

10 KEY QUESTIONS **FOR SCHOOLS CONSIDERING** **INTERNATIONAL EXPANSION**



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There is major growth forecast in the development of British International Schools globally, with the market set to double from £9 billion revenue turnover in 2010/11 to £18 billion in 2016/17.

With international schools in Asia recently reporting record applications and lengthy waiting lists, many long-standing institutions are looking to establish new high-performing schools in emerging economies to take advantage of this demand.

Establishing a school from scratch is always challenging - to do so at 'arms length' is even harder. It is a complex and detailed process with several areas of high risk.

We find there are ten key questions that schools considering international expansion need to explore right at the start of the process:

1. What is the educational rationale for your move into the international arena?
2. Do you wish to replicate your existing school abroad or create a new international offer?
3. Can you grow internationally within the current confines of your Trust Deed?
4. What are your timescales - how and when should you engage decision makers and stakeholders at your 'home' school?
5. What are your criteria for determining the best location?
6. What type of operating model would best suit your organisation?
7. How will you finance the development and business planning process?
8. What level of detail regarding financial and equity planning do your Governors need - how do you quantify the benefits?
9. How will you manage the additional workload without compromising delivery of education quality in the UK?
10. How will you protect and enhance your reputation?

EC Harris, HOK and Anthony Millard Consulting have come together to offer a robust, flexible, turn-key solution to deliver British International Schools across the globe.

We are uniquely positioned to cover all aspects of the international school development process: from planning and strategy, designing and commissioning through to staffing and operation. We are able to deliver this proposition across the globe through our extensive, international network of offices.

All parties involved share a focus on generating better outcomes for learners and a commitment to sustaining and enhancing your school's reputation on the global stage.

To discuss the main areas of consideration further and the opportunities for your organisation, please contact:

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