image001.gif](#)  
[image002.jpg](#)

Hi Annabel

[REDACTED]  
[REDACTED]  
[REDACTED] **Material outside of the scope of this request**

We have not, as yet, had any queries from international agents about the RoVE.

So, really, not much to report on here!. But thought you'd still appreciate a response.

Cheers,

[REDACTED] **Name withheld under s9(2)(ba)(i) of the Official Information Act.**

cid:image001.gif@01D38F96.84D0F730



---

**From:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>

**Date:** Monday, 18 February 2019 at 1:51 PM

**To:** Clare Bradley <clare.bradley@aspire2.ac.nz>, Kim Crosland <kim.crosland@itenz.co.nz>, Kathy Maclaren <Kathy.Maclaren@acgedu.com>, Richard Smith <richards@ais.ac.nz>,

[REDACTED] "Premier Hairdressing Academy

1 Hamish McKay Industry Survey (CRM" <hamish@premierhairdressing.ac.nz>, ACG

<richard.kensington@acgedu.com>, Darryn Melrose <darrynm@whitecliffe.ac.nz>, Victoria Blood

<Victoria@wecreate.org.nz>, Darryn Melrose <darrynm@whitecliffe.ac.nz>, "s.major@sae.edu"

<s.major@sae.edu>, "L3 Airline Academy (Hamilton" <Michael.eastwood@l3t.com>,

"sophie.hawke@mediadesignschool.com" <sophie.hawke@mediadesignschool.com>, Dave Cameron

[REDACTED] Craig Musson <craig@nta.co.nz>

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

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Business Development Manager



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**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 4:10:45 PM  
**Attachments:** [image002.jpg](#)

Hi Annabel

[Redacted]

[Redacted]

[Redacted]

Material outside the scope of this request

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

I am not aware of any international feedback on ROVE to date.

Regards

[Redacted] **Name withheld under s9(2)(ba)(i) of the Official Information Act**



**From:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>  
**Sent:** Monday, 18 February 2019 2:01 PM  
**To:** Clare Bradley <clare.bradley@aspire2.ac.nz>; Kim Crosland <kim.crosland@itenz.co.nz>; Kathy Maclaren <Kathy.Maclaren@acgedu.com>; Richard Smith <richards@ais.ac.nz>; [Redacted]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <hamish@premierhairdressing.ac.nz>; ACG <richard.kensington@acgedu.com>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; Victoria Blood <Victoria@wecreate.org.nz>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; s.major@sae.edu; L3 Airline Academy (Hamilton <Michael.eastwood@l3t.com>; sophie.hawke@mediadesignschool.com; Dave Cameron <[Redacted]>; Craig Musson <craig@nta.co.nz>  
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**From:** Annabel Robertson  
**To:** [REDACTED] Name withheld under s9(2)(b)(i) of the Official Information Act.  
**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 4:16:00 PM  
**Attachments:** image001.png  
image003.jpg

Thanks [REDACTED]

---

**From:** [REDACTED] >  
**Sent:** Monday, 18 February 2019 4:11 PM  
**To:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>  
**Subject:** Re: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi Annabel – we're not seeing any decline here, I've also checked with [REDACTED] and they have't either....

Cheers,

Name withheld under s9(2)(b)(i) of the Official Information Act

[REDACTED]  
Name withheld under s9(2)(b)(i) of the Official Information Act.

cid:image003.png@01D4ADB5.F93939F0

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**From:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>  
**Date:** Monday, 18 February 2019 at 2:01 PM  
**To:** Clare Bradley <clare.bradley@aspire2.ac.nz>; Kim Crosland <kim.crosland@itenz.co.nz>; Kathy Maclaren <Kathy.Maclaren@acgedu.com>; Richard Smith <richards@ais.ac.nz>; [REDACTED] Withheld under s9(2)(a) of the Official Information Act  
<selena.fox@nztertiarycollege.ac.nz>; "Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM)" <hamish@premierhairdressing.ac.nz>; ACG <richard.kensington@acgedu.com>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; Victoria Blood <Victoria@wecreate.org.nz>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; "s.major@sae.edu" <s.major@sae.edu>; "L3 Airline Academy (Hamilton)" <Michael.eastwood@l3t.com>; "sophie.hawke@mediadesignschool.com" Withheld under s9(2)(a) of the Official Information Act  
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**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

We've just got an urgent request from the Minister's Office regarding China and early responses about how the Review of Vocational

**Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if you could help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?

We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by 3.45pm would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141

M: + 64 [REDACTED] E: [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)

Phone number withheld under s9(2)(a) of the Official Information Act.

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**From:** [Annabel Robertson](#)  
**To:** [REDACTED] **Name withheld under s9(2)(ba)(i) of the Official Information Act.**  
**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Monday, 18 February 2019 4:17:00 PM  
**Attachments:** [image001.jpg](#)

---

Hi [REDACTED]

I may have confused you here – this is just a report back on how the news of the review is being commented on internationally, not on the review itself, which is a separate process, with hopefully ample time for comment.

Best,

Annabel

**From:** [REDACTED] > **Name withheld under s9(2)(ba)(i) of the Official Information Act.**  
**Sent:** Monday, 18 February 2019 4:06 PM  
**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Subject:** Re: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Seems very unfair and un democratic..Surely we should have an input before he makes the decision.

Kind Regards,



On Mon, Feb 18, 2019 at 3:06 PM Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)> wrote:

Hi [REDACTED] **Name withheld under s9(2)(ba)(i) of the Official Information Act.**

The briefing of the Minister will happen first thing tomorrow, but this is something we'll regularly report on so send it on when you can..

Kind regards,

Annabel

**From:** [REDACTED] > **Name withheld under s9(2)(ba)(i) of the Official Information Act.**  
**Sent:** Monday, 18 February 2019 2:58 PM  
**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Subject:** Re: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi Annabelle,

Am certainly happy to reply to this survey questionnaire.I need to talk to my team.Are you really serious that we need to reply by 3.45 pm.I am in meetings all day and need to get a briefing from my international team.

Kind Regards,

On Mon, Feb 18, 2019 at 1:51 PM Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)> wrote:

Good day all

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if could you help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?

We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141

M: + 64 [REDACTED] E: [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)  
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**From:** [Frances Little](#)  
**To:** [Annabel Robertson](#)  
**Subject:** RE: Hello and an urgent request from the Minister's Office  
**Date:** Tuesday, 19 February 2019 9:08:44 PM  
**Attachments:** [image002.jpg](#)

---

Hi Annabel, yes it would be good to catch up, its Orientation this week and first week of semester the following week. It would be great to catch up the first week of March, let me know when you are free. Ed called in today and I gave him our update on China perceptions and numbers. Thanks Fran

---

**From:** Annabel Robertson <Annabel.Robertson@enz.govt.nz>  
**Sent:** Monday, 18 February 2019 1:39 PM  
**To:** Frances Little <frances.little@aut.ac.nz>  
**Subject:** Hello and an urgent request from the Minister's Office

Hi Fran,

How are you? And can we schedule a meeting in soon so that we can identify areas we can work together on over the coming year? I'm flexible (except Fridays) so let me know when suits you!

On a more urgent matter, we've just got a request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets**. They're hoping for comment by 3pm today.

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China. First time visas - students beginning their studies - have been down about 5% year on year across the board. But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if you could help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?  
We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

Re international chatter about RoVE, we are interested in any unintended consequences – concerns from agents, negative perceptions re reform of education that you may have heard.

Anything you can inform us of in this regard by 3pm would be much appreciated

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141  
Phone number withheld under s9(2)(a) of the Official Information Act  
**M:** + 64 [REDACTED] **E:** [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)

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**Web:** **MailScanner has detected a possible fraud attempt from "apac01.safelinks.protection.outlook.com" claiming to be [www.enz.govt.nz](http://www.enz.govt.nz)**  
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**From:** [Annabel Robertson](#)  
**To:** [Clare Bradley](#)  
**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Tuesday, 19 February 2019 1:25:00 PM  
**Attachments:** [image002.png](#)  
[image003.jpg](#)

Hi Clare,

Thank you for this – we appreciate the timeframes were awfully tight!

Kind regards,

Annabel

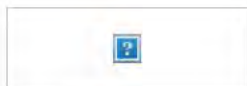
---

**From:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>  
**Sent:** Tuesday, 19 February 2019 11:48 AM  
**To:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi Annabel sorry I couldn't meet that tight timeframe – we don't have a large number of Chinese students but I am gathering some information for you and will send it through at some point today.

Cheers

Clare



**Clare Bradley**  
Chief Executive

m. +64 [REDACTED] 1484 [REDACTED]  
e. [clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)

Phone number withheld under s9(2)(a) of the Official Information Act.

20 Hobson Street, Auckland 1010, New Zealand  
PO Box 911312, Victoria Street West, Auckland 1142

[aspire2international.ac.nz](http://aspire2international.ac.nz)

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**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Sent:** Monday, February 18, 2019 2:01 PM  
**To:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>; Kim Crosland <[kim.crosland@itenz.co.nz](mailto:kim.crosland@itenz.co.nz)>; Kathy Maclaren <[Kathy.Maclaren@acgedu.com](mailto:Kathy.Maclaren@acgedu.com)>; Richard Smith <[richards@ais.ac.nz](mailto:richards@ais.ac.nz)>; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <[hamish@premierhairdressing.ac.nz](mailto:hamish@premierhairdressing.ac.nz)>; ACG <[richard.kensington@acgedu.com](mailto:richard.kensington@acgedu.com)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; Victoria Blood <[Victoria@wecreate.org.nz](mailto:Victoria@wecreate.org.nz)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; s.major@sae.edu; L3 Airline Academy (Hamilton <[Michael.eastwood@l3t.com](mailto:Michael.eastwood@l3t.com)>; [sophie.hawke@mediadesignschool.com](mailto:sophie.hawke@mediadesignschool.com); Dave Cameron <[REDACTED]> Craig Musson <[craig@nta.co.nz](mailto:craig@nta.co.nz)>

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**Subject:** RE: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Dear all,

Further to the below, if you could provide detail on the number of new and returning students, it would be much appreciated.

The total number of Chinese students can often mask changes in the pipeline, particularly at providers where the

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students may study for longer than a year.

Kind regards,

Annabel

---

**From:** Annabel Robertson

**Sent:** Monday, 18 February 2019 1:51 PM

**To:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>; Kim Crosland <[kim.crosland@itenz.co.nz](mailto:kim.crosland@itenz.co.nz)>; Kathy Maclaren <[Kathy.Maclaren@acgedu.com](mailto:Kathy.Maclaren@acgedu.com)>; Richard Smith <[richards@ais.ac.nz](mailto:richards@ais.ac.nz)>; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <[hamish@premierhairdressing.ac.nz](mailto:hamish@premierhairdressing.ac.nz)>; ACG <[richard.kensington@acgedu.com](mailto:richard.kensington@acgedu.com)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; Victoria Blood <[Victoria@wecreate.org.nz](mailto:Victoria@wecreate.org.nz)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; s.major@sae.edu; L3 Airline Academy (Hamilton <[Michael.eastwood@l3t.com](mailto:Michael.eastwood@l3t.com)>; [sophie.hawke@mediadesignschool.com](mailto:sophie.hawke@mediadesignschool.com); Dave Cameron <[\[REDACTED\]](mailto:[REDACTED])>; Craig Musson <[craig@nta.co.nz](mailto:craig@nta.co.nz)>

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

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- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141

**M:** + 64 [REDACTED] **E:** [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)

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**From:** [John Goulter](#)  
**To:** [Kara Hudson](#); [ENZ Ministerials](#); [Carole van Grondelle](#)  
**Cc:** [Ministerial Requests](#); [ministerial.requests@tec.govt.nz](mailto:ministerial.requests@tec.govt.nz); [GAVC Ministerials](#); [Belinda Himiona \(belinda.himiona@education.govt.nz\)](mailto:Belinda.Himiona@education.govt.nz); [andy.jackson \(andy.jackson@education.govt.nz\)](mailto:andy.jackson@education.govt.nz); [Vic Johns \(vic.johns@education.govt.nz\)](mailto:Vic.Johns@education.govt.nz); [Johnny Tramoundanas-Can](mailto:Johnny.Tramoundanas-Can@tec.govt.nz); [Belinda Birchall](mailto:Belinda.Birchall@tec.govt.nz); ["danni.williams@tec.govt.nz"](mailto:danni.williams@tec.govt.nz); [Angela Meredith](#)  
**Subject:** RE: Hipkins concerned for vocational reform damage to international student market especially China  
**Date:** Wednesday, 20 February 2019 2:04:43 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

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Hi Kara

Fuller response coming shortly

John

---

**From:** Kara Hudson <[Kara.Hudson@parliament.govt.nz](mailto:Kara.Hudson@parliament.govt.nz)>  
**Sent:** Wednesday, 20 February 2019 2:00 PM  
**To:** [ENZ Ministerials](#) <[ENZ.Ministerials@enz.govt.nz](mailto:ENZ.Ministerials@enz.govt.nz)>; [John Goulter](#) <[John.Goulter@enz.govt.nz](mailto:John.Goulter@enz.govt.nz)>; [Carole van Grondelle](#) <[Carole.vanGrondelle@enz.govt.nz](mailto:Carole.vanGrondelle@enz.govt.nz)>  
**Cc:** [Ministerial Requests](#) <[ministerial.requests@education.govt.nz](mailto:ministerial.requests@education.govt.nz)>; [ministerial.requests@tec.govt.nz](mailto:ministerial.requests@tec.govt.nz); [GAVC Ministerials](#) <[GAVC.Ministerials@education.govt.nz](mailto:GAVC.Ministerials@education.govt.nz)>; [Belinda Himiona \(belinda.himiona@education.govt.nz\)](mailto:Belinda.Himiona@education.govt.nz) <[belinda.himiona@education.govt.nz](mailto:belinda.himiona@education.govt.nz)>; [andy.jackson \(andy.jackson@education.govt.nz\)](mailto:andy.jackson@education.govt.nz) <[andy.jackson@education.govt.nz](mailto:andy.jackson@education.govt.nz)>; [Vic Johns \(vic.johns@education.govt.nz\)](mailto:Vic.Johns@education.govt.nz) <[vic.johns@education.govt.nz](mailto:vic.johns@education.govt.nz)>; [Johnny Tramoundanas-Can](mailto:Johnny.Tramoundanas-Can@tec.govt.nz) <[Johnny.Tramoundanas-Can@tec.govt.nz](mailto:Johnny.Tramoundanas-Can@tec.govt.nz)>; [Belinda Birchall](mailto:Belinda.Birchall@tec.govt.nz) <[Belinda.Birchall@tec.govt.nz](mailto:Belinda.Birchall@tec.govt.nz)>; ['danni.williams@tec.govt.nz'](mailto:danni.williams@tec.govt.nz) <[danni.williams@tec.govt.nz](mailto:danni.williams@tec.govt.nz)>; [Angela Meredith](mailto:Angela.Meredith@enz.govt.nz) <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Subject:** FW: Hipkins concerned for vocational reform damage to international student market especially China

Hi team

Could ENZ prepare material to respond to this. Please work with MoE and TEC to ensure consistency of RoVE messaging and work.

We need this by **3pm**.

Thanks  
Kara

---

**From:** Simon Collins <[Simon.Collins@nzme.co.nz](mailto:Simon.Collins@nzme.co.nz)>  
**Date:** Wednesday, 20 Feb 2019, 12:56 PM  
**To:** [Carole van Grondelle](mailto:carole.vangrondelle@enz.govt.nz) <[carole.vangrondelle@enz.govt.nz](mailto:carole.vangrondelle@enz.govt.nz)>, [Kate Barlow](mailto:Kate.Barlow@enz.govt.nz) <[kate.barlow@enz.govt.nz](mailto:kate.barlow@enz.govt.nz)>, [Lucy Johnston](mailto:Lucy.Johnston@enz.govt.nz) <[lucy.johnston@enz.govt.nz](mailto:lucy.johnston@enz.govt.nz)>, [Richard Trow](mailto:Richard.Trow@parliament.govt.nz) <[Richard.Trow@parliament.govt.nz](mailto:Richard.Trow@parliament.govt.nz)>, [Ranjani Ponnuchetty](mailto:Ranjani.Ponnuchetty@parliament.govt.nz) <[Ranjani.Ponnuchetty@parliament.govt.nz](mailto:Ranjani.Ponnuchetty@parliament.govt.nz)>  
**Subject:** Fw: Hipkins concerned for vocational reform damage to international student market especially China

Kia ora koutou,



Just received this from Shane Reti, not public yet until we run it.

Can Education NZ please tell me:

1. When did this email go out to the ENZ International Reference Group for PTEs? It's not clear whether it was Monday or yesterday?
2. What feedback did you receive about PTEs' likely international student numbers from China this year compared with last year?
3. What feedback did you receive about concerns in the international market about the proposed vocational education changes?
4. What is ENZ doing to minimise any damage in international markets from the RoVE reforms?

Can Minister Hipkins please tell me:

1. Why did you ask ENZ to seek market feedback on these two issues?
2. Why did you ask for feedback by 3.45pm on the same day?
3. What feedback did you receive on the two issues?
4. What are you doing to minimise any damage in international markets from the RoVE reforms?

As you can see, Shane Reti wants to release this generally as soon as we run it, so I need to get a story together as soon as possible. I would be grateful if you could get back to me by 5pm today.

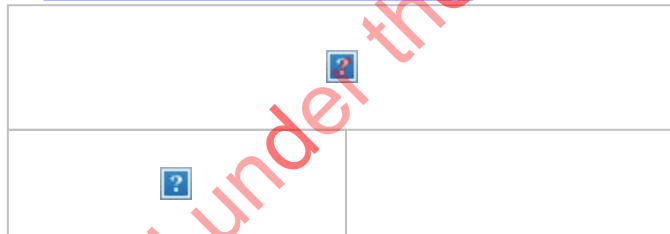
Thanks very much!  
Simon

SIMON COLLINS  
EDUCATION REPORTER

D: +64 9 373 6473 M: +64 21 901 036

E: [simon.collins@nzherald.co.nz](mailto:simon.collins@nzherald.co.nz)

W: [www.nzherald.co.nz/author/simon-collins](http://www.nzherald.co.nz/author/simon-collins)



---

**From:** Shane Reti <[Shane.Reti@parliament.govt.nz](mailto:Shane.Reti@parliament.govt.nz)>

**Sent:** Wednesday, 20 February 2019 11:57 AM

**To:** Simon Collins

**Cc:** [sreti@xtra.co.nz](mailto:sreti@xtra.co.nz)

**Subject:** Hipkins concerned for vocational reform damage to international student market especially China

Simon,

Good to speak with you earlier.

Here is the material that came to us, both in its original form and our transcription. It is much clearer in its original but jpg compression does this.

Here is the media release I will take out at a time still to be determined and we can co-ordinate that with you.

Let me know what works.

Regards

Shane

## Header - Tertiary Education, Skills and Employment



### Circle Tertiary



xx February 2019

## Vocational reforms could damage international student market

The Government is urgently seeking advice about negative international perceptions since announcing wide ranging vocational education reforms last week, National's Tertiary Education, Skills and Employment Spokesperson Shane Reti says.

In an email given to National, Education New Zealand urgently seeks advice from agents on behalf of Education Minister Chris Hipkins regarding China, and how the reviews are 'being seen in our international markets' and any off shore 'negative perceptions about New Zealand'.

"It is too late now for the Minister to be modelling the impact of the reforms on international students and too late to be singling out the Chinese market," Dr Reti says.

"International students are important to the regions and their recruitment is built on trust and

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relationships which are likely to be damaged when the centralised polytechnic takes over next year.

“The Minister should have thought about the implications on our international education market, which contributes \$5.1 billion to our economy, is our fourth biggest export earner and supports almost 50,000 jobs.”

**Media contact: Rachel Morton 0274279355**



Authorised by G Hamilton, 41 Pipitea St, Wellington

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**From:** [Angela Meredith](#)  
**To:** [John Goulter](#)  
**Cc:** [Carole van Grondelle](#)  
**Subject:** FW: Have you seen anything about the Review of Vocational Education in our international markets  
**Date:** Wednesday, 20 February 2019 1:43:00 PM  
**Attachments:** [image002.jpg](#)  
[image004.jpg](#)

Actual wording is below

**Angela Meredith**  
Accountability Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand  
P: + 64 4 [REDACTED] M: + 64 [REDACTED] E: [angela.meredith@enz.govt.nz](mailto:angela.meredith@enz.govt.nz)  
Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

Phone numbers withheld under s9(2)(a) of the Official Information Act.

---

**From:** Angela Meredith <[Angela.Meredith@enz.govt.nz](mailto:Angela.Meredith@enz.govt.nz)>  
**Sent:** Thursday, 14 February 2019 4:31 PM  
**To:** Alanna Dick <[Alanna.Dick@enz.govt.nz](mailto:Alanna.Dick@enz.govt.nz)>; Amy Rutherford <[Amy.Rutherford@enz.govt.nz](mailto:Amy.Rutherford@enz.govt.nz)>; Ana Azevedo <[Ana.Azevedo@enz.govt.nz](mailto:Ana.Azevedo@enz.govt.nz)>; Ben Burrowes <[Ben.Burrowes@enz.govt.nz](mailto:Ben.Burrowes@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Chortip Pramoolpol <[Chortip.Pramoolpol@enz.govt.nz](mailto:Chortip.Pramoolpol@enz.govt.nz)>; Desiree Lee <[Desiree.Lee@enz.govt.nz](mailto:Desiree.Lee@enz.govt.nz)>; Felix Ye <[Felix.Ye@enz.govt.nz](mailto:Felix.Ye@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>; Javiera Visedo <[Javiera.Visedo@enz.govt.nz](mailto:Javiera.Visedo@enz.govt.nz)>; John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>; Jugnu Roy <[Jugnu.Roy@enz.govt.nz](mailto:Jugnu.Roy@enz.govt.nz)>; Karmela Christy <[Karmela.Christy@enz.govt.nz](mailto:Karmela.Christy@enz.govt.nz)>; Kyungah Lee <[Kyungah.Lee@enz.govt.nz](mailto:Kyungah.Lee@enz.govt.nz)>; Lewis Gibson <[Lewis.Gibson@enz.govt.nz](mailto:Lewis.Gibson@enz.govt.nz)>; Margaret Low <[Margaret.Low@enz.govt.nz](mailto:Margaret.Low@enz.govt.nz)>; Misa Kitaoka <[misa.kitaoka@enz.govt.nz](mailto:misa.kitaoka@enz.govt.nz)>; Mohsen Sawlan <[Mohsen.Sawlan@enz.govt.nz](mailto:Mohsen.Sawlan@enz.govt.nz)>; Monika Chaudhary <[Monika.Chaudhary@enz.govt.nz](mailto:Monika.Chaudhary@enz.govt.nz)>; Olga Elli <[Olga.Elli@enz.govt.nz](mailto:Olga.Elli@enz.govt.nz)>; Shailaja Vora <[Shailaja.Vora@enz.govt.nz](mailto:Shailaja.Vora@enz.govt.nz)>; Shelly Xu <[Shelly.Xu@enz.govt.nz](mailto:Shelly.Xu@enz.govt.nz)>; Siddharth Iyer <[Siddharth.Iyer@enz.govt.nz](mailto:Siddharth.Iyer@enz.govt.nz)>; Suzan Mozher <[Suzan.Mozher@enz.govt.nz](mailto:Suzan.Mozher@enz.govt.nz)>; Tam Ngo <[Tam.Ngo@enz.govt.nz](mailto:Tam.Ngo@enz.govt.nz)>; Van Banh <[Van.Banh@enz.govt.nz](mailto:Van.Banh@enz.govt.nz)>; Andy Walker <[Andy.Walker@enz.govt.nz](mailto:Andy.Walker@enz.govt.nz)>; Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Mary Camp <[Mary.Camp@enz.govt.nz](mailto:Mary.Camp@enz.govt.nz)>; Richard Kyle <[Richard.Kyle@enz.govt.nz](mailto:Richard.Kyle@enz.govt.nz)>; Sahinde Pala <[Sahinde.Pala@enz.govt.nz](mailto:Sahinde.Pala@enz.govt.nz)>; Samantha Davies <[Samantha.Davies@enz.govt.nz](mailto:Samantha.Davies@enz.govt.nz)>  
**Subject:** Have you seen anything about the Review of Vocational Education in our international markets

Kia ora

On Tuesday 19 February, ENZ will have its monthly meeting with Minister Hipkins. The Minister would like a brief update from ENZ of any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?

thanks

**Angela Meredith**  
Accountability Manager



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PO Box 12041, Wellington 6144, New Zealand  
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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

Phone numbers withheld under s9(2)(a) of the Official Information Act.

**From:** [John Goulter](#)  
**To:** [Parliament - Kara Hudson](#)  
**Cc:** [Carole van Grondelle](#); [Greg Scott](#); [Jo Keane](#)  
**Subject:** Intelligence query  
**Date:** Wednesday, 20 February 2019 2:03:13 PM  
**Attachments:** [image001.jpg](#)

---

Hi Kara

In response to your query, here's the initial response

The Minister has not directed ENZ to seek the views of any providers or others about the international implications of RoVE or other policies. There is a formal consultation process underway, led by MOE, to gather the views of all parties.

As part of its normal intelligence gathering, ENZ is always talking to education providers about their needs, perspectives and issues.

There were two strands of intelligence that have come together here.

In response to the current focus and media coverage on the China relationship, ENZ was taking the pulse of key providers about early indications of China enrolments this year. It will be some months before official enrolment data is in, and we wanted to get an assessment of how the year has started. (That showed a mixed picture, with universities, in particular, generally seeing strong enrolments)

Earlier, our Industry team was, as it commonly does, gauging some initial reactions to the RoVE proposals. Specifically, we had internally asked the team for "any early indications regarding of how the Review of Vocational Education (RoVE) is being seen in our international markets. If you hear or see anything, can you let me know by Tuesday morning (NZ time) covering:

- What have been the main queries?
- Are there questions about whether they should still be recruiting internationally?
- What about existing partnerships/contracts?
- Have any markets or regions raised specific concerns or issues?"

We wanted to ensure we were in a position to understand the questions providers might have about international implications. We also wanted to be able to give the Minister an initial readout at our normal scheduled meeting with him.

The email you have referred to, went to ENZ's PTE reference group -- a group of international managers in PTEs who ENZ talks to frequently.

I am getting the distribution list for that email.

#### **Points for the Minister**

- It's normal business for ENZ to keep in touch with providers to ensure they are abreast of any questions, concerns or issues they may have
- ENZ off its own bat wanted to know how China enrolments were looking =, given the

focus on the issues

- ENZ's RoVE query was just meant to give a reading of questions or topics that international providers might have.

John

JOHN GOULTER | GENERAL MANAGER, STAKEHOLDERS & COMMUNICATIONS | EDUCATION NEW ZEALAND

T +64 4 [REDACTED] | M +64 [REDACTED] | E [john.goulter@enz.govt.nz](mailto:john.goulter@enz.govt.nz) | [WWW.ENZ.GOVT.NZ](http://WWW.ENZ.GOVT.NZ)

Phone numbers withheld under s9(2)(a) of the Official Information Act

cid:image002.jpg@01D44424.974A7E20



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**From:** [Annabel Robertson](#)  
**To:** [Carole van Grondelle](#)  
**Subject:** Fwd: International Reference Group any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Wednesday, 20 February 2019 2:06:10 PM  
**Attachments:** [image002.jpg](#)  
[ATT00001.htm](#)  
[RE Early indications of responses to RoVE from industry and offshore markets.msg](#)  
[ATT00002.htm](#)

Here's the full list of attendees on the international reference group and correspondence sent.

Kind regards

Annabel

Sent from my iPhone

Begin forwarded message:

**From:** Annabel Robertson <[Annabel.Robertson@enz.govt.nz](mailto:Annabel.Robertson@enz.govt.nz)>  
**Date:** 20 February 2019 at 1:52:07 PM NZDT  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Subject:** FW: International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi Jo,  
Here's the email I sent & the instructions.  
Kind regards,  
Annabel

**From:** Annabel Robertson  
**Sent:** Monday, 18 February 2019 1:51 PM  
**To:** Clare Bradley <[clare.bradley@aspire2.ac.nz](mailto:clare.bradley@aspire2.ac.nz)>; Kim Crosland <[kim.crosland@itenz.co.nz](mailto:kim.crosland@itenz.co.nz)>; Kathy Maclaren <[Kathy.Maclaren@acgedu.com](mailto:Kathy.Maclaren@acgedu.com)>; Richard Smith <[richards@ais.ac.nz](mailto:richards@ais.ac.nz)>; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <[hamish@premierhairdressing.ac.nz](mailto:hamish@premierhairdressing.ac.nz)>; ACG <[richard.kensington@acgedu.com](mailto:richard.kensington@acgedu.com)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; Victoria Blood <[Victoria@wecreate.org.nz](mailto:Victoria@wecreate.org.nz)>; Darryn Melrose <[darrynm@whitecliffe.ac.nz](mailto:darrynm@whitecliffe.ac.nz)>; s.major@sae.edu; L3 Airline Academy (Hamilton <[Michael.eastwood@l3t.com](mailto:Michael.eastwood@l3t.com)>; [sophie.hawke@mediadesignschool.com](mailto:sophie.hawke@mediadesignschool.com); Dave Cameron <[REDACTED]>; Craig Musson <[craig@nta.co.nz](mailto:craig@nta.co.nz)>

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of the Official Information  
Act

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

For more than a year now New Zealand has been seeing a downturn in overall first time visas from China.

First time visas - students beginning their studies - have been down about 5% year on year across the board.

But it hasn't been uniform — numbers of students coming to study at universities have stayed strong. We'd like to test this assertion, and wonder if could you help us with the following:

- What are your likely international student numbers from China for the start of 2019 and how does this compare with last year?

We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel

**Annabel Robertson**  
Business Development Manager

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of the Official  
Information Act

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**From:** [Jo Keane](#)  
**To:** [John Goulter](#)  
**Cc:** [Carole van Grondelle](#)  
**Subject:** Fwd: International Reference Group PFrom Subject Received Size Categories TE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm  
**Date:** Wednesday, 20 February 2019 2:09:23 PM  
**Attachments:** [RE Early indications of responses to RoVE from industry and offshore markets.msg](#)  
[image002.jpg](#)

---

Hi John

Here is the email from Annabel with email addresses.

It also went to Lester Khoo' <lester.khoo@aut.ac.nz>

Thank you

Jo

---

**From:** Annabel Robertson <annabel.robertson@enz.govt.nz>  
**Sent:** Wednesday, February 20, 2019 1:52 PM  
**To:** Jo Keane  
**Subject:** FW: International Reference Group PFrom Subject Received Size Categories TE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Hi Jo,

Here's the email I sent & the instructions.

Kind regards,

Annabel

---

**From:** Annabel Robertson  
**Sent:** Monday, 18 February 2019 1:51 PM  
**To:** Clare Bradley <clare.bradley@aspire2.ac.nz>; Kim Crosland <kim.crosland@itenz.co.nz>; Kathy Maclaren <Kathy.Maclaren@acgedu.com>; Richard Smith <richards@ais.ac.nz>; [REDACTED]; Premier Hairdressing Academy 1 Hamish McKay Industry Survey (CRM <hamish@premierhairdressing.ac.nz>; ACG <richard.kensington@acgedu.com>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; Victoria Blood <victoria@wecreate.org.nz>; Darryn Melrose <darrynm@whitecliffe.ac.nz>; s.major@sae.edu; L3 Airline Academy (Hamilton <Michael.eastwood@l3t.com>; sophie.hawke@mediadesignschool.com; Dave Cameron <[REDACTED]> Craig Musson <craig@nta.co.nz>

**Subject:** International Reference Group PTE sector: any comments you'd like to make to the Minister on falling Chinese student numbers or how RoVE has been perceived in international markets? Comments welcome by 3.45pm

Good day all

Withheld under s9(2)(a) of the Official Information Act

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Withheld under s9(2)(a) of the Official Information Act

We've just got an urgent request from the Minister's Office regarding **China** and early responses about **how the Review of Vocational Education (RoVE) is being seen in our international markets.**

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We'd welcome any comments you'd like to make on visa processing/conversion rates/ etc

- Regarding the international chatter about RoVE, we are interested in any unintended consequences i.e. concerns from agents, negative perceptions about New Zealand.

Anything you can inform us of in this regard by **3.45pm** would be much appreciated.

Feel free to call me for any clarification and if you'd like to be removed from the ENZ International Reference Group for PTEs.

Kind regards,

Annabel

### Annabel Robertson

Business Development Manager



Level 8, 139 Quay St, Auckland  
PO Box 5561, Wellesley Street, Auckland 1141

**M:** + 64 [REDACTED] **E:** [annabel.robertson@enz.govt.nz](mailto:annabel.robertson@enz.govt.nz)

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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)

Sign up <https://thebrandlab.enz.govt.nz>

| Sign up [to our e-news](#)

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**From:** [Angela Meredith](#)  
**To:** [Carole van Grondelle](#)  
**Cc:** [Melanie Blake-Palmer](#)  
**Subject:** RoVE feedback provided Angela and Mel - exact text  
**Date:** Wednesday, 20 February 2019 2:21:00 PM  
**Attachments:** [image003.png](#)  
[image002.jpg](#)

---

Hi Carole

This is in case you want the exact text of the emails sent to Mel and I regarding RoVE.

## **International team**

### **Feedback from Amy Rutherford, International (USA) (15 February)**

I haven't seen anything in US media, but I did have a meeting with representatives from the Department of State Bureau of Educational and Cultural Affairs yesterday who were interested in the Review, and potential outcomes from it.

They were particularly interested in what one merged institution would "look" like, and suggested that next time he's in the States the Minister visit the Florida College System, which they thought may be a similar model to what is being proposed (I haven't really looked into this yet, but after a quick glance at the website it seems the 28 community colleges of the Florida College System are locally governed but administrated centrally).

I'll let you know whether I hear anything more – I am speaking at the IIE Summit next week and it's possible something will come up then (but that's after the meeting with the Minister!).

### **Feedback from Ana Azevedo, International (Brazil) (15 February)**

So far I haven't received any enquiries but I write again before the meeting [No further feedback received]

### **Feedback from Javiera Visedo, International (Chile and Colombia) (19 February)**

I haven't received any inquires however we have 2 scholarships schemes with the Chilean government that have an ITP as partner so it would be great to know what kind of updates we will be providing them in a near future.

- Tecnicos para Chile (Ministry of Education): Agreement with Wintec and OP
- Semillero Rural (Ministry of Agriculture): Agreement with OP

Last October we also had a delegation of Chilean ITPs and PTEs that were interested in establishing partnerships with NZ ITPs. I haven't chase this too much as I knew changes were coming (we also gave them heads up on this). No much activity/ inquiries from Colombia.

February is still a holiday month in Chile so no much activity. March could be busier, we also have a new Ambassador arriving tomorrow to Chile. It would be great to know what kind of information has been sent to Posts by MFAT on this theme, in case they are asked about these changes.

### **Feedback from Margaret Low, International (Malaysia) (19 February)**

I only heard from an ENZRA. His concern is whether they should continue recruiting international students for next year. Anyway, I just saw Jo Keane's email to the ENZRAs regarding the review and that should answer his question.

## **Industry Development team**

### **Feedback from Andy Walker, Industry Development (15 February)**

The general chat around is actually far more positive than I expected. I was heartened by the changes that were made to the consultation document and fact sheets. They were far more positive and future focussed than the drafts, and I am sure this has helped. Very brief comments below which I will update if I hear anything more. The ID team sent specific emails to our Managed Customers yesterday so still early days.

### **Feedback via Jo (18 February)**

As per our chat just now, the general take on things is that it is too early to tell. News has not gone to international markets and back to providers/us yet. Also everyone is aware that the devil is in the detail and that is still to come.

John Mollo is talking to G2G about co-developing messaging for overseas institutional partners. They anticipate concerns here and John is trying to get these captured and sent through by COB today.

However, we have had some feedback from a small handful of providers

ITPs:

- Too early for conversations with agents

50:50 positive/negative with a lot of questions

- Positive move for those providers that have been bailed out under current model (some of them a number of times)
- Some agents will be wary of centralisation of admissions and enrolments
- Expecting at least two years of lower levels of international student enrolments before brand awareness of potential new provider is gained and admissions/enrolments are operating well
- Very concerned about agents being given as positive a message as possible. Request for strengthened messaging around, particularly for agents:
  - Students will still receive quality tuition
  - Student support services are still in place
  - You can still enrol students
  - Students can still finish their courses and receive their qualification

#### PTEs

- Aware of opportunities for PTEs in the proposal, but also aware of the risks.
- Onshore agents starting to lose confidence
- Questions being asked by ITENZ of their members:
  - What programmes will you be delivering? Will they/should they be approved and/or developed by the new Industry Skills Body and is that OK? if not why not?
  - Could you be involved in managing a work based training contract, if this is to be removed from the existing ITO function? PTEs are certainly considered in the proposal as providers - this means that the Government is consulting on whether workplace training should be delivered through PTEs, wananga and the New Zealand Institute of Skills and Technology.
  - If the funding decisions are driven by the ISBs is that going to be a risk to your PTE? i.e. If the ISB decides there should be a certain amount of funding for hospitality and one of their functions is advising the TEC on what to purchase, could this impact on you?
  - If there are changes to the funding system to help enable the changes proposed for provider roles and the creation of a New Zealand Institute of Skills and Technology, what would you like to see?

**Angela Meredith**  
Accountability Manager



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Student Web: [www.studyinnewzealand.com](http://www.studyinnewzealand.com) | Industry Web: [www.enz.govt.nz](http://www.enz.govt.nz)  
Phone number withheld under s9(2)(a) of the Official Information Act

<https://enz.govt.nz/signature/banners/strategy.png>



**From:** [John Goulter](#)  
**To:** [Kara Hudson](#)  
**Cc:** [Carole van Grondelle](#); [Belinda Himiona \(belinda.himiona@education.govt.nz\)](#); [Belinda Birchall](#)  
**Subject:** Media response  
**Date:** Wednesday, 20 February 2019 3:26:00 PM  
**Attachments:** [Fw Hipkins concerned for vocational reform damage to international student market especially China.msg](#)

---

Hello Kara

In response to the media query attached, ENZ proposed to go back to the journalist with the following. We think it best to keep it quite minimal:

**Education New Zealand, like all government agencies, talks regularly to its stakeholders and markets to understand their needs, issues and concerns. We talk to a range of stakeholders as part of our work. This is business as usual. The Minister did not direct Education New Zealand to seek the views of international providers. In relation to the Review of Vocational Education, there is a formal consultation process, led by the Ministry of Education, to do that.**

John

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**From:** [John Goulter](#)  
**To:** [Kara Hudson](#); [Richard Trow](#)  
**Cc:** [Carole van Grondelle](#)  
**Subject:** FW: Hipkins concerned for vocational reform damage to international student market especially China  
**Date:** Wednesday, 20 February 2019 4:59:00 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

---

Hi Kara

As requested –response that has gone to Simon Collins.

John

---

**From:** Carole van Grondelle <[Carole.vanGrondelle@enz.govt.nz](mailto:Carole.vanGrondelle@enz.govt.nz)>  
**Sent:** Wednesday, 20 February 2019 4:51 PM  
**To:** John Goulter <[John.Goulter@enz.govt.nz](mailto:John.Goulter@enz.govt.nz)>  
**Subject:** FW: Hipkins concerned for vocational reform damage to international student market especially China  
Final response to Simon Collins

---

**From:** Carole van Grondelle  
**Sent:** Wednesday, 20 February 2019 4:50 PM  
**To:** 'Simon Collins' <[Simon.Collins@nzme.co.nz](mailto:Simon.Collins@nzme.co.nz)>  
**Subject:** RE: Hipkins concerned for vocational reform damage to international student market especially China

Hi Simon,

Please attribute to John Goulter, GM Stakeholders and Communications.

Education New Zealand, like all government agencies, talks regularly to our stakeholders and markets to understand their needs, issues and concerns as part of our work. This is business as usual.

The Minister did not direct Education New Zealand to seek the views of international education providers. In relation to the Review of Vocational Education, there is a formal consultation process, led by the Ministry of Education, to do that.

Best wishes

Carole

---

**From:** Simon Collins <[Simon.Collins@nzme.co.nz](mailto:Simon.Collins@nzme.co.nz)>  
**Sent:** Wednesday, 20 February 2019 12:56 PM  
**To:** Carole van Grondelle <[Carole.vanGrondelle@enz.govt.nz](mailto:Carole.vanGrondelle@enz.govt.nz)>; Kate Barlow <[Kate.Barlow@enz.govt.nz](mailto:Kate.Barlow@enz.govt.nz)>; Lucy Johnston <[Lucy.Johnston@enz.govt.nz](mailto:Lucy.Johnston@enz.govt.nz)>; Richard Trow <[richard.trow@parliament.govt.nz](mailto:richard.trow@parliament.govt.nz)>; Ranjani Ponnuchetty <[ranjani.ponnuchetty@parliament.govt.nz](mailto:ranjani.ponnuchetty@parliament.govt.nz)>  
**Subject:** Fw: Hipkins concerned for vocational reform damage to international student market especially China

Kia ora koutou,

Just received this from Shane Reti, not public yet until we run it.

Can Education NZ please tell me:

1. When did this email go out to the ENZ International Reference Group for PTEs? It's not clear whether it was Monday or yesterday?
2. What feedback did you receive about PTEs' likely international student numbers from China this year compared with last year?
3. What feedback did you receive about concerns in the international market about the proposed vocational education changes?

4. What is ENZ doing to minimise any damage in international markets from the RoVE reforms?

Can Minister Hipkins please tell me:

1. Why did you ask ENZ to seek market feedback on these two issues?
2. Why did you ask for feedback by 3.45pm on the same day?
3. What feedback did you receive on the two issues?
4. What are you doing to minimise any damage in international markets from the RoVE reforms?

As you can see, Shane Reti wants to release this generally as soon as we run it, so I need to get a story together as soon as possible. I would be grateful if you could get back to me by 5pm today.

Thanks very much!

Simon

**SIMON COLLINS**

EDUCATION REPORTER

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W: [www.nzherald.co.nz/author/simon-collins](http://www.nzherald.co.nz/author/simon-collins)



---

**From:** Shane Reti <[Shane.Reti@parliament.govt.nz](mailto:Shane.Reti@parliament.govt.nz)>

**Sent:** Wednesday, 20 February 2019 11:57 AM

**To:** Simon Collins

**Cc:** [REDACTED] *Withheld under s9(2)(a) of the Official Information Act*

**Subject:** Hipkins concerned for vocational reform damage to international student market especially China

Simon,

Good to speak with you earlier.

Here is the material that came to us, both in its original form and our transcription. It is much clearer in its original but jpg compression does this.

Here is the media release I will take out at a time still to be determined and we can co-ordinate that with you.

Let me know what works.

Regards

Shane

**Header - Tertiary Education, Skills and Employment**



Circle Tertiary



xx February 2019

## Vocational reforms could damage international student market

The Government is urgently seeking advice about negative international perceptions since announcing wide ranging vocational education reforms last week, National's Tertiary Education, Skills and Employment Spokesperson Shane Reti says.

In an email given to National, Education New Zealand urgently seeks advice from agents on behalf of Education Minister Chris Hipkins regarding China, and how the reviews are 'being seen in our international markets' and any off shore 'negative perceptions about New Zealand'.

"It is too late now for the Minister to be modelling the impact of the reforms on international students and too late to be singling out the Chinese market," Dr Reti says.

"International students are important to the regions and their recruitment is built on trust and relationships which are likely to be damaged when the centralised polytechnic takes over next year.

"The Minister should have thought about the implications on our international education market, which contributes \$5.1 billion to our economy, is our fourth biggest export earner and supports almost 50,000 jobs."

**Media contact: Rachel Morton 0274279355**

**cid:image003.png@01D4C93A.826FFB10**



Authorised by: Hamilton, 41 Pipitea St, Wellington.

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**From:** [Charles Finny](#)  
**To:** [Grant McPherson](#); [John Goulter](#)  
**Cc:** [Tim Fowler](#)  
**Subject:** ITP Int Students  
**Date:** Wednesday, 13 February 2019 5:46:48 PM

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Major reaction from potential students being reported by the CEOs.  
We may need to work even harder on the reassurance...

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**From:** [Jo Keane](#)  
**To:** ["Beth Knowles"](#)  
**Subject:** RE: RoVE Proposals - ITPI  
**Date:** Monday, 18 February 2019 3:13:00 PM  
**Attachments:** [image001.gif](#)  
[image002.png](#)

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Hi Beth

Many thanks for the loops – much appreciated.

I'm exploring multiple diaries at the moment - if we could make it happen, would there be an opportunity for ENZ to attend before 1pm on Tuesday or does the meeting only start at that time?

Many thanks

**Jo Keane**  
Business Development Manager



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---

**From:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>

**Sent:** Monday, 18 February 2019 2:15 PM

**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Subject:** RE: RoVE Proposals - ITPI

Hi Jo

I have copied you in to further correspondence from TEC as the Deputy Chief Executive Operations, Gillian Dudgeon, will now attend the ITPI meeting from 1pm with a member of the RoVE team.

Cheers  
Beth

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 1:59 PM  
**To:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>  
**Cc:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>  
**Subject:** RE: RoVE Proposals - ITPI



Thank you Beth – ENZ appreciates the scale and potential impact of the proposed changes to the ITP sector.

We are currently looking at senior leadership team diaries for Tuesday and will get back to you with confirmation of those who can attend. Thank you for your flexibility.

Great to hear that you have the call with Tim lined up for Monday. That will be very useful for feeding into the discussion the following day.

Be in touch.

Many thanks

**Jo Keane**  
Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

**P:** + 64 4 830 0804 **M:** + 64 [REDACTED] **E:** [jo.keane@enz.govt.nz](mailto:jo.keane@enz.govt.nz)

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---

**From:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>

**Sent:** Monday, 18 February 2019 1:37 PM

**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>

**Cc:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>

**Subject:** RE: RoVE Proposals - ITPI

Hi Jo

ITPI would like to request that you and any senior management representatives that are available on the afternoon of 26<sup>th</sup> February attend our meeting at the W & W Te Aroha campus in Dixon Street. Ideally we would like Grant to attend.

We can be flexible about the timing to suit ENZ. The optimum time would be from 1pm. We would like to hear from ENZ about their views on the RoVE proposals and provide our collective thoughts and feedback as the sector group for international. I understand that Grant and Tony plan to have a conversation soon too and Tony is keeping me in the loop about that as the CE representative for matters international.

The ITPI membership feel that this will have a substantial impact on international recruitment and we wish to prepare well for the risks and opportunities. I will be talking with Tim Fowler next Monday prior to our meeting as he will be with Minister Hipkins next Tuesday and therefore unable to attend.

Kindest regards

Beth



Beth Knowles  
International Director  
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Phone numbers withheld under s9(2)(a) of the Official Information Act

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 10:53 AM  
**To:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>  
**Cc:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Moira Hagenson <[Moira.Hagenson@wandw.ac.nz](mailto:Moira.Hagenson@wandw.ac.nz)>; Philippa Jones <[PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)> <[PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)>; Tony Gray <[Tony.Gray@ara.ac.nz](mailto:Tony.Gray@ara.ac.nz)>  
**Subject:** RE: RoVE Proposals - ITPI

Many thanks for looping me into this request, Beth.

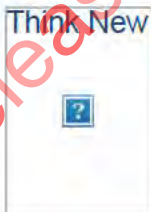
Noting that ITPI is next meeting on 26 February, would you also like ENZ to attend part of the meeting for an update once you know Tim's availability?

In addition to an ENZ update, it would be very valuable for an ENZ representative to be present during your discussion with TEC in terms of us all working together to support and strengthen international education at ITPs.

Feel free to let me know what works/suits.

Warmest regards

**Jo Keane**  
Business Development Manager



Level 5 Lambton House, 160 Lambton Quay  
PO Box 12041, Wellington 6144, New Zealand

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**From:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>  
**Sent:** Monday, 18 February 2019 10:43 AM  
**To:** [Belinda.Birchall@tec.govt.nz](mailto:Belinda.Birchall@tec.govt.nz)



**Cc:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Moira Hagenson <[Moira.Hagenson@wandw.ac.nz](mailto:Moira.Hagenson@wandw.ac.nz)>; Philippa Jones ([PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)) <[PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)>; Tony Gray <[Tony.Gray@ara.ac.nz](mailto:Tony.Gray@ara.ac.nz)>  
**Subject:** RoVE Proposals - ITPI

Dear Belinda

I am the Acting Chair of ITP International and would like to arrange a one-on-one phone call to discuss the RoVE's proposals with Tim Fowler as suggested by Education NZ. I am available any time after 2pm today or tomorrow morning prior to 10am.

The ITPI membership plans to meet in Wellington on Tuesday 26<sup>th</sup> February and we would also like to offer Tim the opportunity to come and discuss the proposals with the membership at a time convenient to him between 1pm and 3pm.

Yours sincerely  
Beth



Beth Knowles  
International Director  
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Mobile +64 [REDACTED]  
City Campus  
Madras Street, PO Box 540, Christchurch  
New Zealand  
[ara.ac.nz/international](http://ara.ac.nz/international)

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**From:** [Jo Keane](#)  
**To:** [James Dalmer](#)  
**Cc:** [Greg Scott](#)  
**Subject:** RE: RoVE Proposals - ITPI  
**Date:** Monday, 18 February 2019 3:25:00 PM  
**Attachments:** [image004.gif](#)  
[image005.png](#)  
[image006.png](#)  
[image007.png](#)

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Hi James

I understand that Tony Gray (CE of Ara and ITP CE International rep for ITP International) and Beth Knowles (International Director of Ara and Acting Chair of ITP International) from Ara will have a call with Tim on Monday

The following day, ITPI have a RoVE meeting in Wellington. Tony Gray and all available ITP International Directors will attend.

Tim cannot attend so is sending TEC's Deputy Chief Executive Operations, Gillian Dudgeon at 1pm.

ENZ will be there – myself definitely. We are waiting to hear from Grant about his availability. ENZ will be asked to provide an update in relation to RoVE. From Beth: *"We would like to hear from ENZ about their views on the RoVE proposals and provide our collective thoughts and feedback as the sector group for international... The ITPI membership feel that this will have a substantial impact on international recruitment and we wish to prepare well for the risks and opportunities."*

Agree with Greg, ideally we would tune into the Monday call but my gut feel is that Tony and Beth may want to limit attendees, as some of the discussion points may end up being focussed on Ara specifically, but we should certainly ask for an update following the call/before the meeting the next day so that we come prepared.

Thoughts?

Cheers

**Jo Keane**  
Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

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**From:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 2:24 PM  
**To:** James Dalmer <[James.Dalmer@enz.govt.nz](mailto:James.Dalmer@enz.govt.nz)>  
**Cc:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Subject:** RE: RoVE Proposals - ITPI

Thanks James – I believe it is now Monday..... ideally, we are able to tune into this discussion.

---

**From:** James Dalmer <[James.Dalmer@enz.govt.nz](mailto:James.Dalmer@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 2:17 PM  
**To:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>  
**Subject:** RE: RoVE Proposals - ITPI

Thanks Greg – presume no role for ENZ in this meeting with Tim Fowler.

Cheers

**James Dalmer**  
Engagement Manager



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PO Box 12041, Wellington 6144, New Zealand

**P:** + 64 4 [REDACTED] **M:** + 64 [REDACTED] **E:** [james.dalmer@enz.govt.nz](mailto:james.dalmer@enz.govt.nz)

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<https://enz.govt.nz/signature/banners/strategy.png>

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**From:** Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 10:45 AM  
**To:** James Dalmer <[James.Dalmer@enz.govt.nz](mailto:James.Dalmer@enz.govt.nz)>  
**Subject:** FW: RoVE Proposals - ITPI

FYI

---

**From:** Beth Knowles <[Beth.Knowles@ara.ac.nz](mailto:Beth.Knowles@ara.ac.nz)>  
**Sent:** Monday, 18 February 2019 10:43 AM  
**To:** [Belinda.Birchall@tec.govt.nz](mailto:Belinda.Birchall@tec.govt.nz)  
**Cc:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>; Greg Scott <[Greg.Scott@enz.govt.nz](mailto:Greg.Scott@enz.govt.nz)>; Moira Hagenson <[Moira.Hagenson@wandw.ac.nz](mailto:Moira.Hagenson@wandw.ac.nz)>; Philippa Jones (<[PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)> <[PSJones@eit.ac.nz](mailto:PSJones@eit.ac.nz)>); Tony Gray <[Tony.Gray@ara.ac.nz](mailto:Tony.Gray@ara.ac.nz)>  
**Subject:** RoVE Proposals - ITPI

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Yours sincerely

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Beth



Beth Knowles

International Director

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**From:** [Shelly Xu](#)  
**To:** [John Laxon](#)  
**Subject:** RE: NZ - China Weekly Monitoring Report - Feb 2 to Feb 15  
**Date:** Monday, 18 February 2019 8:09:47 PM  
**Attachments:** [Final-Future of China Edu Market\\_Widescreen.pdf](#) Attachment is outside the scope of this request

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Hi John,

Overseas education has not been considered with more advantages comparing to education received in China since many many years ago. So this article is not talking about something new, just adding more evidence to prove the point. FYI my ppt slides for a workshop I did for CHCH based providers in March 2018. There are research in the presentation about the advantage comparison on overseas and Chinese education. Some reasons provided for you consideration.

I have not received any feedbacks from stakeholders/partners regarding ITP reform, as no mainstream Chinese media has picked that up (I only read one article published by Skykiwi but have not seen any discussion on social media). In general, I don't see this is a good news for NZ's international education. ITP sector will face more decline on enrolment from China.

Cheers,

Shelly

---

**From:** John Laxon <John.Laxon@enz.govt.nz>  
**Sent:** Monday, 18 February 2019 2:50 PM  
**To:** Betty Xiao <Betty.Xiao@enz.govt.nz>; Jane Liu <Jane.Liu@enz.govt.nz>; Shelly Xu <Shelly.Xu@enz.govt.nz>; Felix Ye <Felix.Ye@enz.govt.nz>  
**Cc:** Ross Fisher <Ross.Fisher@enz.govt.nz>  
**Subject:** FW: NZ - China Weekly Monitoring Report - Feb 2 to Feb 15

Kia ora team,

Thanks for the discussion today, meant to ask about this article in the media scan below.

Are there generally/often media articles promoting the benefits of China's education system relative to an education overseas or is this a relatively new media campaign/initiative? Do you think it would have much of an impact?

Also have you had any enquires from agents/stakeholders about the Review of Vocational Education yet? We're just doing a quick stocktake ahead of the Minister's meeting tomorrow.

[Overseas-trained talent known as "haigui" are no longer seen as having an advantage over locally educated employees](#)

[canka Xiaoxi.com, 2019.2.13](#)

ÿ "Haigui" is a Chinese term to describe people who return to China having studied abroad. The term used to be synonymous with China's Elite who has played pioneering roles in modernizing the Chinese economy and found many well-known Chinese companies. However, overseas-trained talent known as "haigui" are no longer seen as having an advantage over locally educated employees.

ÿ As China's economy developed, more families were able to afford to send their children to study

abroad and the “haigui” gradually became less exceptional among a highly-educated and modern Chinese workforce.

ÿ In 2017, a record 480,900 Chinese students returned to China after having studied overseas, according to data from the Ministry of Education, an 11.19 percent increase from 2016. In the 40 years since opening up began, a total of 3.13 million “haigui” or 83.72 percent of the Chinese students who graduated abroad have returned home.

ÿ Facing fierce competition from a more competitive employment market, returnees have struggled to find the work they want, while Chinese firms are now keen to hire from top local universities. Companies in China, both foreign and Chinese, are actively “localizing” the workforce, again due to the availability of highly-skilled Chinese talent.

Kind regards,  
John

---

**From:** Zhang, Fangyi <[Fangyi.Zhang@bcw-global.com](mailto:Fangyi.Zhang@bcw-global.com)>

**Sent:** Friday, 15 February 2019 5:49 PM

**To:** Adele Bryant <[Adele.Bryant@enz.govt.nz](mailto:Adele.Bryant@enz.govt.nz)>; Betty Xiao <[Betty.Xiao@enz.govt.nz](mailto:Betty.Xiao@enz.govt.nz)>; Jane Liu <[Jane.Liu@enz.govt.nz](mailto:Jane.Liu@enz.govt.nz)>

**Cc:** 'Lucy.Johnston@enz.govt.nz'; Ross Fisher <[Ross.Fisher@enz.govt.nz](mailto:Ross.Fisher@enz.govt.nz)>; 'rachel.brookie@mfat.govt.nz'; 'Felix.Ye@enz.govt.nz'; 'Shelly.Xu@enz.govt.nz'; 'simon.smith@mbie.govt.nz'; 'Johnson.Xu@mbie.govt.nz'; 'paul.irwin@enz.govt.nz'; Carole van Grondelle <[Carole.vanGrondelle@enz.govt.nz](mailto:Carole.vanGrondelle@enz.govt.nz)>; Jemma Richardson <[Jemma.Richardson@enz.govt.nz](mailto:Jemma.Richardson@enz.govt.nz)>; 'Gareth Grigg' <[Gareth.Grigg@mbie.govt.nz](mailto:Gareth.Grigg@mbie.govt.nz)>; 'Helen Wang' <[Helen.Wang@mbie.govt.nz](mailto:Helen.Wang@mbie.govt.nz)>; Andrew McPhee <[Andrew.McPhee@enz.govt.nz](mailto:Andrew.McPhee@enz.govt.nz)>; Mariana Gledhill <[Mariana.Gledhill@enz.govt.nz](mailto:Mariana.Gledhill@enz.govt.nz)>; Kate Barlow <[Kate.Barlow@enz.govt.nz](mailto:Kate.Barlow@enz.govt.nz)>; 'Annie Kim' <[Annie.Kim@mbie.govt.nz](mailto:Annie.Kim@mbie.govt.nz)>; 'huan.he@mft.net.nz'; 'Yanjie.wang@mft.net.nz'; Jing, Wei <[Wei.Jing@bcw-global.com](mailto:Wei.Jing@bcw-global.com)>; Wan, Chloe <[Chloe.Wan@bcw-global.com](mailto:Chloe.Wan@bcw-global.com)>; [Louise.Stewart@mbie.govt.nz](mailto:Louise.Stewart@mbie.govt.nz); John Laxon <[John.Laxon@enz.govt.nz](mailto:John.Laxon@enz.govt.nz)>

**Subject:** NZ - China Weekly Monitoring Report - Feb 2 to Feb 15

Hi all,

Below please find the key education – related coverage from Chinese media for the past two weeks.

## Education New Zealand

**February 2 to February 15**

### Summary

#### Trends

ÿ With the growing number of highly skilled professionals in China, overseas-trained talents are no longer seen as having an advantage over locally educated employees and Chinese firms are now keen to hire local workforce.  
(first reported by [cankaoxiaoxi.com](http://cankaoxiaoxi.com), 9 repost)

#### New Zealand in the News

ÿ Ara Institute of Canterbury’s ground-breaking new Master of Sustainable Practice has been approved and is accepting applications for 2019 enrollment.  
(first published by *Youth Daily*, *BM Generated*, 1 repost)

ÿ New Zealand Education Minister Chris Hipkins put forth a proposal that all sixteen Polytechnics be merged into one ‘entity’ called the New Zealand Institute of Skills & Technology.  
(first reported by [chinanews.com](http://chinanews.com), 11 repost)

## Competitors in the News

- ÿ The latest data released by the Australian Bureau of Statistics (ABS) shows that the international education industry has registered a sixth consecutive year of growth and Australia may become the second most popular destination for study abroad. [\(first reported by chinanews.com, 3 repost\)](#)
- ÿ A federal prosecutor in Michigan announced that eight defendants associated with Michigan's University of Farmington were visa fraud conspiracy and harboring aliens for profit, with hundreds of international students being detained. [\(first reported by chinanews.com, 24 repost\)](#)
- ÿ [A new report from Independent Budget Office of New York pointed out that the City Hall's proposed admissions would cut the number of Asian children by half.](#) [\(first reported by chinanews.com, 19 repost\)](#)
- ÿ [Newly enrolled international students at U.S. graduate schools dropped for the second year in a row, according to a survey from the Council of Graduate Schools. The popularity of postgraduate education in America is continuing to decline. The number of international graduate students enrolled in the US has declined for the second consecutive year, with engineering programs being the most affected.](#) [\(first reported by chinanews.com, 26 repost\)](#)

## Trends

### [Overseas-trained talent known as "haigui" are no longer seen as having an advantage over locally educated employees](#)

[cankaoxiaoxi.com,2019.2.13](#)

- ÿ "Haigui" is a Chinese term to describe people who return to China having studied abroad. The term used to be synonymous with China's Elite who has played pioneering roles in modernizing the Chinese economy and found many well-known Chinese companies. However, overseas-trained talent known as "haigui" are no longer seen as having an advantage over locally educated employees.
- ÿ As China's economy developed, more families were able to afford to send their children to study abroad and the "haigui" gradually became less exceptional among a highly-educated and modern Chinese workforce.
- ÿ In 2017, a record 480,900 Chinese students returned to China after having studied overseas, according to data from the Ministry of Education, an 11.19 percent increase from 2016. In the 40 years since opening up began, a total of 3.13 million "haigui" or 83.72 percent of the Chinese students who graduated abroad have returned home.
- ÿ Facing fierce competition from a more competitive employment market, returnees have struggled to find the work they want, while Chinese firms are now keen to hire from top local universities. Companies in China, both foreign and Chinese, are actively "localizing" the workforce, again due to the availability of highly-skilled Chinese talent.

## New Zealand in the News

### [Master of Sustainable Practice program will begin enrolling students by 2020](#)

[BM Generated,2019.2.12](#)

- ÿ Recently, Ara Institute of Canterbury's ground-breaking new Master of Sustainable Practice has been approved and is accepting applications for 2019 enrollment. Students in the program will work collaboratively and across disciplines to solve real world environmental, social and technological challenges.
- ÿ The program is unique in Australasia and is modelled after the Arizona State



University's School of Sustainability programs. Ara is also introducing a graduate Certificate of Sustainable Practice and a Diploma of Sustainable Practice that can lead to the Master qualification.

- Students from other countries have already expressed interest and overseas applications will be taken for 2020 onward. As a multidisciplinary program, the Master program will be taught by research staff from sustainability, business, engineering, architectural studies, midwifery and international tourism and hospitality.

### **Major changes for Polytechnics proposed by Government who is proposing all sixteen Polytechnics be merged into one 'entity'**

*chinanews.com, 2019.2.13*

- On February 13th, New Zealand Education Minister Chris Hipkins released wide-ranging proposals that all sixteen Polytechnics be merged into one 'entity' called the New Zealand Institute of Skills & Technology for strengthening vocational education so that school dropouts are provided with high quality training opportunities. This will grow a skilled workforce to meet employers' needs and New Zealanders will be better equipped for the changing nature of work.
- Chris Hipkin said that the development of courses and programmes would be consolidated, improving consistency and freeing up resources to expand front-line delivery. There will be more sharing of expertise and best-practice, and more use of online, distance, and blended learning.
- Chris Hipkin also expressed that the government cannot continue to tweak the system knowing that the model is fundamentally broken, and isn't delivering NZ workforce the skills that they need to thrive. However, the Government won't make any decisions until they have heard and carefully considered feedback from this consultation process

### **Competitors in the News**

#### **[AU] Australia may become the 2<sup>nd</sup> popular destination for international students with six consecutive years of growth in its education industry**

*chinanews.com, 2019.2.12*

- Australian Bureau of Statistics recently released new statistics that the Australia economic impact of the industry registered a sixth consecutive year of growth in 2018. Australia is closing in on overtaking the UK in at least one measure of international education and the value of Australia's education exports improved 15% to reach \$34.9bn during 2018.
- Australia Education minister Dan Tehan said Australia has established a global reputation as a leader in higher education, and the British-based Centre for Global Higher Education predicted Australia will leapfrog the UK to become the world's second most popular destination for international students this year.
- However, Chief executive of IEAA, Phil Honeywood, warned against using the latest economic data as an indicator of the success of the industry. He said traditional indicators such as English language and foundation courses had seen subdued enrolments and could be an indicator of an overall decrease soon.

#### **[US] The DHS set up a sting operation again and hundreds of students are detained**

*chinanews.com, 2019.2.1*

- Recently, according to federal prosecutors, eight defendants associated with University of Farmington were accused of visa fraud conspiracy and harboring aliens for profit. The University of Farmington is a fake university used by

Homeland Security agents to arrest recruiters who helped foreign nationals illegally remain and work in the US.

Ÿ The U.S. Department of Homeland Security set up the University of Farmington in 2015 to target foreign students who stayed in the country past their visas or looked to re-enter the country. The indictment said the university was being used by foreign citizens as a 'pay to stay' scheme which allowed these individuals to stay in the U.S.

Ÿ It is the second time that the ICE set up a sting operation. In 2016, they established the University of Northern New Jersey, where they ended up arresting 21 people who were acting as the recruiters. Among thousands of affected students, there were a large number of Chinese students.

**[US] Asian students in specialized high schools would plummet under proposed admissions changes**

*chinanews.com, 2019.2.2*

Ÿ The number of Asian kids admitted to the city's specialized high schools would plummet by roughly half under City Hall's proposed admissions revamp, according to a new report.

Ÿ To enroll more black and Hispanic students at the largely Asian and white schools, Schools Chancellor Richard Carranza hope to abolish the current single-test admissions structure and instead admit kids who finish in the top 7 percent of every middle school in the city.

Ÿ After the implementation of the new admissions scheme, the enrollment rate of groups of African-Americans, Hispanics, females, and poor students will be increased; while Asians would get 31 percent of offers under the proposal — compared to the 61 percent who enrolled as freshmen for the 2017-2018 school year.

Ÿ Supporters of the status quo counter that it rewards raw diligence and preparation and defends against opaque admissions practices. Meanwhile, they thought that Asian students would still comprise the highest percentage of specialized-high-school enrollees.

**[US] New enrollments of international students at U.S. graduate schools declined consecutively and the engineering programs have been affected the most**

*chinanews.com, 2019.2.8*

Ÿ According to a survey from the Council of Graduate Schools, new enrollments of international students at U.S. graduate schools fell for the second year in a row. First-time international enrollments fell by 1 percent from fall 2017 to fall 2018, following a 1 percent decline from the year before.

Ÿ The total number of applications submitted by prospective international graduate students fell by 4 percent from the Fall 2017 to Fall 2018 semester. The number of international students enrolled in engineering programs—the most popular field for international students—declined by 10 percent.

Ÿ Suzanne Ortega, president of CGS, said that it is the first time there had been declines across two consecutive years and changes in immigration and visa policy could be one of the reasons. The Committee was concerned that it would jeopardize the U.S.'s image as a welcoming destination for international students and scholars.

Best regards  
Sherry

Sherry Zhang | 张方怡 | Assistant Account Executive

bcw | burson cohn & wolfe

o: + [REDACTED] | m: + [REDACTED]

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**From:** [Emmet McElhatton - WLG](#)  
**To:** [John Mollo](#)  
**Subject:** RE: EMAIL TEMPLATE Reform of Vocational Education consultation announced  
**Date:** Monday, 18 February 2019 4:16:46 PM  
**Attachments:** [image001.gif](#)

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Hi John

I could come there at 1.30 pm Wednesday.

Regarding feedback, we/I haven't had any comments yet from international clients, BUT some of our NZ offshore people are anticipating questions in the near future, particularly regarding ITOs. Our people are anticipating concerns from clients around ITOs ability to take on mid-longer term consultancy contracts when their future seems uncertain. Another question will be whether there will be a specific transition mechanism/function within the new system for export education services work/opportunities being done or being pursued by both ITPs and ITOs in international markets.

I take it that there will be a regular update to Minister on this point over the consultation period so suggest we link Jo with our people so they can monitor this?

Cheers  
Emmet

---

**From:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 3:39 PM  
**To:** Emmet McElhatton - WLG <[Emmet.McElhatton@nzte.govt.nz](mailto:Emmet.McElhatton@nzte.govt.nz)>  
**Subject:** RE: EMAIL TEMPLATE Reform of Vocational Education consultation announced

Sounds good. How are you placed Wednesday? We can do anytime from 9.30am to 3pm.

We are feeding back to the Minister on what we have been hearing offshore. Are you able to send a couple of sentences around what has been fed back through your networks? Unfortunately I have just been told about this and they want it COB today. Let me know what you think is possible.

Thanks,  
John

---

**From:** Emmet McElhatton - WLG <[Emmet.McElhatton@nzte.govt.nz](mailto:Emmet.McElhatton@nzte.govt.nz)>  
**Sent:** Monday, 18 February 2019 2:46 PM  
**To:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>  
**Subject:** RE: EMAIL TEMPLATE Reform of Vocational Education consultation announced

Hi John – that would be a jolly good idea. The message is good but doesn't quite address the off-shore contracts/engagement type questions.

Cheers  
Emmet

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**From:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>  
**Sent:** Friday, 15 February 2019 12:29 PM  
**To:** Emmet McElhatton - WLG <[Emmet.McElhatton@nzte.govt.nz](mailto:Emmet.McElhatton@nzte.govt.nz)>  
**Subject:** FW: EMAIL TEMPLATE Reform of Vocational Education consultation announced



Hi Emmet,

FYI -below is some of the messaging that ENZ has developed around ROVE. If you think it's worthwhile I can set up a meeting with Jo early next week to flesh something out further.

Cheers,  
John

---

**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Thursday, 14 February 2019 11:47 AM  
**To:** John Mollo <[John.Mollo@enz.govt.nz](mailto:John.Mollo@enz.govt.nz)>  
**Subject:** EMAIL TEMPLATE Reform of Vocational Education consultation announced

Hi John

ENZ has identified that a the proposed reform could result in a more coordinated, unified system which would maximise opportunities for New Zealand to deliver vocational education services to students from other countries. The greater national coordination possible under the proposal would allow the vocational education sector to market itself internationally under a consistent New Zealand brand, and cater for agreed regional priorities, needs and opportunities

The wording has been carefully chosen to align with ENZ and the Minister's messaging but please let me know if you have any feedback or questions.

Many thanks

Jo

Dear **Name**

Education Minister Chris Hipkins yesterday announced a major proposal to reform vocational education and training (VET) in New Zealand. This is known as the Reform of Vocational Education (RoVE).

The purpose of the proposed reform is to enable a stronger, unified, sustainable vocational education system that delivers the skills that learners, employers and communities need to be successful.

The proposed reform would bring together New Zealand's ITPs to create one new Institute of Skills and Technology, which would continue to be state-owned and funded. This is significant news for New Zealand's international education industry and is likely to have an impact on all sectors.

Vocational education continues to be very important to New Zealand. Education New Zealand (ENZ) will engage closely with the Ministry of Education and Tertiary Education Commissions while consultation is happening, decisions are being made, and implementation is rolled out.

While the RoVE is underway, ENZ will continue to work with ITPs at both an individual and a sector level to grow international education value. At a regional level, we will continue to support ITPs via our

Regional Partnership Programme.

The RoVE consultation documents including Q&As, are available on the [Education Conversation website](#). The following factsheets are also available:

- [International education factsheet](#)
- [ITP factsheet](#)
- [Universities factsheet](#)

We encourage you to have your say. Consultation on the proposed reform closes on 27 March 2019.

An article discussing the RoVE was also published in yesterday's [E-News](#).

If you have any questions, please contact the RoVE team at [Vocationaleducation.Reform@education.govt.nz](mailto:Vocationaleducation.Reform@education.govt.nz) or on 0800 462 543.

Regards

**Jo Keane**  
Business Development Manager



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PO Box 12041, Wellington 6144, New Zealand

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**From:** Jo Keane  
**To:** [REDACTED]  
**Subject:** RE: Quick question re China enrolment numbers for 2019  
**Date:** Tuesday, 19 February 2019 1:39:00 PM  
**Attachments:** [image001.gif](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)

Hi [REDACTED]

Thank you for your thoughts.

I think your hunches re how agents will respond are on the right tracks – how great that you can offer 24-hour turnaround times now? Something that we battled with for years!

Again, we really appreciate all of your information around Chinese enrolments and wish you all the very best of luck with getting the additional students through the door in time for the start of the academic year.

Warmest regards

**Jo Keane**  
Business Development Manager



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**From:** [REDACTED]  
**Sent:** Monday, 18 February 2019 2:12 PM Name withheld under s9(2)(ba)(i) of the Official Information Act  
**To:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Subject:** RE: Quick question re China enrolment numbers for 2019

Hi Jo,

I wouldn't worry about the enrolment accepted/ready distinction, we can assume all those students are definitely coming.

Can't say how the review will impact on our marketing and recruitment in the next year, agents haven't said anything to me about it. When I get face-to-face between March and April on a 6 week trip I'll know more. I will be painting it as only a proposal, with little detail yet, probably 2 years of BAU (brand [REDACTED] but potentially a great opportunity! Some agents will be wary of centralisation of admissions and enrolments, especially meaning they no longer get [REDACTED] great 24 hour turnaround on applications... it is a worry, and despite all best efforts I predict there will be two years of lower intl student enrolments to the sector as a whole, before brand awareness is gained and admissions/enrolments are operating well.

Name withheld under s9(2)(ba)(i) of the Official Information Act

Kind Regards,

[REDACTED]

[REDACTED]

[REDACTED]

Contact details withheld under s9(2)(ba)(i) of the Official Information Act

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**From:** Jo Keane <[Jo.Keane@enz.govt.nz](mailto:Jo.Keane@enz.govt.nz)>  
**Sent:** Monday, 18 February 2019 1:13 PM



To: [REDACTED] > Name withheld under s9(2)(ba)(i) of the Official Information Act  
Subject: RE: Quick question re China enrolment numbers for 2019

Hi [REDACTED]

That's incredibly helpful, thank you. You've certainly got some significantly more whizzy reporting tools than I remember!

Also that's an incredible number of applications – congratulations! We are certainly not hearing concerns about the volume of applications, particularly outside of Auckland. The conversion rate is a concern, I agree. I like your positivity around May and July. You've made some great gains with Chinese agents in 2019 – that's fantastic.

A couple of questions:

How do you think the RoVE proposals will impact [REDACTED] marketing and recruitment (for all markets) over the next few weeks? Are you hearing anything from offshore markets? Name withheld under s9(2)(ba)(i) of the Official Information Act

In the turquoise section, the colours look the same but is the top one enrolment accepted and the bottom one enrolment ready?

Of course, this information will not be shared outside of ENZ – I should have mentioned that.

Many thanks again, Will Name withheld under s9(2)(ba)(i) of the Official Information Act

**Jo Keane**  
Business Development Manager

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**From:** [Nicole Baird](#)  
**To:** [Phillippa Brown](#)  
**Subject:** Tohu RoVE Questions  
**Date:** Wednesday, 20 February 2019 9:34:32 AM  
**Attachments:** [image001.jpg](#)  
[image002.png](#)

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Hey Phil,

Here are the questions that Tohu has been asked about RoVE:

- I hear that polytechs are being changed in NZ? Why are you doing this? Is there a problem?
- Tell me about RoVE

Cheers,  
Nicole

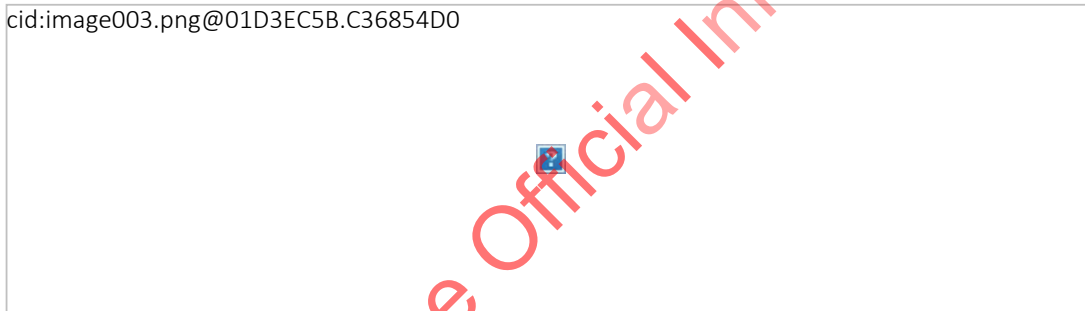
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