

Entry Points to U.S. Education

Talent Is Everywhere, Opportunities Are Not

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1. University Freshman Admissions (UFA)
2. University Transfer Admissions (UTA)
3. Lateral Transfer
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5. Institution Specific Pathways

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7. Cross-Borders X+Y Programs
8. Study Abroad
9. Stackable Credits via CTE
10. Short-term Certification / Non-degree Learner



AIRC National Recommendations on Entry Points

1. PROMOTE THE MANY AND DIVERSE U.S. EDUCATIONAL *ENTRY POINTS* TO EXPAND ACCESS TO INTERNATIONAL STUDENT MOBILITY.
2. FACILITATE CONNECTIONS BETWEEN *ENTRY POINTS* TO SUPPORT INTERNATIONAL STUDENT MOBILITY.

Situational Assessment

5% institutions hosting 65% of all int'l students in the U.S. (Open Doors 2023) and only **5%** of international undergraduates come to CCs. (Open Doors 2023).

A large student base self-selecting out, overlooked, due to Pride and Prejudice.

The U.S. domestic population is aging (shrinking for college purposes) but other countries have significant growth (US Census), Wittgenstein Center projects almost a 3 fold of tertiary population by 2060.

Internal diversity pertains to our institutional types, while external diversity involves admitting more students through balancing their aptitudes with their financial capabilities. From *finance* perspectives, to *academic competitiveness*, *geopolitics* and *survival* we must use all entry points.

UFA (University Freshman Admission)

Route Details:

High School Then College

Features:

Apply while in Grade 11

Higher Eligibility

10+ Requirements

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- Most Popular, well known, well resourced, and highly profitable
- Well established product and supply chain
- World pop. projection looks favorable
- Issue: Gen Z
 - They will demand flexibility in modality, course offerings, and length of studies.
 - They may not all have the same ability to pay.
 - They will desire more choices of schools.
- Issue: Diversity

UTA (University Transfer Admission)

Route Details:

Community College Transfer

Features:

Apply anytime, rolling

Lower Eligibility (by law)

Few Requirements (by law)

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- Less Popular, less known, low budget, and profitable with volume
- More profitable for transfer universities
- No discernable market/supply chain
- World pop. projection looks favorable
- Issue: Must combat pride and prejudice and misinformation
- Issue: course articulation not universal and consistent
- Issue: housing, transportation

Lateral Transfer

Route Details:

University to University
CC to CC

Features:

Intra transfer
Inter transfer

- Small number as an entry point of continuing the path to undergraduate degrees
- Practiced in both highly selective and community college institutions
- Issue: Must have specific rationale, and handled on a case by case basis

Gateway English

Route Details:

Language School Then College

Features:

Multiple outlets (some well established)

First impression of the USA

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- Good source for undergraduate matriculation (particularly if IEP is connected with the institution)
- English as lingua franca helps
- USA as a destination dominates the five eye nations also helps
- Issue: visa approval for IEP in the USA
- Issue: may still use standard tools such as TOEFL, IELTS, Duolingo as a measure of eligibility

Institution-Specific Pathways (Institution Designated Pathways)

Route Details:

Institutional Foundation
Studies Then Intra
Matriculation

Features:

Apply for a designated
university with fewer
eligibilities

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- Excellent source for undergraduate matriculation
- Directly connecting with the undergraduate study institution
- Clearly designated institution - eliminating noise and distraction
- Issue: Institution set by the provider

University Credit Programs (UCP)

Route Details:

Accumulate earned college credits toward a degree

Features:

Earn credits from any accredited institutions over time

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- Good source for engaging future students
- AP/IB are de facto UCP providers
- All college learning should be regarded as accumulation of credits
- Gen Z will demand ability to earn credits, not necessarily directly and immediately for a specific degree
- Issue: value confusion over credits from online or community colleges
- Issue: credits not working as credit cards
- Issue: lack of meaningful paths and instructions for its use

Cross Borders X+Y Programs

Route Details:

Enroll in programs in a foreign institution for a degree in the USA or both

Features:

Good for location bound
Economical
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- Easily double program enrollments for a US institution
- Good revenue source
- Supported by foreign governments
- More popular for mid-tier selectivity institutions
- Issue: program management and quality of teaching
- Issue: foreign government specific requirements over academic freedom and mode of delivery

Study Abroad

Route Details:

American college students
conduct short or long term
study abroad

Features:

Prepackaged study tours
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- “Bring the USA to Your Campus” helps with partnerships
- American students as ambassadors to attract future foreign students to US
- Issue: most go to Europe
- Issue: often treated as a fancy trip, a youth experience, not part of core curriculum

Short-term Certification/Non -degree Training

Route Details:

Any type of training programs
in the USA

Features:

Less demanding for time off
work or away from home

Prepackaged training tours

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- Catering toward working adults who may have influence over youths studying abroad in the USA
- Training topics and approaches are flexible and diverse
- A multi billion dollar industry by itself
- Issue: more working professionals and fewer teenage students
- Issue: non-credit bearing

Stackable Credits via Career & Technical Education (CTE)

Route Details:

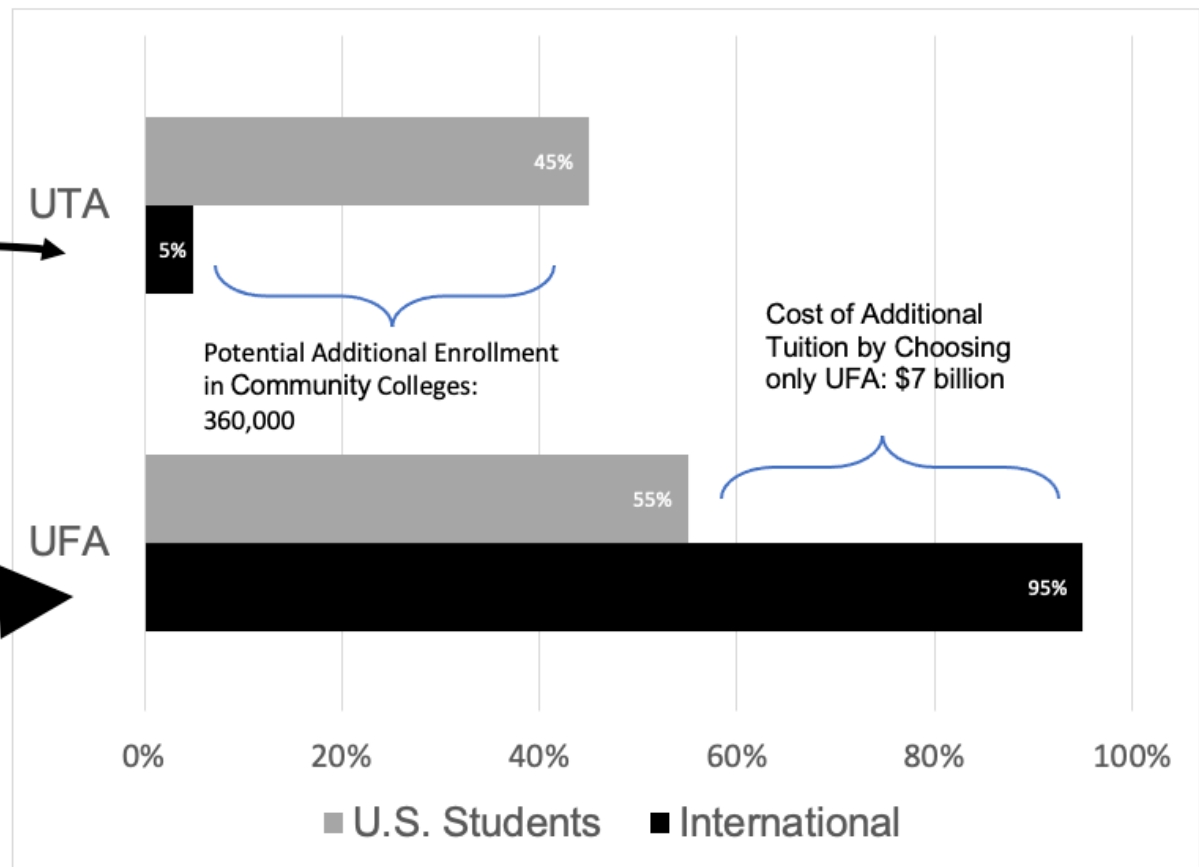
Use earned certificates or degrees or courses for another future degree

Features:

Value added

- Any sequence of a certificate or degree may be used for satisfying another degree
- Helps with students who “stop and go”
- Issue: must have good understanding of the mapping of degrees
- Issue: not often practiced cross institutions

Untold number of international students self select out of studying in the U.S. due to emphasis on UFA



Chapter 1. Entry Points to U.S. Education. Luan, Lifson, Chen & Kacenga (2024)

Table 2. Admissions Eligibilities Between UFA and UTA

Eligibilities for UFA and UTA	UFA	UTA	
	University Freshman Admissions	Community College Freshman Admissions	Transfer Admissions to a University
	4 Years	2 Years	2 Years
Age	18	16+	18
GAP Weight	High	Medium	Medium-High
Annual Cost of Attendance	\$45,000 - \$65,000	\$25,000	\$45,000-\$65,000
Standard Tests (SAT/ACT)	Yes	No	No
Class Rank	Yes	No	No
Recommendation Letters	Yes	No	No
Community Service/Leadership	Yes	No	Yes
Personal Statement	Yes	No	Yes
English Language	Yes (High)	Yes (Medium)	No
High School Diploma	Yes	No (if over 18)	No
Comprehensive Review	Yes (7 Items)	No	Yes (2 Items)
High School Credits	AB, IB, A-level	AP, IB	No
High School Transcripts	Original	Copy Permitted	No
To 50 University Admission Rates	8-30%	Not Applicable	30-70%

Source: Habte, Luan, Williams (2020)

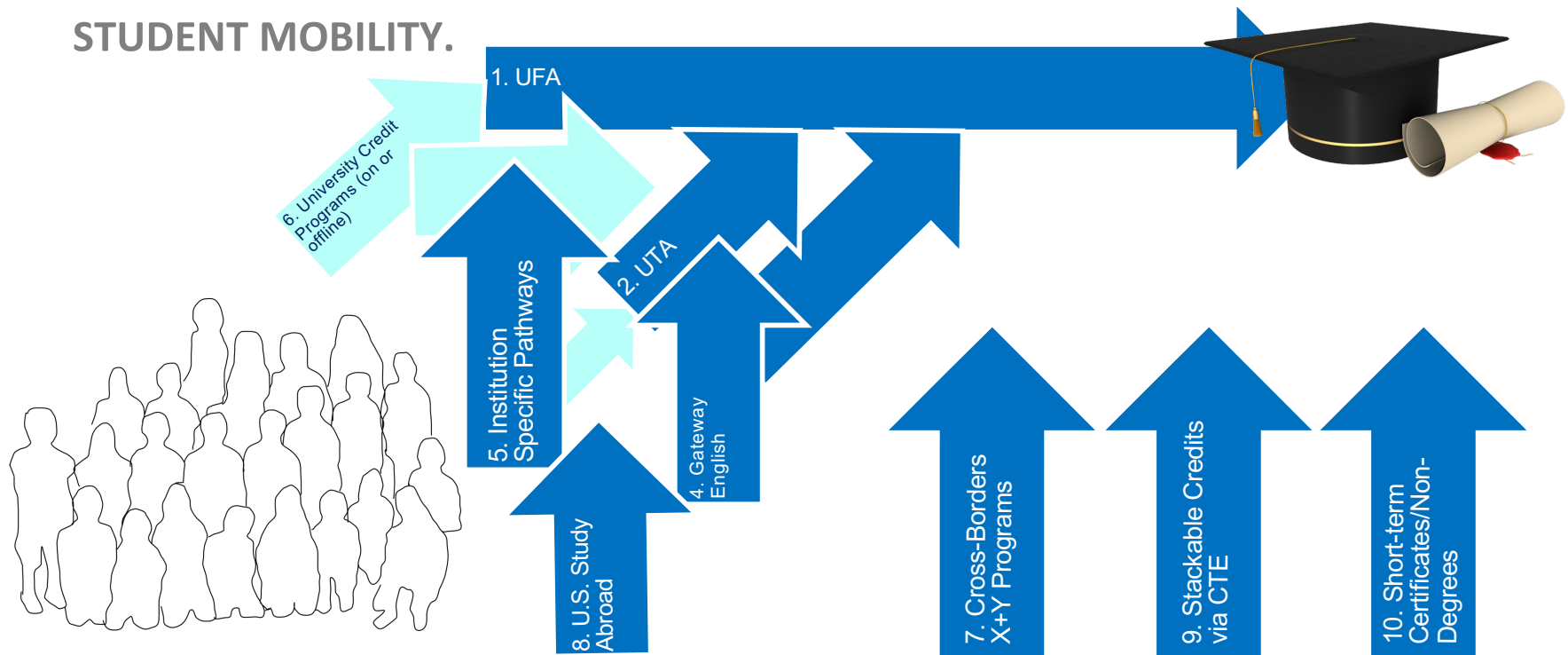


AIRC National Recommendations on Entry Points

- 1. PROMOTE THE MANY AND DIVERSE U.S. EDUCATIONAL *ENTRY POINTS* TO EXPAND ACCESS TO INTERNATIONAL STUDENT MOBILITY.**
 - Identify and promote model practices that demonstrate the benefits of a wide variety of educational entry points.
 - Train those who advise and counsel students about the diversity of educational entry points.
 - Promote multiple entry points to students, their families, and stakeholders so that they are aware of the robust educational choices students have.
 - Increase the attractiveness of student educational entry points by providing evidence on how the opportunities are an excellent value.
 - Advocate for improving the processing of student and exchange visitor visas to make entry to and transition between educational opportunities as seamless as possible.
 - Promote and conduct training on enrollment management standards and best practices that support the features of international student mobility.

AIRC National Recommendations on Entry Points

2. FACILITATE CONNECTIONS BETWEEN *ENTRY POINTS* TO SUPPORT INTERNATIONAL STUDENT MOBILITY.



Book: Entry Points to U.S. Education

- [The 10 Entry Points](#)
- [Global Mobility Data](#)
- [UTA Explained and Compared with UFA](#)
- From Underdog to Top Performer
- Design Thinking
- Strategic Planning
- Career in Silicon Valley
- Primer: Building Partnerships
- Ethics: High School to University
- Gateway English and AI
- Education Reform: Bologna
- [Marketing](#)
- [Alumni Management](#)
- Data Visualization
- European Experience on Impact of Tuition Change
- Copiloting Transfer – Advice from a Highly Selective University
- [AIRC National Recommendations for Entry Points](#) and more



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