



Working With Third Party Providers

Ramsey G. Jabaji
A. James Clark School of Engineering
University of Maryland
College Park, MD
USA





Context and Background

- Participated in a provider program as a student 14 years ago
- Served as a Faculty Director for short-term programs in China, France, Spain, and the United Arab Emirates with three different providers
- Advise engineering students on all program options including semester and short-term provider programs





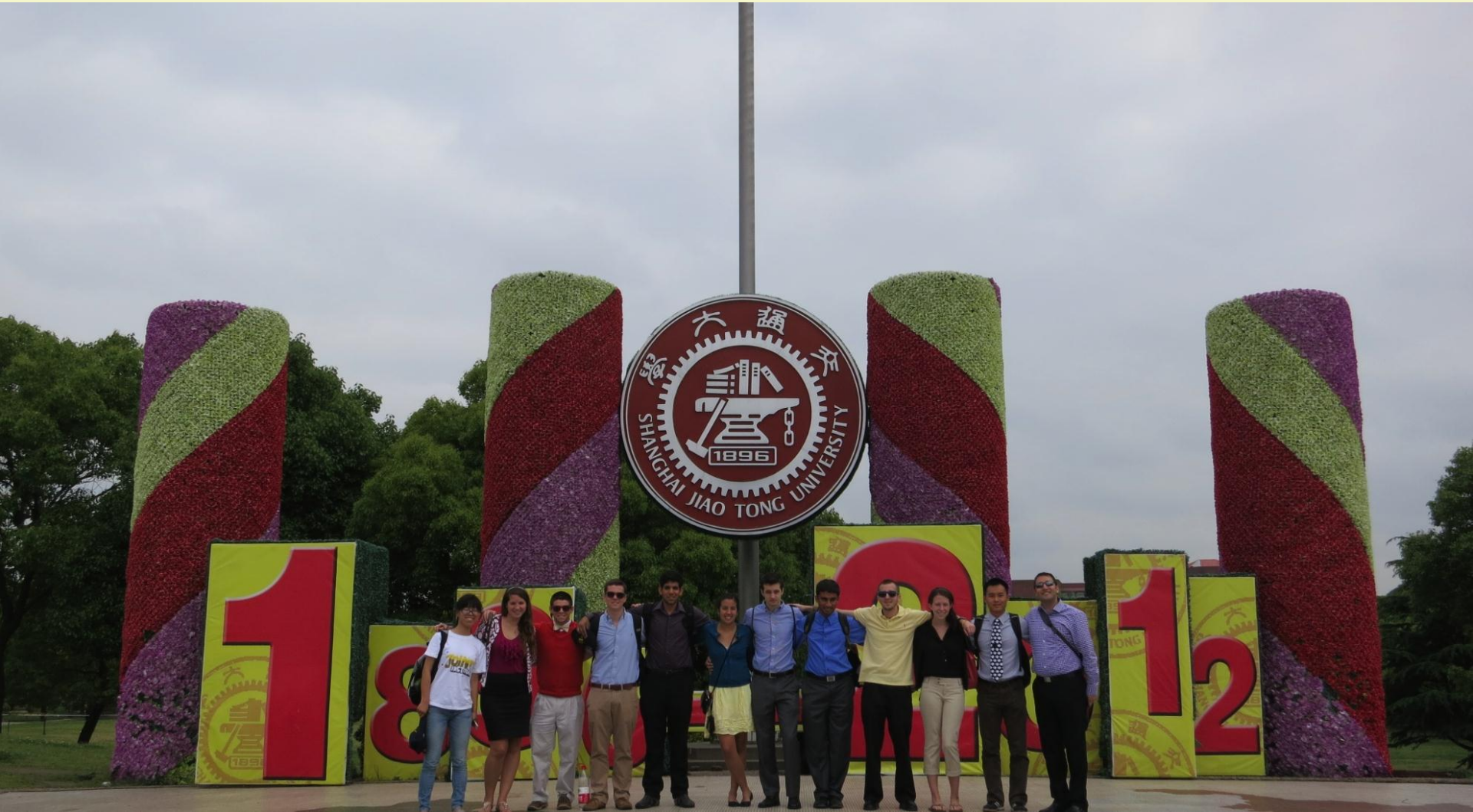
Providers I Have Worked With in the Past

- AmidEast
- TEAN
- IES
- CIEE
- USAC
- Arcadia





10 Engineering Students in China (TEAN)





24 Engineering Students in Paris (IES)





24 Engineering Students in Abu Dhabi (AmidEast)



Assessment in Residence Life



26 Engineering Students in Dubai (AmidEast)





Factors for Consideration

- Providers have a time and a place
- \$\$\$! In many cases, provider programs can be expensive, but not always
- Not all providers are equal
- Depending on program setup, can limit the cultural immersion (but not always)





Benefits of Provider Programs

- Depending on home exchange tuition/fees, some provider programs can be cheaper
- Allows an opportunity to take a date with an institution before being in a committed relationship (bilateral exchange)
- Some students are best served on a provider program





Benefits of a Provider Program

- Knowledge and infrastructure in host country/city
- Assistance with setting up new short-term programs where relationships may be limited
- If billing agreement is in place, allows for seamless billing and access to scholarships/grants and university payment plans





Benefits of a Provider Program

- Provides an opportunity when you're too out of balance with an exchange partner and no direct-enroll fee-paying option exists
- Many provide small need-based and merit scholarships





Tips for Provider Assistance on Short-Term Courses

- Pick a provider that is well established in the region. Don't be afraid to ask about the staff and their experience on the ground. This is critical!
- Know what your maximum program budget is and be clear in the very beginning (keeping in mind that you will have additional expenses for faculty costs, education abroad fees, etc.).
- Work 10+ months out with a provider





Tips for Provider Assistance on Short-Term Courses

- Be clear on what is most important to you and what level of service and support you are looking for.
- Be creative and consider using a provider for part of the course rather than the entire course.
- Relationships matter. Stick with the same provider if possible.

