



*Best practice in understanding and enhancing students'  
motivations for integration*

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## Academic Integration

Key player = Institution  
Supporting = Student Union

## Social Integration

Key player = Student Union  
Supporting = Institution

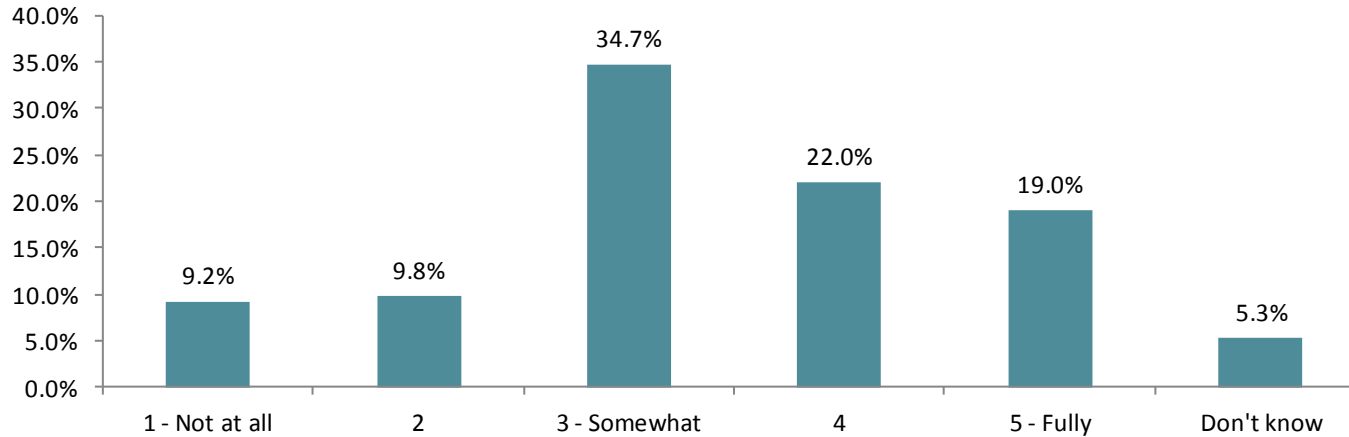
Is this always the case?

International Students

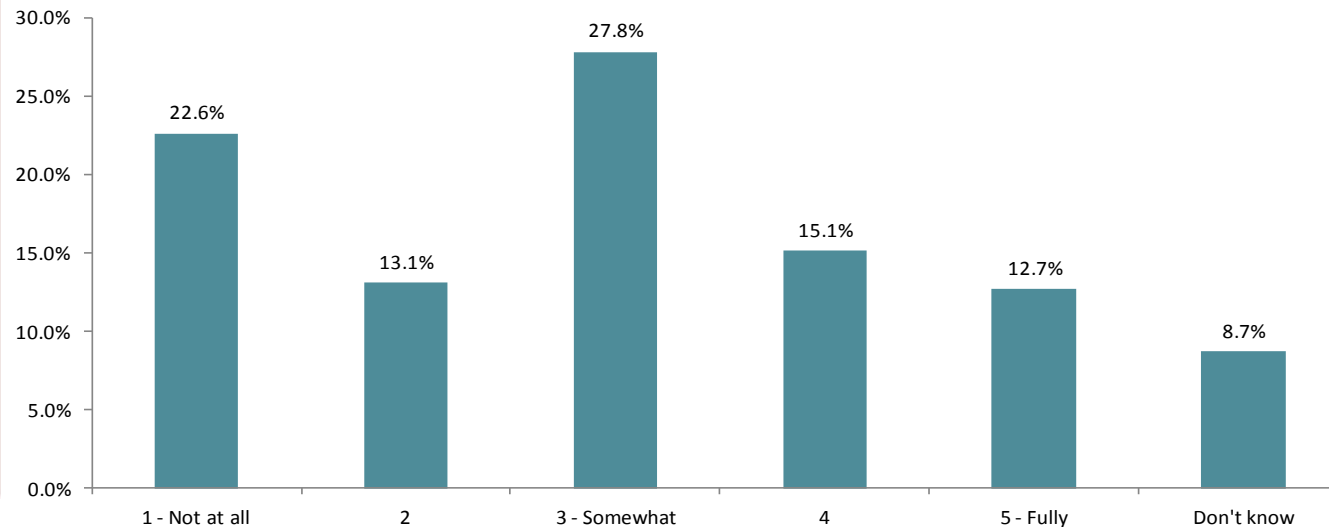
Home Students

Different challenges and different motivations

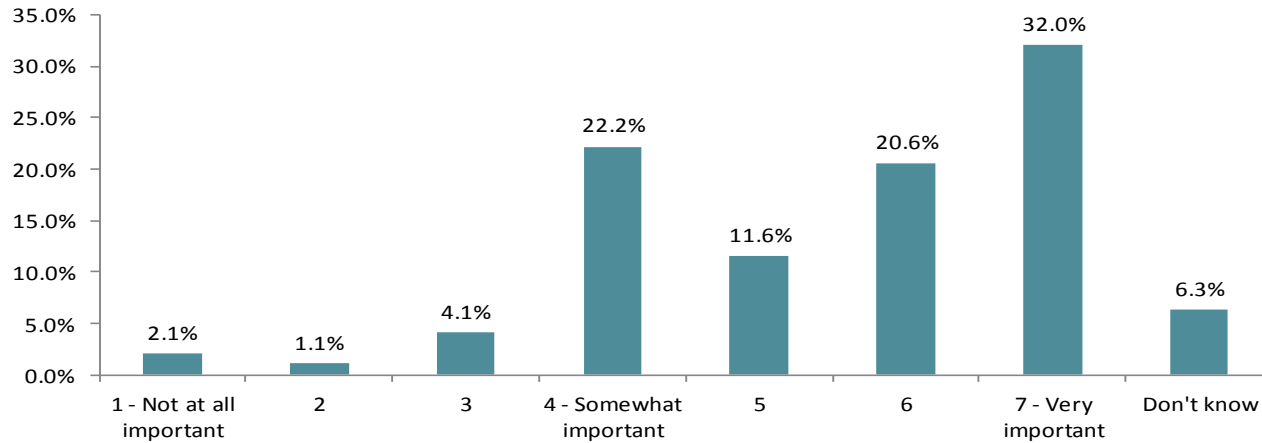
### How integrated, if at all, do you feel with domestic students?



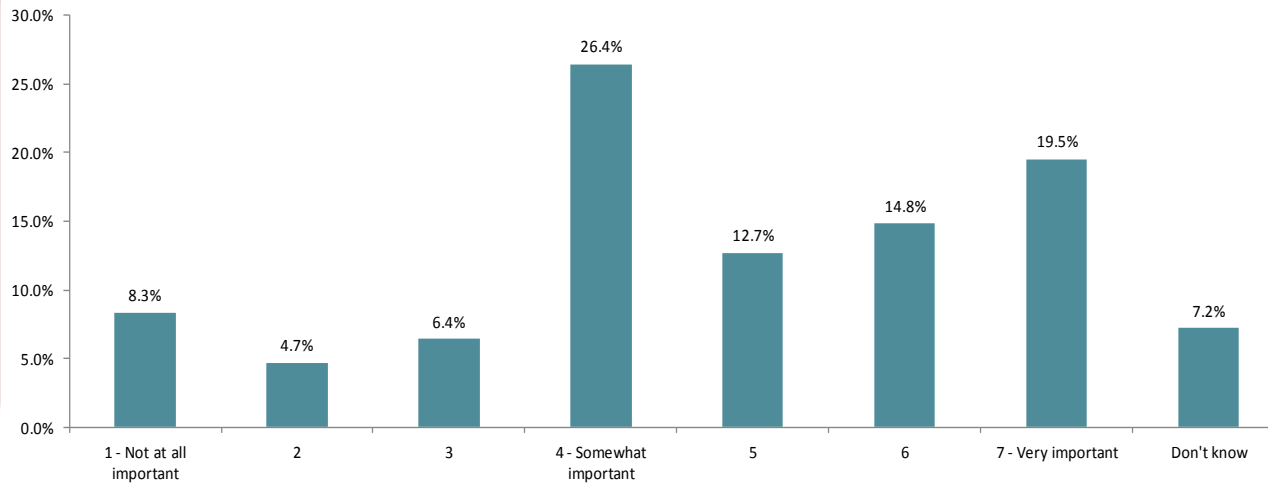
### How integrated, if at all, do you feel with international students



## How important, if at all, do you think that integration with domestic students is?



## How important, if at all, do you think that integration with international students is?



The top 5 motivators for going to university are:

- To gain qualifications
- Necessary for career
- Improve earning potential
- For the experience
- To improve chances of getting a job

But...are these motivators the same for both groups? There are many different sources that can provide institutions with this data at local level.

Employer demand:

*You need the mindset that says, 'The person I'm talking to isn't like me and I need to understand what they are like and then work with them.' It isn't only about having the technical knowledge, it's also necessary to understand the values, customs, cultures and behaviours that are significant to them. (National Grid)*

*I think cultural dexterity is important: an ability not to impose one's own culture on another one, to be sensitive to other cultures and how to do business in different environments. There are certain ways of working with clients in the Middle East that you wouldn't adopt in Japan. (PWC)*

*You probably can't make someone have a global mindset or develop this learning agility on their own. You've really got to invest time in them to get them comfortable with it. (BNP*

*Paribas)*

- What factors demotivate domestic and international students from integrating/engaging in intercultural contact ?
- Do student motivations for integration differ? By type of student? By level of degree? By type of institution? How can we reflect these differences appropriately?
- What incentives could universities/students' unions offer to motivate students to engage with integration/internationalisation activities and how could this be done more collaboratively?



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Conclusion slide