

SCU/EduCo Admissions and GTE Updates

Agent Training

22 and 24 May 2019

Rationale behind changes:

1. Attract 'right fit' students
 2. Prepare students for visa application
 3. Improve visa approval rates
 4. Improve actual Turnaround Times from application to full (unconditional offer)
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What has changed?

1. Admissions Process

- a) Streamlining of admissions process to include GTE assessment at point of application
- b) Reduction in need for GTE interviews

2. GTE Process

- a) Implementation of standardized SOP template
- b) Implementation of country-specific Finance checklists for EL 3 countries

3. Application process

- a) Intention for application process to go online (future state)
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Admissions process changes

The Admissions process has been realigned to ensure that we are compatible with best practice principles and that we enable accurate and expeditious processing of applications.

The previous process focused on academic assessment up front with conditional offers being produced and then followed up offshore for GTE assessment.

This resulted in lag times where documents needed to be followed up and students assessed and interviewed before receiving a full offer.

The new process aims at ensuring a holistic assessment of the student's academic and GTE eligibility at the point of application to ensure more accurate assessment, better visa outcomes and speedier GTE assessment.

Admissions Process

a) Streamlining of admissions process to include GTE assessment at point of application

Old Process	New Process
Application submitted *	Application submitted
Academic assessment conducted *	Academic and GTE assessment conducted
Conditional offer issued	Full offer issued where complete application lodged (GTE interview only conducted as part of random audit or where further information is sought).
GTE assessment undertaken *	Acceptance
GTE interview undertaken	CoE issued
Conditions met	
Acceptance	
CoE issued	
Average actual TAT – Minimum 1 month	Average actual TAT – Minimum 3 days

* Document follow-up could happen at any point in this process if documents not provided

Admissions Process

a) Streamlining of admissions process to include GTE assessment at point of application

Old process		New process	
Activity	Estimated TATs	Activity	Estimated TATs
Application to response	24 hours (any response)	Application to offer (onshore)	24 hours with complete application and no advanced standing
Application to conditional offer	24 hours with full documentation and no advanced standing	Application to offer (offshore)	3 days with complete application where interview not required
GTE assessment	Minimum 2 weeks	Application to CoE issued	CoE to be issued within 24 hours of payment and acceptance being received
GTE interview	Minimum 1 week to final		
Application to acceptance	Minimum 1 month		
Application to CoE issued	CoE issued within 24 hrs of payment and acceptance		

Admissions Process

b) Reduction in need for GTE interviews

The new SOP Template is far more robust in its application and examination of the prospective student's eligibility to meet eligibility requirements.

The result of this is that an interview is less likely to be required.

It is expected that approximately 10% of students will be randomly chosen for interview after implementation as a quality measure. This may be reduced as the quality of GTE statements improves.

The reduced requirement for a GTE interview will significantly reduce actual turnaround times for most applicants.

So ... what is required to lodge a full application?

As Admissions will be assessing both academic and GTE eligibility at the point of application, the following documents must be lodged at the time of application in order for us to issue a full offer:

1. Certified clear copy of full passport (all pages) – only bio data page to be certified
 2. Certified copies of academic transcripts
 3. Certified copies of completion certificates
 4. Certified copy of English Language Requirement
 5. Completed SOP on provided template (If married couple, separate SOP for BOTH parties)
 6. Completed Financial Checklist on provided template
 7. Certified financial documents as outlined on Financial Checklist
 8. Evidence of gap – 3 months or more - (if existing) – e.g. work reference, medical documentation, IELTS preparation etc.
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GTE Process

a) Implementation of standardized SOP template

A new GTE SOP Template has been introduced to ensure that:

1. We have all the information we require to make an accurate, quick assessment of the applicant's eligibility under GTE requirements
 2. The applicant is better prepared to answer questions from the Department of Home Affairs if required to undergo a visa interview
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GTE Process

a) Implementation of standardized SOP template

ESSENTIAL REQUIREMENTS OF THE SOP TEMPLATE:

1. The SOP MUST be written by the applicant themselves. Any evidence of assistance may result in refusal of their application.
 2. The SOP MUST provide evidence of research.
 3. Generic statements will be disregarded
 4. “Template” answers will be disregarded and the application likely refused
 5. The student MUST NOT copy and paste material from websites
 6. The SOP MUST provide evidence of considered decisions with valid reasons for choosing their course, their education provider, the value of the course to the student’s future etc.
 7. The SOP will be weighed against other information available to us, including evidence of the the applicant’s English Language and academic levels. Where the language in the SOP is not indicative of the applicant’s actual level, the application may be refused
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GTE Process

a) Implementation of standardized SOP template

The SOP Template provides plenty of guidance for a student. Each question gives clear prompts about what they need to consider in their response.

An example question is:

In 300 words or less, explain how this course will assist you to find employment or improve your employment prospects in your home country.

Consider these questions in your response: Is your intended occupation in demand in your home country? What research have you done to prove this? What occupation/s can you find in your home country after completing this course? Your response should show that you have clearly investigated your options and that you are aware of the benefits studying this course in Australia will provide you with. Your answer must clearly demonstrate that you are aware of the prevailing employment circumstances in your home country for individuals with your current and anticipated educational background if you complete this course.

GTE Process



a) Implementation of standardized SOP template

The Questions:

1	You must read Ministerial Direction 69 before answering this question. You can read Ministerial Direction 69 at https://immi.homeaffairs.gov.au/Visa-subsite/files/direction-no-69.pdf In 400 words or less, please explain what you understand the requirements of Ministerial Direction 69 to be.
2	In 400 words or less, explain the value of this course to your future.
3	In 300 words or less, explain how this course is consistent with your current level of education.
4	In 300 words or less, explain how this course will assist you to find employment or improve your employment prospects in your home country.
5	In 300 words or less, explain what your expected salary is when you return to your home country and what evidence you have to show that this expectation is reasonable.
6	In 300 words or less, explain why you have chosen to study this course in Australia and compare Australia with at least 2 other countries that you have considered.
7	In 200 words or less, tell us why you can't study this course in your own country?

The Questions:

8	In 200 words or less, tell us about you and your family.
9	In 300 words or less, tell us about your spouse and children (if any).
10	In 300 words or less, tell us about your economic circumstances in your home country.
11	In 100 words or less, do you have military service commitments in your home country?
12	In 200 words or less, tell us about the political and civil situation in your home country.
13	Have there been any gaps in your study? In 300 words or less, explain the reason for the gap.
14	In 300 words or less, tell us why you have chosen Southern Cross University.
15	In 500 words or less, tell us about at least 3 other education providers you have considered and why you decided not to go with them?
16	In 300 words or less, tell us what you know about living in Australia and the area where your SCU campus is located.
17	In 300 words or less, tell us what about your proposed living arrangements. What research have you done into the cost of accommodation and transport in Australia?

The Questions:

18	In 400 words or less, explain in detail the financial benefits of studying this course at SCU. You should show evidence that you have considered the cost of the course and your living expenses during your time in Australia and how you will earn this money back when you return home. In other words, what is the expected return on your investment?
19	In 200 words or less, tell us how this course studied in Australia will benefit your country.
20	In 300 words or less, tell us what your future plans are after you graduate from this course.
21	In 100 words or less tell us, tell us where you intend to permanently live and work when you complete your qualification.
22	Is there any other information you would like us to consider when assessing you against the GTE criteria?
23	In 200 words or less, tell us whether you have ever held a visa to another country and whether you have ever had a visa refused or cancelled for any country, including Australia.
24	Have you ever been to Australia before? If yes, please tell us how long you were in Australia altogether.
25	Declaration – very important

Date: _____



The Declaration:

Declaration:

I declare that I have written this statement of purpose myself and have not had assistance writing this. I understand that this statement will be considered in conjunction with other documents provided by me, including evidence of my English Language proficiency and that my application may be denied if the language used in this statement is not commensurate with the evidence of my English Language proficiency provided in the form of an official IELTS (or equivalent) test result.

I declare that I have read and understood Ministerial Direction 69. I declare that I am a genuine student and a genuine temporary entrant to Australia. I also declare that I have sufficient funds to cover the cost of my tuition fees and living expenses for the duration of my studies.

Sign:

Date:



Sample Answers – the good, the bad and the ugly

These sample answers have been provided as a guide to what is good and what is not.

These sample answers should NOT be copied. Any evidence of doing so will result in immediate refusal. These are to be used for discussion and training purposes only. These are “real” examples of student responses.

Sample Answers – the good, the bad and the ugly

The new GTE SOP Template – Question 2

In 400 words or less, tell us what course you have applied for and explain the value of this course to your future.

Consider these questions in your response: How will this course benefit your future? Why have you chosen to study this course? Your response should show that you have clearly investigated your options and that you are aware of the benefits studying this course in Australia will provide you with.

Sample Answer – Question 2

I have chosen to study a Master of Engineering Management.

Coming from Nepal, there is a strong demand for foreign trained engineers. It is a known fact that Nepal suffered a devastating earthquake in April 2015 which killed almost 9000 people and destroyed much of the country's infrastructure. As Nepal is a developing nation, we do not have the skills and technical knowledge to rebuild our nation without foreign assistance. The destruction across the country was widespread and significant and will take many years to repair and, more importantly, to improve and make safer so that we have a better chance of dealing with future natural disasters with less loss of life and infrastructure. I completed a Bachelor of Engineering from Kathmandu University in 2016 and have just over 2 years' experience in the field. Although I have gained the necessary skills to work as an Engineer, I hope to progress to the next level and manage a team of Engineers and lead them into better practice through the skills I will develop abroad. Nepal currently does not have adequate technical knowhow or facilities to teach this course to the standard we require to rebuild our nation.

Studying this course abroad will provide me with the unique competitive edge I need to obtain high level employment in my field when I return to Nepal. It is my intention to gain the skills I need to return to my home country and help rebuild it into a stronger, more modern nation. According to an article on edusanjal.com (<https://edusanjal.com/blog/engineering-colleges-Nepal/>) Engineering is one of the most sought after degree in Nepal. An article published by the University of Melbourne (www.pursuit.unimelb.edu.au) talks about Engineering creating a safer future for Nepal. It is a known fact that returned graduates from foreign universities are not only more sought after, but are able to contribute more significantly to Nepal through better knowledge and technical skills.

Sample Answer – Question 2



Being a banker, I do understand that accounting is one of the challenging professions and is a rewarding field of career. There are various national and international accounting professionals in decent salary packages. Besides this, there are many organisations in Indian which outsource accounting services to the international organisations, thus opening ample of career opportunities. In fact, after studying as per internationally acceptable education standards, I will be able to open numerous doors for my career. Subsequently, I choose to study Master of Professional Accounting.

Sample Answer – Question 6



In 300 words or less, explain why you have chosen to study this course in Australia and compare Australia with at least 2 other countries that you have considered.

Consider these questions in your response: How will studying this course in Australia benefit your future? You should consider the cost benefit of studying in Australia compared to studying in your home country and why studying in Australia will provide you with an advantage over studying in your home country. You should also explain why you have chosen Australia over other countries outside your home country.

Sample Answer – Question 6

Australia has long been dubbed “the lucky country”. It is known internationally as a country that enjoys political stability, freedom, prosperity and safety. It also enjoys a mild climate, possesses stunning scenery, unique wildlife and a relaxed way of life. Naturally, these things are attractive to anyone considering their options for overseas study. But the decision to choose Australia over other countries, for me, comes down to three key factors; a) proximity to home country, b) standard and cost of living and c) credibility and recognition of my qualification.

Naturally I am attracted to the lifestyle, the beaches (a novelty for someone from Nepal!) and the climate, but these considerations alone cannot be my reason for choosing Australia. There are, of course, other options. In pursuing an overseas education, I have chosen only English speaking countries. I have spent many years studying English and doing my best to perfect it. I have neither the time nor inclination to learn another language all over again and study in it. So my options were limited to the United States of America, The United Kingdom, Canada, New Zealand, Australia or South Africa.

For many, the United States seems like a logical first choice. It is the world’s largest economy and is famous across the world. It has many wonderful universities and the education system is world class. However, it is not for me. Firstly, I am not attracted to the United States. It is very far from my home town and requires many hours of travel to and from Nepal. I like to be closer in case I need to return in a hurry. My grandmother is an old woman. She practically raised me from the time I was born and I am very close to her. If she gets sick, I want to know that I am close enough to get home as quickly as possible. Also, I personally find the American culture a little bit too brash and ‘loud’. I am not that type of person. My perception may be wrong and may be influenced by foreign movies, but it is a feeling I have, nonetheless.

Sample Answer – Question 6

The United States is perceivably less safe than Australia. Of course, every country has its social problems, but the US policy on gun control is concerning and violent crimes are more common than in Australia. The exchange rate is less favourable and the cost of living higher than Australia. The average cost of a Master Degree in the United States is between \$25,000 and \$35,000 USD (\$36,000 – \$50,529 AUD) (<https://www.studyusa.com/en/a/1287/what-is-the-cost-of-a-master-s-degree-in-the-usa>). This is significantly higher than the same Masters Degree in Australia. The cost of living is estimated at between USD \$10,000 - \$12,000 per year in the US (\$14,438 AUD – \$17,325 AUD) (<https://studyabroad.shiksha.com/cost-of-living-for-international-students-in-the-us-articlepage-548>), which is lower than that \$19,000 required by Australian Immigration, however, overall I am financially better off in Australia due to the better tuition fees compared to the US.

The United Kingdom is another option I have considered. Again, it is very far from my hometown and the exchange rate equally unfavourable. The average cost of a Master degree in the UK is about 15,000 pounds (<https://www.findamasters.com/study-abroad/uk/international-postgraduate-fees.aspx>) or \$28,000 AUD. This is approximately the same as Australia. The average living cost for an international student in the UK is approximately 1,000 pounds (AUD\$1,854) per month (<https://studyabroad.shiksha.com/living-costs-for-international-students-in-uk-articlepage-573>) . This is higher than the AUD\$19,000 required for Australia.

I do not have any family in Australia and, apart from some old classmates, know no one there.

So, Australia is closer to my home, the climate is not as extreme as that in the UK or US and, from an investment point of view, it makes more sense in the long term for my future.

Sample Answer – Question 6



Australia is a lovely country with lots of warm sunshine and cute animals like kangaroos, koalas and Tasmania Devil. The climate is much better than Canada and United Kingdom because they are too cold and Indian students don't like cold weather because India is not cold. United States of America is too dangerous to live because of many crime and people killed there every day, especially in the school, so I don't want to go to United States of American.

Australia is also much cheaper than these countries and it suits my finances better because the cost of living is cheaper and the tuition fee is cheaper also. Living the United Kingdom and United States is much expense that I can afford and in Australia I can work and earn more money to support myself.

